

St. JOSEPH'S COLLEGE OF ENGINEERING
FACULTY OF MANAGEMENT SCIENCES
MBA (INTEGRATED) – 5 YEARS COURSE
REGULATIONS - 2021
I TO IV SEMESTERS
CURRICULUM & SYLLABUS

PROGRAMME EDUCATIONAL OBJECTIVES (PEOs):

1. To display competencies and knowledge in key business functional areas including finance, marketing, operations and human resource.
2. To prepare for a successful career with effective communication skills, teamwork skills and work with values that meet the diversified needs of industry.
3. To provide management tool to identify, analyze, and create business opportunities and also solve business problems.
4. To develop an understanding of the diverse and rapidly changing global business environment.
5. To inspire and make them practice ethical standards in business.

PROGRAMME OUTCOMES (POs):

1. Ability to apply management theories, concepts and models to make sound and effective business decisions.
2. Ability to identify, analyze and solve complex managerial issues by using quantitative methods, statistical analyses and information technology.
3. Ability to effectively communicate business concepts in a clear and concise manner.
4. Ability to upgrade their professional and managerial skills in their workplace.
5. Ability to develop a systematic understanding of environmental factors and its impact on business.
6. Ability to apply analytical skills to address the changing dynamics of business.
7. Ability to understand individual behavioural competencies in solving various parameters on business operations.
8. Ability to engage in continuing professional development and life-long learning.
9. Ability to apply conceptual knowledge to solve practical decision making problems by using case studies, assignments and projects.
10. Ability to enhance financial literacy.
11. Ability to act with an informed awareness of social issues and contribute towards the societal benefit.
12. Ability to develop an understanding of ethical responsibility.

PROGRAMME SPECIFIC OUTCOMES (PSOs):

1. Ability to gain knowledge, expertise and frame of mind to become a successful manager.
2. Ability to deliver socially acceptable technical solutions to dynamic managerial problems with the application of contemporary techniques.
3. Ability to apply the knowledge of moral and ethical principles required to work in a team as well as to lead a team.

MAPPING OF PEOS WITH POs:

Programme Educational Objectives	Programme Outcomes											
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
PEO1	3	3	2	1	3	3	1	2	1	1	1	3
PEO2	1	3	1	2	3	1	3	2	1	3	1	3
PEO3	3	3	2	3	3	2	3	3	3	1	2	3
PEO4	2	1	2	3	3	1	3	3	3	1	2	1
PEO5	1	3	3	2	2	3	1	2	3	1	3	1

			PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	
Y E A R 1	SEM 1	Foundation of Management	✓		✓	✓								✓	
		Indian Economy	✓				✓	✓							
		Business Mathematics		✓											
		English			✓	✓					✓	✓			
		Principles of Accounting		✓									✓		
		Basic Psychology				✓				✓				✓	✓
		English language laboratory			✓	✓					✓	✓			
	SEM 2	Management Accounting		✓									✓		
		Business Organization			✓										✓
		Business Statistics-I		✓											
		Fundamentals of Sociology				✓				✓				✓	✓
		Business Communication			✓	✓					✓	✓			
		Fundamentals of Computers				✓									
Computer Skills- I				✓	✓										
Y E A R 2	SEM 3	Managerial Economics – I	✓				✓	✓							
		Management Information System	✓		✓	✓									
		Cost Accounting		✓									✓		
		Marketing Management – I	✓			✓						✓			
		Business Law – I	✓	✓	✓										
		Business Statistics-II		✓											
		Computer Skills-II			✓	✓									
	SEM 4	Managerial Economics – II	✓				✓	✓							
		Data Management	✓		✓	✓					✓	✓			
		Corporate Accounting		✓									✓		
		Quality Management	✓			✓					✓	✓			
		Business Law – II	✓	✓	✓										
		Applied Operations Research I		✓		✓									
Accounting Software			✓					✓			✓				
Seminar I			✓	✓					✓						

SEMESTER I

S.No	COURSE CODE	COURSE TITLE	CATEGORY	L	T	P	C
THEORY							
1	MI1101	Foundation of Management	PCC	3	0	0	3
2	MI1102	Managerial Economics - I	PCC	3	0	0	3
3	MA1172	Business Mathematics	PCC	3	0	0	3
4	HS1171	English	PCC	3	0	0	3
5	MI1103	Principles of Accounting	PCC	3	0	0	3
6	MI1104	Basic Psychology	PCC	3	0	0	3
PRACTICALS							
7	MI1105	English Language Laboratory	EEC	0	0	4	2
TOTAL				18	0	4	20

SEMESTER II

S.No	COURSE CODE	COURSE TITLE	CATEGORY	L	T	P	C
THEORY							
1	MI1201	Cost Accounting	PCC	3	0	0	3
2	MI1202	Business Organization	PCC	3	0	0	3
3	MA1271	Business Statistics-I	PCC	3	0	0	3
4	MI1203	Fundamentals of Sociology	PCC	3	0	0	3
5	MI1204	Business Communication	PCC	3	0	0	3
6	MI1205	Fundamentals of Computers	PCC	3	0	0	3
PRACTICALS							
7	MI1206	Computer Skills- I	PCC	0	0	4	2
TOTAL				18	0	4	20

SEMESTER III

S.No	COURSE CODE	COURSE TITLE	CATEGORY	L	T	P	C
THEORY							
1	MI1301	Managerial Economics - II	PCC	3	0	0	3
2	MI1302	Management Information System	PCC	3	0	0	3
3	MI1303	Management Accounting	PCC	3	0	0	3
4	MI1304	Marketing Management - I	PCC	3	0	0	3
5	MI1305	Business Law - I	PCC	3	0	0	3
6	MA1371	Business Statistics-II	PCC	3	0	0	3
PRACTICALS							
7	MI1306	Computer Skills- II	PCC	0	0	4	2
8	MI0301	Managerial Communication	VAC	0	0	2	0
TOTAL				18	0	6	20

SEMESTER IV

S.No	COURSE CODE	COURSE TITLE	CATEGORY	L	T	P	C
THEORY							
1	MI1401	Indian Economy	PCC	3	0	0	3
2	MI1402	Data Management	PCC	3	0	0	3
3	MI1403	Corporate Accounting	PCC	3	0	0	3
4	MI1404	Quality Management	PCC	3	0	0	3
5	MI1405	Business Law - II	PCC	3	0	0	3
6	MI1406	Applied Operations Research I	PCC	3	0	0	3
PRACTICALS							
7	MI1407	Accounting Software	PCC	0	0	4	2
8	MI1408	Seminar I	EEC	0	0	2	1
TOTAL				18	0	6	21

MI1101

FOUNDATION OF MANAGEMENT

L T P C
3 0 0 3

OBJECTIVES

- To expose the students to the basic concepts of management.
- To enable the students to understand the management functions of organization.

UNIT I INTRODUCTION

9

Nature and process of management, basic managerial roles and skills, nature of managerial work; Management vs. Administration, Management as a Science or an art, Management as a Profession, Professional Management in India; Development of Management thought: Henri Fayol, F W Taylor, Elton Mayo and Maslow; System and contingency approach.

CO1

UNIT II PLANNING AND DECISION MAKING

10

Planning and decision making – concept, purpose and process of planning, kinds of plans, strategies, policies and planning, premises, goal setting, MBO. Decision making – nature and process, types of managerial decisions, decision making conditions, forms of group decision making in organization.

CO2

UNIT III ORGANIZING

9

Organizing–Concept, Steps and elements of organizing function, basis of departmentation, distribution of authority, Types of organization structure, Delegation and Decentralization.

CO3

UNIT IV DIRECTION

8

Leadership – nature and significance, leading and managing, leadership styles, leadership theories.

CO4

UNIT V CONTROL

9

Management Control; nature, purpose and process of controlling, kinds of control system, prerequisites of effective control system, resistance to control.

CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. Koontz & Ramachandra, Essentials of Management, Tata McGraw Hill
2. Stoner, Freeman and Gilbert, Jr. Management, Pearson Education, New Delhi

REFERENCE BOOKS

1. Wehrich, Heinz and Harold Koontz, Management: A Global Perspective, Tata McGraw Hill
2. Dinhar Pagan, Chopra, Principles of Management.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Ability to understand management, managerial roles and human relations in an organization.
- CO2 Ability to understand the nature and purpose of planning and also how the planning process is carried out in setting the objectives followed by understanding policy making, strategic planning and decision-making process.
- CO3 To make Students clear about the types of organization, delegation of authority, centralization and decentralization process which results to gain knowledge about human resource management.
- CO4 Ability to understand the foundations of individual and group behaviours, and also to improve the leadership qualities.
- CO5 Ability to understand the controlling techniques in an organization.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	2	3	2	1	1	1	2	1	1	1	1	2	2	2
CO2	3	3	3	3	2	3	2	2	3	1	1	2	3	3	2
CO3	3	2	3	3	2	2	2	2	1	2	2	1	3	2	3
CO4	3	1	2	2	1	1	2	2	1	1	2	2	3	3	3
CO5	3	2	2	2	1	1	2	2	2	1	1	2	3	2	2

MI1102

MANAGERIAL ECONOMICS - I

L T P C
3 0 0 3

OBJECTIVES

- To expose the basic principles of microeconomic theory.
- To illustrate how microeconomic concepts can be applied to analyze real-life situations.

UNIT I INTRODUCTION

9

Meaning, Nature, Scope and Limitations of Business Economics – Micro& Macro. – Productive efficiency Vs. economic efficiency – economic growth & stability.

CO1

UNIT II DEMAND AND SUPPLY

9

Concept of Demand- Elasticity of Demand -their types and determinants-Concepts of Supply – Elasticity of Supply their types and determinants.

CO2

UNIT III PRODUCTION

9

Introduction to production process, short run production function: law of variable Proportions, long run production.

CO3

UNIT IV COST AND REVENUE

9

Cost Analysis: Fixed, Variable and Total Cost, Curves, Average and Marginal Costs, Long Run Cost Analysis : Economies and Diseconomies of Scale and Long Run Average and Marginal Cost Curves. Revenue Concepts – Total Revenue, Marginal Revenue, Average Revenue and their relationship.

CO4

UNIT V MARKET STRUCTURE

9

Price and output decisions under different market structures: Price and output decisions under perfect competition, monopoly and monopolistic competition - pricing under oligopoly –kinked demand curve, Factor Market.

CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. Principles of Economics - H.L. Ahuja, Sultan Chand, Nov. 2007.
2. Yogesh Maheswari, Managerial Economics, 3rd Edition, Phi Learning, New Delhi, 2012, Gupta G.S.

REFERENCE BOOKS

1. Richard Lipsey and Alec Charystal, Economics, 12th edition, Oxford, University Press, New Delhi, 2011.
2. Karl E. Case and Ray C. fair, Principles of Economics, 8th edition, Pearson, Education Asia, New Delhi, 2002.
3. Diwedi. D.N. Managerial Economics, 7th Edition, Vikas Publishing House Pvt. Ltd., 2009

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To understand the fundamental concept of Business Economics. To familiarize the concept of micro and macroeconomics. To analyze the difference between Productive efficiency and economic efficiency.
- CO2 To understand the concept of demand and supply. To explain the concept of elasticity of demand and supply and their types. To know the determinants of demand and supply.
- CO3 To know the concept of the production process. To explain the short run and long run production function
- CO4 To understand cost and revenue concepts. To know the various types of cost and revenues. To explain the economies and diseconomies of Scale.
- CO5 To explain the different types of market structure. To explain the demand for and supply of different types of factor market namely, land, labour and capital market

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	1	3	2	2	1	1	3	3	1	3	1	3	3	2
CO2	1	1	3	2	1	1	2	3	3	1	1	1	3	2	1
CO3	2	1	3	2	2	1	1	3	3	2	1	2	3	3	1
CO4	3	1	3	2	3	1	2	3	3	2	1	2	3	2	1
CO5	2	1	3	2	1	1	1	3	3	1	1	2	3	3	1

MA1172

BUSINESS MATHEMATICS

L T P C
3 0 0 3

OBJECTIVE

The objective of this course is to teach the mathematical concepts and principles of calculus, vector, etc. so that students will be able to apply their mathematical skills to various business problems.

UNIT I SEQUENCE AND SERIES

9

Progressions: Arithmetic, Geometric and Harmonic progressions - Means of two positive real numbers - Relation between A.M., G.M., and H.M. - Sequences in general - Specifying a sequence by a rule and by a recursive relation - Binomial expansion - Compound interest - Normal rate and effective rate. **CO1**

UNIT II VECTORS, MATRICES AND DETERMINANTS

9

Vectors: Operations on vectors - Matrices: Types of matrices - Matrices operations: Addition, Subtraction and Product of matrices, Multiplication of a matrix by a scalar - Determinants: Evaluation of determinants of order two and three - Properties of determinants - Singular and nonsingular matrices - Product of two determinants - Rank of the matrix. **CO2**

UNIT III SETS AND FUNCTIONS

9

Sets: Set and sub-sets, Venn diagram and its applications - Operations on sets: Cartesian product of sets, Application - Functions: Algebraic functions (polynomial - linear, quadratic and rational), transcendental functions (exponential, log and trigonometric functions with identities) and inverse functions - The laws of logarithms and their uses. **CO3**

UNIT IV DIFFERENTIAL CALCULUS

9

Limit of functions - Continuity of functions and properties - Graphical interpretation - Differentiation: Geometrical interpretation - Differentiation using first principles - Rules of **CO4**

differential - Chain rule - Logarithmic differentiation of implicit function - Parametric functions - Second order derivatives - Application of derivatives: Maxima and Minima.

UNIT V INTEGRAL CALCULUS

9

Standard Integration - Method of integrations: Integration of rational functions - Integration using algebraic substitution - Trigonometric integrals -Trigonometric substitution - Integration by parts - Definite integral - Properties of definite integrals.

CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. John Bird "Higher Engineering Mathematics" Newnes (An Imprint of Elsevier), 4th Edition, 2006, Indian Edition, Noida.
2. James Stewart "Calculus with Early Transcendental Functions", CENGAGE Learning 2008, Indian Edition, New Delhi.

REFERENCE BOOKS

1. H. Anton, I. Bivens and S. Davis 'Calculus', John Widely India Pvt. Ltd. 7th Edition, 2014, New Delhi.
2. B.M. Aggarwal, 'Business Mathematics and Statistics" Ane Book Pvt. Ltd., 2015, Chennai.
3. M. Raghavachari, 'A First Course in Mathematics for Management'. McGraw-Hill Education (India) Pvt. Ltd., 2015, New Delhi.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Students will be able to determine whether a sequence has a pattern, whether a sequence can be generalized to find a formula for the general term in the sequence. To calculate the sum of certain infinite geometric series. To determine whether or not a sequence converges to the general term as n gets infinitely large.
- CO2 Students will be able to learn the basics of matrix and determinants so as to find the rank of the matrix. Characterize a linear system in terms of the number of leading entries, free variables, pivots, pivot columns, pivot positions.
- CO3 Students will understand the concepts of sets and perform operations and algebra on sets. To determine properties of relations, sketch relations and identify functions and determine their properties
- CO4 Students will be able to deal derivative of a given function. Apply differentiation to solve maxima and minima problems, which are related to real world problems.
- CO5 Students will be able to understand the concept of integration. Also acquire skills to evaluate the integrals using the techniques of substitution, partial fraction and integration by parts

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	3	3	2	2	1	2	2	2	2	1	1	2	3	3
CO2	3	3	3	3	2	2	3	2	3	1	2	2	3	2	2
CO3	3	3	3	2	1	2	3	3	2	2	2	1	2	3	2
CO4	3	3	3	2	2	2	3	3	3	2	3	2	2	2	3
CO5	3	3	3	3	1	1	2	2	2	2	1	1	3	3	2

OBJECTIVES

- Develop basic skills to deal with people in business situations
- Increase their knowledge of key business concepts worldwide
- Write and read basic business reports, faxes, and memos
- Expand vocabulary related to general business situations
- Evaluate their skills so that they can build their strengths and improve their weaknesses
- Be able to apply their improved problem solving and communication skills to their daily work immediately

UNIT I	SHARING INFORMATION RELATED TO ONESELF/FAMILY / FRIENDS & BUSINESS TALKS	9
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LISTENING: listening to pep talks to boost the confidence level. SPEAKING- Introducing oneself, the characteristics of business speaking which is needed to prosper in management. READING –Reading read short stories which can be knowledge gaining. WRITING – About oneself and prose in clear organized manner and also reading Comprehension, developing reading skills. WRITING- About oneself and prose in clear organized manner, summarizing, and Taking notes - Grammar – Parts of speech, Vocabulary – Synonyms, Antonyms, Degrees of Comparison.

CO1

UNIT II	INTENSIVE LISTENING AND FORMAL WRITING	9
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LISTENING –listening to TED Talks, listening for information – SPEAKING- to assert one's ideas in conversation, READING – strategies, skimming and scanning; predicting, guessing, inferring; reading critically, Hints to be developed into a readable passage – WRITING – Letter writing both formal letters and informal letters, Emails, - Grammar – Tenses, Vocabulary – Prefixes, Suffixes, Single word Substitution.

CO2

UNIT III	READING AND LANGUAGE DEVELOPMENT	9
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LISTENING – Telephonic Conversations and understanding them– SPEAKING Exchanging information, Conversational Skills, Speaking about past events - READING – understanding the emoji in mails, Brochures, Emails - WRITING – Business Letters – Quotation, Complaints, Essays –analytical and argumentative, Dialogue writing, Grammar – Determiners, Relative Clauses, Vocabulary – synonyms, antonyms.

CO3

UNIT IV	SPEAKING AND LANGUAGE DEVELOPMENT	9
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LISTENING – Dialogues, Interviews, famous entrepreneur SPEAKING- Participating in informal discussions, Brief Presentations - READING –Product Review - WRITING – Jumbled sentences, Instruction writing, , Notice writing, Grammar – Expressing causes and results, Direct and indirect speech, Gerunds, Vocabulary – Sequencing Words, Linkers.

CO4

UNIT V	EXTENDED WRITING	9
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LISTENING –Narratives, Conversations SPEAKING- Neutral and Gender-sensitive language, Interview, role plays- READING – Newspaper WRITING-Recommendations, Short Reports, Proposal writing, Grammar – Reported Speech, Idioms, Vocabulary –phrasal verbs.

CO5

TOTAL : 45 PERIODS**TEXT BOOKS**

1. Board of Editors. Using English A Course book for Undergraduate Engineers and Technologists. Orient Black Swan Limited, Hyderabad: 2020
2. English in Mind, Second Edition-Student's Book, Herbert Puchta and Jeff Stranks, Cambridge University Press, 2010.

REFERENCE BOOKS

1. Study Skills in English Wallace, Michael J. Cambridge University Press, Cambridge, 1980.
2. A Course in Communication Skills, P. Kiranmai Dutt, Geetha Rajeevan, and C.L.N. Prakash,

Foundation Books, New Delhi, India, 2008.

3. John Eastwood et al: Be Grammar Ready: The Ultimate Guide to English Grammar, Oxford University Press: 2020.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Speak grammatically correct sentences in English needed in business line.
 CO2 Introduce the students to written skills, to define, classify, and understand the methods of written language
 CO3 Listen thoughtfully and respectfully to other's ideas. Prepare, organize and deliver engaging oral presentations
 CO4 Write in a variety of genres as a process of intellectual inquiry, creative expression and ultimately to become more effective thinkers and communicators in the society.
 CO5 Read and develop the skills of analytical and interpretive arguments and to become careful and critical readers.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	-	-	-	-	-	-	-	-	2	3	-	-	-	-	3
CO2	-	1	-	2	-	-	-	-	-	3	-	-	-	-	-
CO3	-	2	-	3	-	-	-	-	-	2	-	-	3	-	1
CO4	-	-	-	-	-	-	-	-	2	2	-	-	1	-	2
CO5	-	2	1	1	2	-	2	-	-	3	-	-	2	-	1

MI1103

PRINCIPLES OF ACCOUNTING

L T P C
3 0 0 3

OBJECTIVE

Acquire fundamental knowledge in Accounting.

UNIT I INTRODUCTION

9

Introduction to Financial, Cost and Management Accounting - Objectives of Financial Accounting – Accounting Principles, Concepts and Conventions – Book keeping and Accounting – Accounting System – Preparation of Journal, Ledger, Cash Book and Trial Balance – Errors disclosed and not disclosed by Trial Balance.

CO1

UNIT II FINAL ACCOUNTS

9

Preparation of Final Accounts of Sole Trading Firms – with adjustments (Simple adjustments only).

CO2

UNIT III RECTIFICATION OF ERRORS & DEPRECIATION

9

Rectification of Errors including preparation of Suspense Account – Depreciation – Meaning and Types – Methods of Charging and Providing depreciation – Straight Line and Written Down Value methods (Change in method excluded).

CO3

UNIT IV BANK RECONCILIATION STATEMENT

9

Bank Reconciliation Statement (simple problems only) – Insurance Claim – Average Clause (Loss of profit excluded).

CO4

UNIT V ACCOUNTING FOR NON-PROFIT ORGANISATION

9

Accounting for Non-profit Organisation – Receipts and Payments Account, Income and

CO5

Expenditure Account and Balance Sheet (simple problems only).

TOTAL : 45 PERIODS

TEXT BOOKS

1. Reddy and Murthy, Financial Accounting by Margham Publications, 2015, Chennai.
2. R. L. Gupta and Radhaswamy, Advanced Accounting, Vol. I, Sultan Chand & Sons, 2014, New Delhi.
3. P. C. Tulsian, Financial Accounting, Pearson Education India, 2014.

REFERENCE BOOKS

1. Jan Williams, Financial and Managerial Accounting – The basics for business decisions, 17th edition, Tata McGraw Hill Publishers, 2015.
2. Stice & Stice, Financial Accounting Reporting and Analysis, 8th edition, Cengage Learning, 2015.
3. Advanced Accounting, R .L. Gupta and P. K. Gupta, Advanced Accounting, Sultan Chand, New Delhi.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To familiarise the concept of financial, cost and management accounting. To understand the objectives of Financial Accounting. To understand Accounting Principles, Concepts and Conventions. To Prepare Journal, Ledger, Cash Book and Trial Balance.
- CO2 To analyze gross profit, net profit, Assets and liability. To prepare the final accounts with adjustments.
- CO3 To understand the errors in the preparation of final accounts and process of rectification of Errors. To understand the meaning and types of depreciation. To calculate the Straight Line and Written down Value methods for analyzing the depreciation.
- CO4 To explain the concept of bank reconciliation statement. To understand the concept of Insurance Claim.
- CO5 To analyze the accounting for Non-profit Organization. To prepare the receipts and payments account, income and expenditure account and balance sheet.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	3	2	2	1	3	1	1	2	2	1	1	3	1	1
CO2	3	3	3	2	1	3	1	1	2	2	1	1	3	1	1
CO3	3	3	3	2	1	2	1	1	2	2	1	1	3	1	1
CO4	1	2	3	2	1	3	1	2	2	2	1	1	3	1	1
CO5	3	3	3	2	1	3	1	1	2	2	1	1	3	1	1

MI1104

BASIC PSYCHOLOGY

L T P C
3 0 0 3

OBJECTIVES

- Develop a strong research background and understanding of the scientific foundation of psychology
- Develop a knowledge base of human behaviour across the broad areas of psychology.
- Become aware of the applications of psychology in the professions associated with psychology.

UNIT I	INTRODUCTION	9
Nature, scope and methods, Major perspectives of modern psychology, Subfields of psychology, Psychology and diversity, Evolutionary psychology - exportation of psychology; Biological Bases of Behaviour: Neurons, nervous system – basic structure and function, The brain		CO1
UNIT II	SENSATION AND PERCEPTION	9
Sensation: Sensory Thresholds – Role of Psychophysical Procedures, Sensory Adaptation, Vision: The Eye, Light, Basic Functions of the Visual System, Color Vision, Vision and the Brain, Hearing: The Ear, Sound, Pitch Perception, Sound and Localization, Touch and other Skin Senses, Smell and Taste: How They Operate, Some Interesting Facts, Kinesthesia and Vestibular Sense, Perception: Organising Principles, Constancies and Illusions: When Perception Succeeds and Fails, The Plasticity of Perception: Innate VS Learned, Extrasensory perception: Perception without Sensation		CO2
UNIT III	MEMORY	9
Human memory: The Atkinson and Shiffrin Model, Neural networks models, Forgetting – Memory Distortion and memory construction – Memory in everyday life – Memory and the brain: Evidence from memory impairments		CO3
UNIT IV	COGNITION AND INTELLIGENCE	9
Cognition: Thinking, Making decisions, Problem solving, Language; Intelligence: Unitary or Multifaceted, Measuring intelligence, Human intelligence: The Role of Heredity and the Role of Environment, Grouping differences in intelligence test scores, Emotional intelligence, Creativity		CO4
UNIT V	HUMAN DEVELOPMENT	9
Human Development: The Childhood years – Physical growth and development, Perceptual development, Cognitive development, Moral development, Social and emotional development, Gender identity and sex-category constancy; Adolescence, Adulthood and Aging: Death and bereavement		CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. Robert A. Baron - Psychology (5th edition), Pearson Education
2. S.K. Mangal: An Introduction to Psychology

REFERENCE BOOKS

1. Daniel L. Schacter, Daniel T. Gilbert & Daniel M. Wegner – Psychology (2nd edition)
2. James W. Kalat - Introduction to Psychology (10th edition)
3. Lahey, B. B. (1998). Psychology: An Introduction, Tata Mc Graw Hill
4. M.R. Murthy: Foundation of Psychology
5. Morgan & King - Introduction to Psychology.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Ability to understand Nature Scope and the perspectives of Modern Psychology, Psychology Diversity, its Exportation & Biological Bases of Behaviour
- CO2 Ability to understand the Concept of Sensation – Vision, Brain, Hearing, Smell& Taste
- CO3 To make Students understand the concept of Human Memory, Neural Networks Model, Memory Construction & Distortion
- CO4 Ability to understand the Cognition & Intelligence in Basic Psychology – Decision Making, Problem Solving , Emotional Intelligence etc.
- CO5 Ability to understand the Human Development – Childhood, Adolescence, Adulthood, Death& Bereavement

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	1	1	2	2	1	2	2	1	1	2	1	2	3	3
CO2	1	1	1	2	2	1	2	1	1	1	2	1	2	3	3
CO3	1	1	1	2	2	2	3	2	3	1	1	1	3	3	2
CO4	1	1	1	2	2	2	2	2	2	1	3	3	3	2	3
CO5	1	1	1	2	2	1	3	3	2	1	2	3	2	3	3

MI1105

ENGLISH LANGUAGE LABORATORY

L T P C
0 0 4 2

OBJECTIVES

- To enable learners develop their communicative competence.
- To facilitate the process of acquiring and developing soft skills among the learners in a professional background.
- To enhance the employability skills of students to improve their prospects of placements.

MODULES

- 1 Listening to academic and professional lectures and presentations.
- 2 Participating in group discussions – understanding group dynamics – brainstorming - expressing opinions, initiating and turn taking. Using appropriate body language in professional contexts – gestures, facial.
- 3 Making presentations – introducing oneself – introducing a topic – answering questions – individual presentation practice-
- 4 Creating effective PPTs – presenting the visuals effectively - designing slides.
- 5 Reading reports in the newspaper, making a summary and presenting it.
- 6 Understanding graphical data – summarizing and interpreting it.
- 7 Writing job applications - writing covering letters and résumé - Applying for jobs online - email etiquette.
- 8 Writing for publications –conference papers, research reports
- 9 Drafting memos in business context – writing for blogs.
- 10 Interview skills– dress code – body language – mock interview

TOTAL : 60 PERIODS

TEXT BOOKS

1. Effective Communication. John Adair, Pan Publishing
2. Effective English Communication. Krishna Mohan and Meenakshi Raman. 3rd Edition, Tata McGraw Hill, New Delhi, 2003.
3. Professional Communication Skills. Alok Jain, Pravin S., R.Bhatia, A.M. Sheikh, 3rd Edition, S Chand and Company, New Delhi, 2005.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Speak confidently and professionally in business contexts
- CO2 Comprehend models of business communication in real time contexts
- CO3 To learn Writing for publications –conference papers, research reports
- CO4 To get knowledge about Writing job applications - writing covering letters and resume
- CO5 Participate in discussions and interviews in a self-assured manner.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	3	1	1	1	1	1	1	1	1	1	1	3	1	1
CO2	3	3	1	1	1	2	1	2	1	1	1	1	3	2	1
CO3	3	3	1	2	1	1	1	1	2	1	1	1	3	2	1
CO4	3	3	2	1	3	1	1	1	2	1	1	1	3	1	1
CO5	3	3	2	1	2	2	1	1	3	1	1	1	3	1	1

MI1201

COST ACCOUNTING

L T P C
3 0 0 3

OBJECTIVE

- To provide the students, knowledge of the nuances involved in costing techniques followed in the corporate world.

UNIT I INTRODUCTION

9

Nature, Scope and Importance of Cost Accounting – Relationship between Cost, Financial and Management Accounting – Installation of Cost Accounting System – Cost and Profit Centers – Classification of Costs - Cost Sheets, Tenders and Quotations.

CO1

UNIT II MATERIAL COST

9

Material Cost - Material Control – Purchase Control – Inventory Control, meaning and Techniques – Different methods of Pricing Material Issues.

CO2

UNIT III LABOUR COST

9

Labour Cost – Computation and treatment of Labour cost - Methods of Remuneration – Time and Piece Rate System – Labour Turnover and its measurement.

CO3

UNIT IV OVER HEADS

9

Overheads – Classification, Allocation, Apportionment – Primary and Secondary – Methods of Absorption of Overhead – Under and Over Absorption – Machine Hour Rate.

CO4

UNIT V PROCESS COSTING

9

Process Costing – Normal and Abnormal Loss (Equivalent Production and Inter Process Profit excluded) – Job Costing – Contract Costing.

CO5

TOTAL : 45 PERIODS

TEXT BOOKS

- Cost Accounting, S. P. Jain and K.L.Narang, Kalyani Publications, 2014.
- Cost Accounting, M. Y. Khan, P. K. Jain, JBA Publishers, 2015.
- Cost and Management Accounting, Drury C., Cengage Learning India, 2013.

REFERENCE BOOKS

- Cost Accounting, David Russel, G.J.Wilkinson-Riddle, Ashok Patel, Pearson India, 2013.
- Cost Accounting, T.S.Reddy. Y.Hari Prasad Reddy, Margham Publications, 2015.
- Cost Accounting, M.C.Shukla, T.S.Grewal, M.P.Gupta, S.Chand, 2014

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To familiarize the concept of cost accounting. To understand the relationship between cost, Financial and Management Accounting. To explain the Installation of cost accounting, To Find out the Cost and profit centers, To Analyze the classification of costs, cost sheet, Tenders and Quotations.
- CO2 To analyze material cost, Material Control, Purchase control and Inventory control. To Identify and calculate the Techniques of Different methods of Pricing Material Issues.
- CO3 To understand and compute the Labour cost, To explain the different methods of Remuneration. To calculate the Time and Piece Rate system. To explain the Concept of Labour Turnover and its Measurement.
- CO4 To explain the concept of Overheads classification, Allocation, Primary and Secondary Apportionment. To understand the methods of Absorption of overhead. To explain the concept of under and Over subscription. To calculate the Machine Hour Rate.
- CO5 To analyze the Process costing. To calculate the Normal and Abnormal loss. To calculate the Job costing and Contract costing.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	3	2	2	2	2	2	2	2	2	2	2	3	2	2
CO2	2	2	2	1	3	2	2	3	2	2	2	2	3	3	2
CO3	2	3	2	2	2	1	2	1	3	2	3	2	3	2	2
CO4	2	2	2	1	2	3	2	1	2	2	2	1	3	3	2
CO5	3	2	2	2	2	1	3	3	2	2	2	2	3	2	2

MI1202

BUSINESS ORGANISATION

L T P C
3 0 0 3

OBJECTIVES

- The purpose of this paper is to impart to the students an understanding of the basic concepts in commerce, trade and industry and various forms of business organization.
- Prepare them to face emerging challenge of managing business.

UNIT I INTRODUCTION

9

Meaning and definition of business, essentials & scope of business, business as a system. Business and profession. Classification of Business Activities, distinction between business, commerce and trade. Meaning, Definition, Characteristics and objectives of Business Organization, Evolution of Business Organization. Business and its Environment - Social Responsibility of a business firm.

CO1

UNIT II LOCATION OF INDUSTRY

9

Location of industry- Factors influencing location- Size and scale of operation- Optimum firms – Advantages &- Disadvantages of large scale operations - small scale operations- Industrial Estates and District Industries Centre.

CO2

UNIT III FORMS OF BUSINESS ORGANISATION

9

Forms of Business Organization • Sole proprietorship - meaning, characteristics, advantages and limitations, suitability of sole proprietorship form of business organization. • Partnership - meaning, characteristics, advantages and limitations, types of partners, suitability of partnership form of business organization. • Joint Hindu family firm • Cooperative Society - meaning, characteristics, advantages and limitations, types of cooperative societies, suitability

CO3

of cooperative form of business organization.

UNIT IV JOINT STOCK COMPANY

9

Joint Stock Company - meaning, characteristics, advantages and limitations, suitability of company form of business organization. Types of Joint Stock Company - Public Limited Companies, Private Limited Companies, Government Companies, Multinational Companies - Public Utilities and Public Enterprises.

CO4

UNIT V BUSINESS COMBINATIONS

9

Business Combination- Meaning, Causes, Objectives, Types and Forms. Advantages and disadvantages. Mergers, Takeovers and Acquisitions- Trade associations and chamber of commerce.

CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. Fundamentals of Business Organisation and Management by Y.K. Bhushan, Sultan Chand & Sons, 2013.
2. Tulsian, P.C.; Business Organisation & Management, Pearson Education, New Delhi 2002.

REFERENCE BOOKS

1. R.C Bhatia, Business Organisation & Management, ANE Books 2000.
2. C.D.Balaji and G.Prasad - Business Organization, 2012, Margham Publications.
3. R.C.Bhatia,Business Organisation & Management,2012,Tax Mann Publications Pvt Ltd

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To understand the basic concepts of business and the various environmental factors effecting the business functions
- CO2 To understand the location of industry and the factors to be considered during the selection of industry location.
- CO3 To understand the different forms of business organization and its merits and demerits.
- CO4 To understand the characteristics of joint stock company and the difference between private and public limited companies.
- CO5 To understand the concepts of merger, acquisition and takeover

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	1	3	3	2	3	2	2	2	3	1	3	3	2	1
CO2	3	1	3	2	1	2	1	1	1	1	1	1	3	3	3
CO3	2	1	3	2	2	3	2	2	1	2	2	2	2	3	2
CO4	2	1	3	2	2	1	1	1	2	2	2	1	3	2	2
CO5	2	1	3	1	2	2	1	2	1	2	1	2	3	3	3

MI1271

BUSINESS STATISTICS - I

L T P C

OBJECTIVES

- To Provide with a working knowledge of how to apply statistics to business situation.
- To describe data and make evidence based decisions using inferential statistics that are based on well -reasoned statistical arguments.

UNIT I	FUNDAMENTALS OF STATISTICS AND GRAPHICAL DISPLAYS	9
	Fundamentals of statistics: What is statistics - Need for statistics in business - Data and information - Population and sample - Sampling - Sampling methods - data types - Frequency - relative frequency - frequency tables - Cross tabulation - Graphical representation of frequency distribution: histogram, frequency polygon, ogive pie-chart.	CO1
UNIT II	DESCRIPTIVE AND INFERENCE STATISTICS	9
	Descriptive statistics: descriptive and inferential statistics - grouped and ungrouped data - measures of central tendency, variability, dispersion: arithmetic mean, median, mode, quartiles, percentiles, deciles, interquartile, range, standard deviation, variance - Application in business scenario.	CO2
UNIT III	PROBABILITY	9
	Probability : Basic concepts - axiomatic approach - classical definition - basic theorems - complements, union and intersection - venn diagrams - conditional probability, multiplicative law, independence event - total probability - Baye's theorem.	CO3
UNIT IV	PROBABILITY DISTRIBUTION FOR DISCRETE RANDOM VARIABLES	9
	Discrete random variable - Probability distribution for discrete random variable - Cumulative distribution function - Moments and variation - special distributions: Binomial, Poisson and Hypergeometric distributions.	CO4
UNIT V	PROBABILITY DISTRIBUTION FOR CONTINUOUS RANDOM VARIABLES	9
	Continuous random variable - Probability density function for continuous random variable - Cumulative distribution function - moments and variation - Special distribution: Exponential, uniform and normal distribution	CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. S.C. Gupta and V.K. Kapoor, 'Elements of Mathematical Statistics', 3rd Edition, Sultan Chand & Sons, 2014, Chennai.
2. W. Mendenhall, R. Beaver and B.M. Beaver, 'Introduction to Probability and Statistics', CENGAGE Learning India Pvt. Ltd., 2016, New Delhi.
3. B.M. Aggarwal, 'Essential of Business Statistics', Ane Book Pvt. Ltd., 2016, Chennai.

REFERENCE BOOKS

1. Prem S. Mann, 'Introductory Statistics' Wiley Publications, 8th Edition, 2013, Singapore.
2. David M . Levine, 'Business Statistics - A first course' Person Publication, 7th Edition, 2015, Greater Noida.
3. Navai Bajpai, 'Business Statistics' Pearson Education, 2009, Greater Noida.
4. Sanjiv Jaggia and Alison Kelly, 'Business Statistics' - Communicating with numbers, Tata McGraw Hill, 2nd Edition, 2016, New Delhi.
5. L.J. Kazmier, Business Statistics, Schaum's Outlines, 4th edition, Tata McGraw Hill Publishing Company LiMltd, 2004, New Delhi.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Understand the concepts of data and fundamentals of statistics. To know the best graphical representation for types of data. To gain data presentation skills and confidence.
- CO2 Demonstrate an understanding of descriptive statistics by Designing and formulating sources of business decision making data. To evaluate and analyze methods for examining central tendencies.
- CO3 Compute basic probabilities as used in statistical applications by comparing the concepts of probability. To demonstrate the elementary rules of probability and uses for Bayes' Theorem.
- CO4 Prove an understanding of discrete probability distributions by assembling a discrete probability

distribution. Also acquire skills to solve binomial, Poisson, Geometric distribution problems.
 CO5 Apply continuous random variables by analyzing data that require uniform distributions. To construct problems requiring the application of normal distributions.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	3	2	1	2	2	3	1	3	1	1	-	3	3	1
CO2	2	3	2	1	2	2	3	1	3	1	1	-	3	3	1
CO3	2	3	1	1	2	2	2	1	2	1	1	-	3	2	1
CO4	1	2	1	-	1	1	1	1	2	-	-	-	2	1	1
CO5	1	2	1	-	1	1	1	1	2	-	-	-	2	1	1

MI1203

FUNDAMENTALS OF SOCIOLOGY

L T P C
 3 0 0 3

OBJECTIVES

- To understand the basic concepts and the major concerns of sociology.
- To understand the relationship between culture, personality and society.
- To identify the nature and characteristics of social processes.

UNIT I INTRODUCTION

Origin, Nature, Scope and importance of Sociology; Methods of Sociology; Relationship with other social sciences

9

CO1

UNIT II BASIC CONCEPTS

Society, community, Institution, Social structure, Social System, Social Groups, Social organization, Relationship between Individual and Society, Societal culture

9

CO2

UNIT III SOCIALIZATION

Meaning of Socialization, Socialization as a Process of Learning, Stages and Agencies of Socialization; Social Norms: Conformity, Deviance, Needs of Social Control

9

CO3

UNIT IV SOCIAL PROCESS

Social Process in Social Institution: Meaning, Causes and Remedies; Social Stratification in Marriage, Family, Peer group- Religion and Kinship

9

CO4

UNIT V APPLIED SOCIOLOGY

Indian social problems- race, class, gender inequalities- Ecology and Environment: Pollution, Global warming and Greenhouse effect. Impact of Industrialization and Urbanization on Environment- Issues in sustainability

9

CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. Sankar Rao, C.N.: Sociology, Sultan Chand and Sons, 2007
2. H.K.Rawat: Sociology a basic concepts, Rawat publications, New Delhi, 2001
3. M.L. Andersson & H.F. Taylor: Sociology: Understanding a diverse society, Wadsworth, USA, 2008, 4th edition

REFERENCE BOOKS

1. Bhusan, Vidya: Sociology, Kitab Mahal, New Delhi, 2005

2. J.Stockard: Sociology: Discovering society, Wadsworth, USA, 1996, 1st edition
3. Johnson, Harry M: Sociology, Allied Publications Pvt., Ltd. New Delhi, 2003
4. James M. Henslin: Esesntial of Sociology, 4th edition
5. Joan Ferrrante: Sociology, United states in a global community.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Ability to understand nature and scope of sociology
 CO2 Ability to understand Society, community, Institution, Social structure, Social System, Social Groups and Social organization
 CO3 Acquiring knowledge about socialization, stages and agencies of socialization
 CO4 Ability to analyze and evaluate social process and social stratification
 CO5 Ability to understand application of sociology principles in Indian society

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	1	1	1	1	1	3	2	2	3	3	1	2	3	2
CO2	2	1	2	2	1	1	2	2	1	2	1	1	3	3	3
CO3	1	1	2	2	1	2	1	2	1	1	1	1	2	3	3
CO4	2	1	1	1	2	1	2	1	1	1	1	1	3	2	2
CO5	2	1	2	1	1	1	2	1	1	2	1	1	2	1	3

MI1204

BUSINESS COMMUNICATION

L T P C
3 0 0 3

OBJECTIVES

- To familiarise tertiary level grammatical usage in language
- To apply LSRW skills in a professional context
- To acquaint students with evolving trends in professional communication.

UNIT I FUNDAMENTALS OF BUSINESS COMMUNICATION

9

Formal and Informal Communication Listening to Conversations, Interviews, Introducing a Product or Service. Small Talk. SWOT Analysis - Telling a story effectively, Reading Reports, Comprehending passages in Business and Economy-related Newspapers – Basics of Business Correspondence - Formal Letters, Letters calling Quotations, Follow Up and Complaints Letters.

CO1

UNIT II PRESENTATION AND GROUP DISCUSSION SKILLS

9

LISTENING –SPEAKING: Seminars, Conferences, Preparing PowerPoint - READING – Profiles of Companies, Interpreting Data, Case Studies WRITING –Reports – Survey, Feasibility

CO2

UNIT III DOCUMENTING SKILLS

9

Press Meets SPEAKING: Group Discussion, Dynamics of a Group Culture, - READING – Critical Thinking, Problem Definition and Solving WRITING – Company Profiles, minutes of Meetings, Case Studies Job Application, Email, Cover letter Formats

CO3

UNIT IV NON-VERBAL COMMUNICATION

9

Grooming, Body Language, Tone and Pitch, Intercultural and Cross-Cultural Communication SPEAKING: Presentations - READING – Meeting and their procedures WRITING – Project

CO4

Proposals, Mini Projects, Seeking Funding , Drafting Tenders, Circulars

UNIT V TELEPHONE AND EMAIL ETIQUETTE

9

Listening to and executing formal telephone conversations, conversational tactics, seeking information LISTENING – Sales Meeting, Panel Discussion, Accents SPEAKING: Negotiation Skills, Life Skills, Elevator Pitch, Leadership Behavior - READING –WRITING – Requisition Letters – for Reference and Recommendation, Statements of Purposes, Persuasive language Emails, Portfolios.

CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. Business Advantage, Almut Koester, Angela Pitt, Michael Hanford and Martin Lisboa, Student’s Book, Intermediate, Cambridge University Press, 2012.

REFERENCE BOOKS

1. Business Communication. Harvard Business Essentials Series, HBS
2. Excellence in Business communications, John V. Thill and Courtland L. Bovee, Pearson, 2015.
3. Business Communication, Menakshi Raman, Prakash Singh, Oxford University Press

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Develop good managerial communication skills
- CO2 Develop good presentation skills and group discussion skills
- CO3 Ability to excel in different forms of written communication required in a business context
- CO4 Ability to prepare Business reports
- CO5 In-depth understanding of telephone and E-mail etiquette

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	1	3	3	2	1	2	2	2	2	2	2	2	2	2
CO2	2	1	2	1	2	1	2	2	2	2	2	3	2	2	2
CO3	2	2	2	1	2	2	2	2	2	3	2	3	3	2	2
CO4	3	2	2	2	1	1	2	1	2	2	2	3	3	3	2
CO5	2	2	1	2	2	2	1	2	2	2	2	2	2	2	2

MI1205

FUNDAMENTALS OF COMPUTERS

L T P C
3 0 0 3

OBJECTIVE

The course is aimed at imparting a basic level of computer knowledge and the application of computer skills for analyzing the data, creating the presentations and preparing the reports.

UNIT I INTRODUCTION TO COMPUTERS

9

COMPUTER AND ITS APPLICATIONS: Computers in our world, Computers for individual users, Computers for organizations, Computers in society, Why are computers so important. Components of a computer system – Hardware and Software - CPU, Memory, Input and output devices, Storage devices, System software, Application software.

INPUT AND OUTPUT DEVICES: Input Devices - The keyboard and Mouse. Inputting data in other ways: Devices for hand, Optical input devices, Audio-visual input devices. Output Devices - Monitors, Data projectors, Sound Systems, Printers, and Plotters.

CO1

UNIT II	DATA PROCESSING AND DATA STORAGE	9
	TRANSFORMING DATA INTO INFORMATION: The difference between data and information, How computers represent data, How computers process data - CPU , Machine cycles, Memory, Factors effecting processing speed, The computer's internal clock, The Bus, Cache memory.	CO2
	TYPES OF STORAGE DEVICES: Primary and Secondary Storage devices, How data is stored on a disk, How data is organized on disks, How the operating system finds data on a disk, Removable storages, Smart cards.	
UNIT III	OPERATING SYSTEM	9
	OPERATING SYSTEMS BASICS: OVERVIEW: The purpose of operating systems, Types of operating systems, Providing a user interface, Running programs, Managing hardware, Enhancing an OS utility software, Proprietary and Open source operating systems.	
	BASICS OF POPULAR GUI BASED OPERATION SYSTEM: User interface, Task Bar, Icons, Menus, Running an Application. Operating System Simple Setting – changing system Date and Time, Changing Display Properties, Changing Mouse Properties, Adding and removing printers. File and Directory Management – Creating and renaming of files and directories. Common Utilities	CO3
UNIT IV	THE INTERNET AND ITS SERVICES	9
	INTRODUCTION TO INTERNET AND WORLD WIDE WEB (WWW): Basics of Computer Networks, common types of networks – Local Area Network (LAN), Wide Area Network (WAN) and Internet. The Internet's history, the Internet's major services, Understanding the world wide web, Using your browser and the world wide web, navigating the web, closing your browser, getting help with your browser, searching the web, search results and web sites.	CO4
	E-MAIL AND OTHER INTERNET SERVICES: Overview: communicating through the Internet, Using Email, Using an E-mail program, Stomping out spam, using web-based e-mail services, more Features of the Internet.	
UNIT V	INTRODUCTION TO WORD PROCESSORS,SPREADSHEETS & PRESENTATIONS	9
	INTRODUCTION TO WORD PROCESSORS: Managing document – Creating a new document, Opening pre-existing document, create/edit/insert/copy/paste text in the document, Formatting Text and Documents, Headers and Footers, Tables and Graphics - Creating a table using the table menu, Entering and editing text in a table, adding/inserting/deleting rows and columns, changing row heights and column width. Inserting picture in the document and formatting the picture in the document.	
	INTRODUCTION TO SPREADSHEETS: Working with spreadsheets – Creating the new spreadsheet, modifying the pre-existing spreadsheet. Entering data in cell and creating data series. Formatting Cell & Rearranging worksheets- Moving cells, copying cells, sorting cell data, inserting rows, inserting columns, inserting cells. Functions & Formulas –application of popular functions like sum, average and count. Saving and Printing Spreadsheet.	CO5
	INTRODUCTION TO PRESENTATIONS: Creating Presentations - Using auto content wizard, Using blank presentation option, Using design template option, Adding slides, Deleting a slide, Importing Images from the outside world, drawing in presentation, Transition and build effects, deleting a slide, numbering a slide, saving presentation, closing presentation, printing presentation	

TOTAL : 45 PERIODS

TEXT BOOKS

1. Peter Norton, Introduction to computers, 6th edition : Tata McGraw Hill , 2007.
2. Ran Mansfield, working in Microsoft Office : Tata McGraw Hill , 2008.

REFERENCE BOOKS

1. Reema Thareja ,Fundamentals of Computers, First Edition: Oxford University Press, 2014.
2. Rajaraman V and Adabala N, Fundamentals of Computers,6th Edition :PHI, 2014.
3. Faithe Wempen, Computing Fundamentals: Introduction to Computers : Wiley, 2014.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Ability to identify computer hardware and peripheral devices
- CO2 To be familiar with software applications and Understand file management
- CO3 To understand operating system concepts & the use of graphical user interface
- CO4 To explore the Web and to gain experience working with email
- CO5 Ability to use spreadsheets, word processors and presentations

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	1	2	1	2	2	2	3	3	1	2	1	1	1	1
CO2	3	1	2	1	1	3	2	3	2	1	2	1	2	2	1
CO3	3	2	2	2	1	3	3	3	3	2	1	1	2	2	1
CO4	3	1	3	2	1	3	3	2	2	1	1	1	3	2	1
CO5	1	1	2	1	3	3	2	3	2	1	2	1	3	3	1

MI1206

COMPUTER SKILLS - I

L T P C
0 0 4 2

OBJECTIVES

The course is designed to aim at imparting basic computer skills for Word Processing, Presentations and Spreadsheets

EXPERIMENTS

PRACTICALS ON SPREADSHEET

Exercise 1 Getting Started

- creating new worksheet
- selecting cells, navigating with mouse and keyboard
- entering, editing text and checking spelling
- saving the worksheet
- open the existing worksheet
- moving cells, copying cells, sorting cell data, referencing cells
- inserting columns, inserting rows and inserting cells
- filtering cell data
- deleting parts of a worksheet

Exercise 2 Spreadsheet Formatting

- page setup
- changing column widths and row
- auto format, manual formatting
- conditional formatting
- usage of format painter

- changing font sizes and attributes
- adjusting alignments, centering text across columns
- changing colors and shading
- inserting and removing page breaks
- hiding rows and columns
- protecting and unprotecting documents and cells

Exercise 3 Functions

- parts of a function
- basic functions – sum, average, percentage
- Rank & Percentile
- Group & Ungroup
- Subtotal
- Random Number Generation
- entering and editing functions
- order of evaluation in functions
- error messages from functions

Exercise 4 Charts & Graphics

- creating charts using chart wizard
- creating charts on separate worksheets
- resizing and moving charts, editing chart
- controlling which series on which axis
- creating trend lines
- creating and placing graphic objects
- resizing graphics

Exercise 5 Pivot Table & Pivot Charts

- creating pivot table
- editing the different parts of pivot table
- creating pivot chart
- creating and placing pivot chart

Exercise 6 Creating Daily and Monthly Sales Reports

Exercise 7 Creating Cash Flow Statement

Exercise 8 Creating Balance Sheet

PRACTICALS ON WORD PROCESSORS

Exercise 1 Getting Started

- creating new document
- typing text, selecting text, deleting text and checking spelling
- inserting text, replacing text, formatting text
- open the existing document
- cut, copy, paste
- saving and printing document

Exercise 2 Formatting Text and Documents

- Auto format
- line and paragraph spacing
- Margins, Borders and Shading
- definition of headers and footers

- creating basic headers and footers
- creating different headers and footers for odd and even pages
- Creating hyperlinks

Exercise 3 Tables & Graphics

- creating a simple table
- creating a table using the table menu
- entering and editing text in a table
- selecting in table
- adding rows, changing row heights and deleting rows
- inserting columns, changing column width and deleting columns
- importing graphics and
- inserting picture

Exercise 4 Creating Resume

Exercise 5 Creating Blog

Exercise 6 Creating Business Letters

Exercise 7 Creating Product Brochure

Exercise 8 Creating Project Report

PRACTICALS ON PRESENTATION

Exercise 1 Getting Started

- creating new document
- Creating Presentations : Using blank presentation option
- Creating Presentations :Using template option
- Adding Slides, Deleting a slide, Numbering a Slide
- Saving and Printing Presentation

Exercise 2 Graphics & Visual Effects

- Importing the images into presentation
- Building Transition Effects

Exercise 3 Creating Company Profile Presentation

Exercise 4 Creating Product Presentation

Exercise 5 Creating Project Presentation

PRACTICALS ON INTERNET AND SERVICES

Exercise 1 WWW and Web Browser

- Connecting to World Wide Web (WWW)
- Popular Web Browsers – Google Chrome, Internet Explorer, Mozilla Firefox
- Popular Search Engines (google/bing)/ Search for content
- Accessing Web Browser
- Using Favorites Folder
- Downloading Web Pages
- Printing Web Pages
- Understanding URL
- Surfing the web

Exercise 2 Email

- Basics of E-mail
- What is an Electronic Mail
- Email Addressing

- Using E-mails
- Opening Email account
- Mailbox: Inbox and Outbox
- Creating and Sending a new E-mail
- Replying to an E-mail message
- Forwarding an E-mail message
- Sorting and Searching emails

TOTAL : 60 PERIODS

TEXT BOOKS

1. Taxali R.K., PC Software for Windows made simple
2. Microsoft Excel 2016 Step by Step, Frye Curtis, PHI, 2016
3. MS Office 2013, Vishnu P. Singh, Computech Publications, 2012

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Gain familiarity to Excel spreadsheet and its various functions
 CO2 Ability to work with documents and various formatting
 CO3 Gain familiarity to word processor
 CO4 Learn to make effective presentation
 CO5 Experience working with email and recognize email etiquette

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	3	3	3	1	1	1	2	1	1	1	2	3	2	3
CO2	3	2	3	3	1	1	1	2	1	1	1	2	3	2	3
CO3	3	3	3	3	1	1	1	2	1	1	1	2	3	2	3
CO4	3	3	3	3	1	1	1	2	1	1	1	2	3	3	3
CO5	3	3	3	3	1	1	1	2	1	1	1	2	3	3	3

MI1301

MANAGERIAL ECONOMICS - II

L T P C
3 0 0 3

OBJECTIVE

- To introduce the students to the basic concepts of macroeconomics.

UNIT I NATIONAL INCOME

9

Introduction to National Income –Circular flow of income, concept of National Income, Measurement and determination of National Income.

CO1

UNIT II INFLATION

9

Inflation: meaning, types of inflation, Demand and cost push, Stagflation, Effects of inflation in economy and Philip's Curve. Unemployment, Okun's Law, Business cycle.

CO2

UNIT III THEORY OF INVESTMENT

9

Meaning of investment, Types of investment, Determinants of investment. Multiplier: investment multiplier; static and dynamic, tax multiplier, foreign trade multiplier, balanced budget multiplier, leakages from multiplier, importance and limitations.

CO3

UNIT IV MONEY **9**
 Definition of money, Functions of money, Concepts of money supply and money Demand.
 Money market equilibrium, monetary policy. **CO4**

UNIT V INTERNATIONAL TRADE **9**
 International Trade -Importance, Advantages and Disadvantages – Trade Balance. Fiscal
 Policy. **CO5**

TOTAL : 45 PERIODS

TEXT BOOKS

1. Yogesh Maheswari, Managerial Economics, 3rd Edition, Phi Learning, New Delhi, 2012, Gupta G.S.
2. Paul A. Samuelson William D. Nordhau, Sudip Chaudhuri and Anindya Sen. Economics, 19th edition, Tata McGraw Hill, New Delhi, 2010.

REFERENCE BOOKS

1. Richard Lipsey and Alec Charystal, Economics, 12th edition, Oxford, University Press, New Delhi, 2011.
2. Karl E. Case and Ray C. fair, Principles of Economics, 8th edition, Pearson, Education Asia, New Delhi, 2002.
3. Diwedi. D.N. Managerial Economics, 7th Edition, Vikas Publishing House Pvt. Ltd., 2009.
4. L. Peterson and Jain, Managerial Economics, 4th edition, Pearson Education.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To understand the fundamental concept of Macro Economics. To familiarize the concept of national income. To understand the circular of income.
- CO2 To understand the concept of inflation. To explain the concept of demand and cost push inflation. To understand the concept of Philip’s Curve.
- CO3 To know the concept of investment. To explain the determinants of investment. To understand the concept of multiplier and its types.
- CO4 To understand the concept of money. To explain demand for money and supply of money. To analyze role of monetary policy.
- CO5 To explain the concept of international trade. To understand the concept of trade balance and fiscal policy.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	1	3	2	2	1	2	2	3	1	1	1	3	2	1
CO2	2	2	3	2	2	1	2	3	3	1	3	2	3	2	1
CO3	2	1	3	2	3	3	2	3	3	1	2	1	3	2	1
CO4	2	2	3	2	2	2	1	3	2	1	2	1	3	2	1
CO5	1	1	3	2	2	1	2	3	2	1	1	1	3	2	1

MI1302 **MANAGEMENT INFORMATION SYSTEM** **L T P C**
3 0 0 3

OBJECTIVES

- To understand the fundamental concepts of system, information.
- To study the importance of decision making
- To impart the knowledge of development of MIS

- To know the security issues of MIS
- To know the ethical issues of MIS

UNIT I	CONCEPTUAL FOUNDATIONS	9
Introduction to Systems and Basic Systems Concepts, Elements of System, Characteristics of System, Types of Systems, System Approach to Problem Solving.		
	Information Systems: Definition & Characteristics, Types of Information, Role of Information in Decision Making.	CO1
UNIT II	MANAGEMENT DECISION MAKING	9
Simon's Model of Decision Making. Concepts of Management Organization and Hierarchy of Management Activity, Structured Vs Unstructured Decisions, Formal Vs. Informal Systems, Levels of Management.		
	Introduction to different kinds of Information Systems and Concept, Characteristics and Components: ESS, EIS, DSS, MIS, KWS, TPS, OAS and EDP- GDSS	CO2
UNIT III	AN OVERVIEW OF MANAGEMENT INFORMATION SYSTEM	9
Definition & Characteristics, History of MIS Components of MIS, Frame Work for Understanding MIS, Types of Computers Used by Organizations in Setting up MIS, Hardware support for MIS, The Structure of Management Information System.		
		CO3
UNIT IV	DEVELOPING INFORMATION SYSTEMS	9
Analysis & Design of Information Systems: Implementation & Evaluation. Pitfalls in MIS Development. Functional MIS: A Study of Marketing, Personnel, Financial and Production MIS.		
		CO4
UNIT V	SECURITY AND ETHICAL ISSUES	9
Introduction, Control Issues in Management Information Systems, Security Hazards, Ethical Issues, Technical solutions for Privacy Protection.		
		CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. Management Information system, Bidgoli, Chattopadhyay, Cengage learning original edition 2012 reprint 2016.
2. "Management Information Systems", Davis, Gordan B. & Olson, M.H, Second Edition, 2008.

REFERENCE BOOKS

1. Management Information Systems: Managing the Digital Firm (14th Edition) by Kenneth C. Laudon and Jane P. Laudon 2015
2. Management Information Systems, Goyal, D.P., Fourth Edition, MacMillan. 2014.
3. "Management Information Systems", Kanter, J., Third Edition, PHI.
4. "Information Systems for Modern Management", Murdick, Robert G., & Ross, Joel E., & Claggett, James R., Third Edition, PHI. 1985
5. "Analysis, Design & Implementation of Information System", Lucas, Fourth Edition ,1992.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To understand the basic concepts of a system, its impact on business process
- CO2 To understand the concept of decision making and the tools used for effective decision making
- CO3 To understand the concept of computer based information system in day to day activities in an organization
- CO4 To understand the steps involved in designing and developing information systems
- CO5 To understand the importance of ethical issues in data access and the measures to maintain the data security

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	1	2	1	2	2	2	3	3	1	2	1	1	1	2
CO2	3	1	2	1	1	3	2	3	2	1	2	1	3	1	2
CO3	3	2	2	2	1	3	3	3	3	2	1	1	3	2	2
CO4	3	1	3	2	1	3	3	2	2	1	1	1	3	1	3
CO5	1	1	2	1	3	3	2	3	2	1	2	1	1	1	2

MI1303

MANAGEMENT ACCOUNTING

L T P C
3 0 0 3

OBJECTIVE

- Acquire fundamental knowledge in Management Accounting

UNIT I INTRODUCTION

9

Management Accounting – Meaning, Scope, Importance and Limitations – Management Accounting Vs. Financial Accounting – Analysis of Financial Statements – Meaning, Tools and Methods – Comparative, Common Size Statements, Trend Analysis.

CO1

UNIT II RATIO ANALYSIS

9

Ratio Analysis – Meaning, Merits and Demerits – Classification of Ratios – Liquidity, Profitability, Turnover, Capital structure and Leverage ratios (simple problems only).

CO2

UNIT III FUND FLOW AND CASH FLOW STATEMENTS

9

Preparation of Fund Flow and Cash Flow (as per AS3) Statements (simple problems only).

CO3

UNIT IV BUDGETARY CONTROL

9

Budgetary Control – Meaning, steps involved – Merits and Demerits – Types of Budgets – Production, Sales, Cash – Fixed and Flexible Budgets.

CO4

UNIT V MARGINAL COSTING

9

Marginal Costing (excluding decision making) – BEP, Break Even Charts, Limiting Factors.

CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. Reddy and Hari Prasad Reddy, Management Accounting by Margham Publications, 2015, Chennai.
2. S.N.Maheswari, Management Accounting, Sultan Chand & Sons, 2014, New Delhi
3. Sharma and Shashi Gupta, Management Accounting, Kalyani Publishers, 2014, New Delhi.

REFERENCE BOOKS

1. Horngren, Surdem, Stratton, Burgstahler, Schatzberg, Introduction to Management Accounting, PHI Learning, 2015
2. Charles T. Horngren and Gary N. Sundem, Introduction to Management Accounting, Prentice Hall.
3. Chadwick, Essence of Management Accounting, 2014, Prentice Hall of India, Pvt. Ltd.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To familiarize the basics of management accounting and work out problems is basic financial analysis tools
- CO2 To understand ratio analysis and also train to work out simple problems in ratio analysis
- CO3 To understand fund flow and cash flow analysis and work out simple problems in fund and cash flow analysis.
- CO4 To understand the concept of budgeting and budgeting control techniques. To work out problems in production, sales, cash, fixed and flexible budget
- CO5 To understand the concept of marginal costing and work out simple problems in marginal costing.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	2	1	2	3	3	3	2	3	2	2	2	3	2	2
CO2	3	3	2	2	2	1	2	2	2	3	3	2	3	2	2
CO3	3	2	2	1	2	2	2	1	2	2	2	1	3	3	2
CO4	3	2	2	3	1	3	3	3	2	3	2	2	3	3	2
CO5	3	3	2	2	2	1	2	2	2	2	3	3	3	2	2

MI1304

MARKETING MANAGEMENT - I

L T P C
3 0 0 3

OBJECTIVES

- The objective of this course is to provide basic knowledge of concepts, principles, tools and techniques of marketing.
- To provide an exposure to the students pertaining to the nature and Scope of marketing, which they are expected to possess when they enter the industry as practitioners.
- To give them an understanding of the basic philosophies and tools of marketing management.

UNIT I INTRODUCTION TO MARKETING MANAGEMENT

9

Introduction - Market and Marketing - the Exchange Process- Core Concepts of Marketing - Functions of Marketing - Importance of Marketing - Marketing Orientations -Marketing mix-The Traditional 4Ps - The Modern Components of the mix - The Additional 3Ps - Developing an Effective Marketing mix.

CO1

UNIT II MARKETING ENVIRONMENT

9

Introduction - Environmental Scanning - Analyzing the Organization's micro Environment - Company's Macro Environment, Differences between micro and Macro Environment - Techniques of Environment Scanning - Marketing organization - Marketing Research and the Marketing Information System, Types and Components.

CO2

UNIT III CONSUMER AND BUSINESS BUYER BEHAVIOUR

9

Introduction - Characteristics - Types of Buying Decision Behaviour - Consumer Buying Decision Process - - Buying Motives - Buyer Behaviour Models - Characteristics of Business Markets - Differences between Consumer and Business Buyer Behaviour - Buying Situations in Industrial/Business Market - Buying Roles in Industrial Marketing - Factors that Influence Business Buyers - Steps in Business Buying Process

CO3

UNIT IV SEGMENTATION, TARGETING AND POSITIONING 9

Introduction - Concept of Market Segmentation - Benefits of Market Segmentation - Requisites of Effective Market Segmentation - The Process of Market Segmentation - Bases for Segmenting Consumer Markets - Targeting (T) - Market Positioning (P) **CO4**

UNIT V INTERNATIONAL MARKETING MANAGEMENT 9

Introduction - Nature of International Marketing - International Marketing Concept - International Market Entry Strategies - Approaches to International Marketing - International Product Policy **CO5**

TOTAL : 45 PERIODS

TEXT BOOKS

1. Marketing Management, Sherlekar S.A, Himalaya Publishing House, 2016.
2. Marketing Management , Philip Kotler and Kevin Lane Keller, PHI 15th Edition, 2015

REFERENCE BOOKS

1. Marketing Management Global Perspective, Indian Context, V.S. Ramaswamy & S. Namakumari, MacMillan Publishers India, 5th edition, 2015
2. Marketing Management, S.H.H. Kazmi, 2013, Excel Books India.
3. Marketing Management- text and Cases, Dr. C.B.Gupta & Dr. N.Rajan Nair, 17th edition, 2016.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To gain Knowledge of basic understanding in solving marketing related problems
- CO2 To understand marketing management process, and the marketing mix elements
- CO3 To analyze the nature of Consumer and Industrial buying behavior
- CO4 To understand Segmenting, Targeting and Positioning
- CO5 To understand the basic concepts of International marketing, entry strategies and international policy.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	3	1	2	2	2	1	2	1	1	2	2	3	2	3
CO2	3	2	2	2	2	2	1	2	2	1	2	2	3	2	3
CO3	3	3	2	1	2	2	1	2	1	1	2	2	3	2	1
CO4	3	3	1	2	3	2	2	2	2	1	1	2	3	2	1
CO5	3	3	1	2	2	2	1	2	2	1	2	2	3	2	3

MI1305

BUSINESS LAW – I

L T P C
3 0 0 3

OBJECTIVES

- To understand the basic legal terms and concepts used in law pertaining to business

UNIT I THE INDIAN CONTRACT ACT 1872 9

Definition of contract, essential elements, types and characteristics of a contract, Formation of a contract, performance of contracts, breach of contract and its remedies, Quasi contracts - Contract of Agency: Nature of agency, Creation and types of agents, Authority and liability of Agent and principal: Rights and duties of principal and agents, termination of agency. **CO1**

UNIT II SALE OF GOODS ACT, 1930 9

Definition of Sales, essentials for contract of sale, Documents of title, risk of loss, Guarantees **CO2**

and Warranties, performance of sale of contracts, conditional sales and rights of an unpaid seller

UNIT III	NEGOTIABLE INSTRUMENTS ACT, 1881	9
	Negotiable Instruments Act 1881: Definitions, Nature and requisites of negotiable instruments. Types of negotiable instruments, liability of parties, holder in due course, special rules for Cheque and drafts, discharge of negotiable instruments.	CO3
UNIT IV	COMPANY LAW	9
	Definitions - Nature of a company, characteristics of a company, Types of companies, Formation of Company – Memorandum and articles of association, Prospectus, Power, duties and liabilities of Directors, winding up of companies, Corporate Governance.	CO4
UNIT V	THE COMPETITION ACT, 2002	9
	Objectives of Competition Act, the features of Competition Act, components of Competition Act, Competition Commission of India, Appellate Tribunal, offences and penalties under the Act.	CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. Maheshwari, S.N. and S.K. Maheshwari; *A Manual of Business Law*, 6th Edition, Himalaya Publishing House, 2015.
2. Kuchhal M.C., *Modern Indian Company Law*, 20th edition 2015, Shree Mahavir Book Depot.
3. Kapoor, N. D.; *Elements of Mercantile Law*, 30th edition, Sultan Chand & Sons, New Delhi, 2015

REFERENCE BOOKS

1. Gulshan S.S. and Kapoor G.K., "Business Law including Company Law", 2013, New Age International Private Limited Publishers.
2. Dr. & Agnihotri, Dr. Dagar, "Business Law, 2nd edition, 2014", Galgotia Publishing Company.
3. Chawla, Garg, and Sareen : *Mercantile Law 7th Ed.* Kalyani.
4. Dr. Singh, Avtar; *Company Law*, Eastern Book Co. Lucknow, Bharat Law House, Delhi, 2016

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To familiarise the concept of legal provisions to understand the objectives of various Act related to business transactions and provisions related to Contract & Agency.
- CO2 To understand the provisions related to sale of goods Act.
- CO3 To familiarise the provisions related to Negotiable instruments Act.
- CO4 To understand the provisions related to memorandum and articles of associations, prospects and winding up of the company.
- CO5 To familiarise the concept of legal provisions related to Competition Act.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	2	2	2	1	1	1	2	1	1	2	1	2	3	2
CO2	1	1	1	2	1	2	1	1	1	2	1	1	3	3	2
CO3	2	3	2	1	1	1	2	2	1	2	1	2	3	3	2
CO4	1	1	2	2	1	1	1	2	2	2	1	1	3	2	1
CO5	2	2	2	1	1	2	2	1	1	1	1	2	1	3	2

OBJECTIVES

- To introduce some of the ideas of statistics, emphasizing the applications of these methods in the business scenario
- To provide basic knowledge to do estimation of population, test hypothesis
- To provide knowledge about the various parametric and non-parametric tests

UNIT I SAMPLING DISTRIBUTION AND ESTIMATION

9

Sampling- sampling methods - sampling distribution - sampling and non-sampling errors - mean and standard deviation of sampling distribution-Estimation- Introduction- Estimators and properties - Point and Interval estimate - introduction to t-distribution- interval estimation of population mean: large and small samples- Interval estimation of population mean - finite and infinite population- Interval estimation for population proportion- large and small samples.

CO1

UNIT II HYPOTHESIS TESTS I

9

Introduction to hypotheses and testing hypotheses - significance level- one tail and two tail tests - region of rejection - hypothesis test about mean: large and small samples - hypothesis test about mean: known and unknown population standard deviation - Hypothesis test about mean : finite and infinite population - Hypothesis test about proportions; large and small samples.

CO2

UNIT III HYPOTHESIS TESTS II

9

Hypothesis tests about difference between two sample means : large and small case- hypothesis tests about difference between two sample means for paired samples - hypothesis tests about difference between two sample proportions -large and small case- F-test for two sample standard deviations. ANOVA one and two way.

CO3

UNIT IV PARAMETRIC TESTS

9

Chi-square tests for independence of attributes and goodness of fit. Sign test for paired data- Rank sum test- Kolmogorov-Smirnov : test for goodness of fit, comparing two populations- Mann – Whitney U test and Kruskal Wallis test- One sample run test.

CO4

UNIT V CORRELATION AND REGRESSION

9

Correlation – Coefficient of Determination – Rank Correlation – Regression – Estimation of Regression line – Method of Least Squares – Standard Error of estimate

CO5

TOTAL : 45 PERIODS**TEXT BOOKS**

1. Statistics for Management, Richard I. Levin, David S. Rubin, Sanjay Rastogi Masood Husain Siddiqui, Pearson Education, 7th Edition, 2016.
2. Introductory Statistics Prem.S.Mann, , 7th Edition, Wiley India, 2016.

REFERENCE BOOKS

1. Complete Business Statistics, Aczel A.D. and Sounderpandian J 6th edition, Tata McGraw Hill Publishing Company Ltd., New Delhi, 2012.
2. Business Statistics using Excel - Glyn Davis and Branko Pecar, Oxford University Press.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To apply the different sampling methods for designing and selecting a sample from a population. To understand the basic principles underlying survey design and estimation
- CO2 To formulate null and alternative hypothesis and apply small, large sample in real life problems. To obtain confidence interval of a parameter and its relation with testing of hypothesis problem.
- CO3 To explore small and large datasets to create testable hypotheses and identify appropriate statistical tests. ANOVA statistical significance result is independent of constant bias and

scaling errors as well as the units used in expressing observations.

CO4 To learn the types of parametric and non-parametric tests for testing the hypothesis and make decisions

CO5 To calculate and interpret the correlation between two variables. To calculate the simple linear regression equation for a set of data. To employ the principles of linear regression and correlation, including least square method, predicting a particular value

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	3	3	2	2	2	2	2	2	2	2	1	3	3	3
CO2	3	3	3	3	3	3	3	2	3	2	3	1	3	2	2
CO3	3	3	3	2	3	2	3	3	2	2	2	2	2	3	3
CO4	3	3	3	2	3	2	3	3	3	3	2	1	2	2	2
CO5	3	3	3	3	2	3	2	2	2	2	3	2	3	3	2

MI1306

COMPUTER SKILLS-II

L T P C

0 0 4 2

OBJECTIVES

- The course is designed to aim at imparting computer skills for data analysis, word processing and presentations.

EXPERIMENTS:

Practicals on Spreadsheet

Exercise 1: Look up and Reference

- VLOOKUP
- HLOOKUP
- INDEX
- MATCH
- OFFSET
- TRANSPOSE

Exercise 2: Conditional statements

- If-else statement
- AND
- OR
- NOT
- TRUE
- Nested If-else

Exercise 3: Conditional formatting

- Conditional formatting with multiple cell rules
- Color scales and icon sets in conditional formatting
- New rules and managing existing rules

Practicals on Word Processors

Exercise 1: Tools for editing a document

- Auto-text
- Autocorrect

- Spelling & Grammar tool
- Document Dictionary
- Page formatting
- Bookmark

Exercise 2: Mail Merge

Exercise 3: Macros

Exercise 4: Styles

Exercise 5: Linking and embedding objects

Exercise 6: Templates

Practicals on Presentations

Exercise 1: Create a presentation with animation effects

Exercise 2: Create a looping introduction

Exercise 3: Loop a motion path animation

Exercise 4: Master slide

Exercise 5: Sound effects

Exercise 6: Videos

Exercise 7: Macros

TOTAL : 60 PERIODS

REFERENCE BOOKS

1. Taxali R.K., PC Software for Windows made simple, 2nd edition, McGraw Hill Education, 2001
2. Microsoft Excel 2016 Step by Step, Frye Curtis, PHI, 2016.
3. MS Office 2013, Vishnu P. Singh, Computech Publications, 2012.

COURSE OUTCOMES

Upon completion of the course, students will be able to

CO1 To understand the advanced concepts of spread sheets and its applications

CO2 To understand the purpose and functions of logical conditioning functions in spread sheets

CO3 To understand the conditional formatting in spreadsheets

CO4 To understand the formatting conditions in word processors

CO5 To understand the purpose and importance of presentation tools in management concepts

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	1	2	1	2	2	2	3	3	1	2	1	1	1	2
CO2	3	1	2	1	1	3	2	3	2	1	2	1	3	1	2
CO3	3	2	2	2	1	3	3	3	3	2	1	1	3	2	2
CO4	3	1	3	2	1	3	3	2	2	1	1	1	3	1	3
CO5	1	1	2	1	3	3	2	3	2	1	2	1	1	1	2

OBJECTIVES

- To understand the various aspects of Indian Economy and to develop a perspective on the different problems and approaches to economic planning and development in India.

UNIT I MEANING AND CHARACTERISTICS 9

Economy – definition - Classification of economy – developing and developed economy. Indian economy – structure of the economy – agricultural, industrial and service sectors. Sectoral contribution to the national income of Indian economy. Characteristics of Indian economy in terms of demographic, economic and social indicators. Major development issues in India. **CO1**

UNIT II INDIAN DEMOGRAPHY 9

Population – size and growth of population. Features of Indian population –sex ratio, rural and urban distribution, age distribution, density of population, occupational distribution. Causes for population growth – natural growth rate of population. Problems of higher population – poverty: definitions of poverty – measures to eradicate poverty. **CO2**

UNIT III ECONOMIC PLANNING AND AGRICULTURAL SECTOR 9

Planning in India – five year planning. Evolution of Indian planning. Major achievements and failures of Indian planning since first five year planning. Objectives of 12th five year plan. Allocation of resources for agricultural, industrial and service sectors of the economy. Agricultural growth during the post reform period- achievements and failures. **CO3**

UNIT IV INDUSTRIAL SECTOR 9

Industrial policy, 1991 - Liberalization, privatization and globalization of Industrial sector - Industrial growth since economic reform. Growth and problems of SMEs. **CO4**

UNIT V FOREIGN TRADE 9

India's balance of trade and payment since 2007. Exports and Imports – pattern of trade. Trade policy of India, 1991. BOT and exchange rate. Government of India's measures to manage exchange rate fluctuations. **CO5**

TOTAL : 45 PERIODS**TEXT BOOKS**

- Datt Ruddar and KPM Sundaram, Indian Economy, 67th Edition S. Chand & Company Ltd., New Delhi, 2013.
- Gaurav Datta Ashwani Mahajan, Indian Economy. 68 th Edition S. Chand & Company Ltd., New Delhi, 2013.

REFERENCE BOOKS

- Mishra S.K. & V. K. Puri, Indian Economy, 32nd Edition, Himalaya Publication house, Mumbai.2014.
- Gopal Ji,Suman Bhakri & Anisha Bhakri, Indian Economy -Performance and Policies, 2nd Edition, Vikas Publishing, New Delhi,2015.
- Shankar Acharya and Rakesh Mohan, Indian Economy - Performance and Challenges, 1st Edition, Oxford University Press, USA , 2010.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Ability to understand structure and characteristics of Indian economy
 CO2 Ability to understand demographic distribution of Indian economy with regards to occupation, urban and rural, growth, density and poverty.

- CO3 Acquiring knowledge about planning, various five year plans and allocation to different sectors and their performance.
- CO4 Ability to analyze and evaluate industrial policy and economic reform- liberalization, privatization and globalization.
- CO5 Ability to understand the performance of Indian economy in the area of foreign trade and effect of foreign trade policy

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	1	3	1	3	1	1	1	3	1	1	1	2	1	3
CO2	2	1	3	2	3	1	2	1	3	1	3	2	2	1	2
CO3	2	1	3	1	3	1	2	1	3	1	2	1	2	1	1
CO4	2	1	3	2	3	1	1	1	2	1	2	1	2	1	2
CO5	2	1	3	2	3	1	2	1	2	1	1	1	2	1	1

MI1402

DATA MANAGEMENT

L T P C
3 0 0 3

OBJECTIVES

- To understand the fundamentals of database systems
- To learn widely used Relational Database Management Systems (RDBMS) and its related concepts
- To understand emerging database technologies like NoSQL

UNIT I DATABASE MANAGEMENT SYSTEMS

9

Data, Database, Database Management Systems, Types of Database Management Systems – Relational, Hierarchical, Network, and Object oriented database management systems, Entity Relationship Model (E-R Model)

CO1

UNIT II RELATIONAL DATABASE MANAGEMENT SYSTEMS (RDBMS)

9

Relational Model -Relations, Tuples, domains and type of keys, Boyce–Codd Normal Form, normalization of databases– The first and second normal form of databases.

CO2

UNIT III INTRODUCTION TO SQL

9

Data Definition Language (DDL), Data Manipulation Language (DML), Data Control Language, Cartesian Product and Joins, Use of Union, Intersection, Minus, SQL operators and functions, SQL select statement and type of queries, In, Exists, Group by Having and Like clause in SQL

CO3

UNIT IV XML

9

Structure of XML Data, XML Document Schema, Querying and Transformation, Storage of XML Data, XML Data and World Wide Web

CO4

UNIT V EMERGING DATABASE TECHNOLOGIES - NOSQL

9

Why NoSQL? Overview of NoSQL, Brief Introduction to various NoSQL Data Models– Key-Value, Document, Column-Family Stores and Graph and Limitations of NoSQL

CO5

TOTAL : 45 PERIODS

TEXT BOOKS

1. Abraham Silberschatz, Henry F. Korth and S. Sudarshan, Database System Concepts, Sixth Edition, Tata McGraw-Hill,2013
2. Ramez Elmasri and Shamkant B. Navathe; Fundamentals of Database Systems, Pearson, Seventh Edition, Global Edition,2010

REFERENCE BOOKS

1. C. J. Date, "An Introduction to Database Systems", Eighth Edition, Pearson Education,2004.
2. Pramod J. Sadalage and Martin Fowler, NoSQL Distilled: A Brief Guide to the Emerging World of Polyglot Persistence 1st Edition, Addison-Wesley Professional,2012.
3. Guy Harrison, Next Generation Databases: NoSQL, NewSQL, and Big Data, Apress,2015.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To understand the importance of database and the different types used in Organizations.
CO2 To understand the importance of Relational Database Management Systems and the steps in designing it for the organization.
CO3 To understand the importance of SQL and its functions in accessing the data from an database.
CO4 To understand the use of XML in analyzing, designing and implementing data access on a wireless networks.
CO5 To understand the recent developments in database technologies and its impact in business process.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	1	2	1	2	2	2	3	3	1	2	1	1	1	2
CO2	3	1	2	1	1	3	2	3	2	1	2	1	3	1	2
CO3	3	2	2	2	1	3	3	3	3	2	1	1	3	2	2
CO4	3	1	3	2	1	3	3	2	2	1	1	1	3	1	3
CO5	1	1	2	1	2	2	2	3	3	1	2	1	1	1	2

MI1403

CORPORATE ACCOUNTING

L T P C
3 0 0 3

OBJECTIVES

- Understand the nuances involved in accounting procedures and standards followed in Corporate Houses.

UNIT I SHARES

9

Shares – Definition – Types of shares – Accounting treatment for various modes of issue of Shares – Full consideration, installment, Bonus shares, Rights issue, Employee Stock Option, Sweat Equity, Private Placement, Buy Back of Shares – Forfeiture and Re-issue of Shares.

CO1

UNIT II DEBENTURES

9

Definition – Classification - Accounting treatment for issue of Debentures – for cash and non-cash consideration - Accounting treatment for Redemption of Debentures – in lump sum, in instalments, by conversion, Insurance Policy and Sinking Fund methods.

CO2

UNIT III	PREFERENCE SHARES	9
Redemption of Preference Shares – Meaning and relevant provisions of Companies Act – Accounting treatment for redemption of Preference Shares – out of profit, fresh issue of shares, by conversion – Minimum fresh issue of shares – Profit Prior to Incorporation – Meaning – Method and procedure for ascertaining and accounting treatment of Profit or Loss Prior to Incorporation.		CO3
UNIT IV	UNDERWRITING	9
Underwriting of Shares and Debentures – Meaning, need and importance – Types of underwriting – Factors affecting valuation of Goodwill and Shares – Methods of valuing Goodwill – Average Profit, Super Profit, Capitalisation methods – Methods of valuation of shares – Net Asset, Yield and Fair Value methods.		CO4
UNIT V	FINAL ACCOUNTS	9
Form of Statement of Profit and Loss and Account and Balance Sheet - Preparation of Company Final Accounts with adjustments - Basics (theory only) of Human Resource Accounting, Inflation Accounting, Accounting Standards, Social Responsibility Accounting.		CO5
TOTAL : 45 PERIODS		

TEXT BOOKS

1. Corporate Accounting, S. N. Maheswari and S. K. Maheswari, Vikas Publishing, 2015.
2. Corporate Accounting, V.K. Goyal, Printice Hall India Learning Pvt. Ltd.2012.
3. Corporate Accounting, T. S. Reddy, A. Murthy, Margham Publications,2013.
4. Advanced Accounting :Theory & Practice, R. Jayaprakash Reddy, APH Publishing Ltd.

REFERENCE BOOKS

1. Corporate Accounting ,V.Rajasekaran, R.Lalitha, Pearson India, 2013.
2. Corporate Accounting,Naseem Ahmed, Atlantic Publishers, 2014.
3. Corporate Accounting, S.P.Jain, K.L.Narang, Kalyani Publishers, 2015.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To familiarise the concept of Shares, Types of Shares, Forfeiture & Re-issue of Shares. To understand the Accounting Treatment of Various modes of issue of shares – Sweat Equity, Employee stock Option, Full Consideration, and Bonus Shares.
- CO2 To understand the concept of Debentures, Classifications, Accounting treatment for the issue of Debentures for Cash & Non Cash Consideration. To familiarize the concept of Redemption of Debentures in Lump sum, Insurance policy & Sinking Fund method.
- CO3 To familiarise the concept of Redemption of preference shares, Accounting treatment for redemption of preference shares. To understand the concept of Profit prior to incorporation, methods and procedure for ascertaining and accounting treatment for Profit prior to incorporation
- CO4 To familiarise the concept of Underwriting of shares & Debentures, Methods of valuing Goodwill, Capitalisation method, Methods of valuation of shares.
- CO5 To familiarise the concept of statement of Profit & Loss Account & Balance sheet, Preparation of Company Accounts, Inflation accounting.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	2	1	2	2	1	2	2	2	2	2	2	3	3	3
CO2	3	2	2	2	3	2	1	2	3	2	2	2	3	2	2
CO3	3	2	1	3	2	2	2	1	2	2	2	1	3	3	2
CO4	3	1	3	2	2	1	2	2	2	2	2	1	3	2	2
CO5	3	2	2	3	2	2	1	2	2	2	1	2	3	2	2

MI1404

QUALITY MANAGEMENT

L T P C
3 0 0 3

OBJECTIVES

- To learn the various principles and practices of Quality Management

UNIT I INTRODUCTION

9

Introduction - Need for quality - Evolution of quality - Definition of quality. Concept of Quality – different perspectives. Introduction to total Quality – Concept of total Quality – Design, inputs, process and output - Attitude and involvement of top management. Customer Focus – customer perception - customer retention. Dimensions of product and service quality. Cost of quality.

CO1

UNIT II QUALITY GURUS

9

Contributions of Crosby, Deming, Masaaki Imai, Feigenbaum, Ishikawa,, Juran, Oakland, Shigeo Shingo, and Taguchi.

CO2

UNIT III QUALITY PRINCIPLES

9

Leadership – Strategic quality planning, - Employee involvement – Motivation, Empowerment, Team and Teamwork, Recognition and Reward, Performance appraisal - Continuous process improvement – PDSA cycle, 5s, Kaizen - Supplier partnership – Partnering, Supplier selection, Supplier Rating.

CO3

UNIT IV QUALITY TOOLS

9

Overview of Quality Tools - The seven traditional tools of quality – New management tools – Six- sigma– Bench marking – FMEA –Quality circles – Quality Function Deployment (QFD) – Taguchi quality loss function – TPM

CO4

UNIT V QUALITY MANAGEMENT SYSTEMS

9

Introduction Quality management systems – IS/ISO 9004:2000 – Quality System – Elements, Documentation guidelines for performance improvements. Quality Audits - QS 9000 – ISO 14000 - Concepts. TQM culture, TQM framework, benefits, awareness and obstacles.

CO5

TOTAL : 45 PERIODS

TEXT BOOKS

- Shridhara Bhat K, Total Quality Management – Text and Cases, Himalaya Publishing House, First Edition 2010
- Poornima M. Charantimath, Total Quality Management, Pearson Education, Second Edition, 2011.

REFERENCE BOOKS

1. Suganthi, L and Anand Samuel, "Total Quality Management", Prentice Hall (India) Pvt. Ltd. (2006)
2. Indian standard – quality management systems – Guidelines for performance improvement (Fifth Revision), Bureau of Indian standards, New Delhi.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 Understand the evolution of Quality management
 CO2 Understand quality philosophies and practices
 CO3 Apply statistical process control to enhance quality.
 CO4 Apply quality tools to enhance organization's quality performance
 CO5 Bring awareness of quality management systems.

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	3	3	3	2	3	3	2	2	1	2	1	1	1	1
CO2	2	3	3	2	1	2	3	1	3	2	3	2	2	1	2
CO3	3	3	1	2	2	2	3	2	3	2	2	2	3	2	2
CO4	3	3	2	2	1	3	2	1	3	2	3	3	3	2	2
CO5	3	3	2	3	1	3	2	2	3	3	3	1	2	1	2

MI1405

BUSINESS LAW – II

L T P C
3 0 0 3

OBJECTIVES

- To create the knowledge of Legal perspective and its practices to improve the business

UNIT I TAXATION

9

Constitutional frame work of taxation, direct and indirect tax. Elementary knowledge of central sales tax. Value Added Tax – Concepts, Scope, Methods of VAT Calculation, Practical Implications of VAT.

CO1

UNIT II THE CONSUMER PROTECTION ACT, 1986

9

Definition – consumer – complainant – goods – service – complaint – unfair trade practices – restrictive trade practices – rights and remedies for consumers - consumer protection council – consumer disputes redressal agencies.

CO2

UNIT III THE INFORMATION TECHNOLOGY ACT, 2000

9

Definitions, Cyber Laws in India, Rationale and need of information technology act- Objectives of Information Technology ACT- Changes in Information Technology Act. Electronic records and governance. Cybercrimes – offences and penalties under IT Act, 2000.

CO3

UNIT IV DIGITAL SIGNATURE

9

Definitions, Legal recognition of Digital signature, Regulation of certifying authorities, Appointment of certifying authorities to issue digital signature certificates, Procedure, Duties of subscribers, Cyber regulations appellate tribunal, Computer crimes

CO4

UNIT V INTELLECTUAL PROPERTY RIGHTS

9

Meaning of IPR, objectives and types of IPR. Copy rights: Meaning and purpose of copyright, procedure for Registration of Copyrights, Right of owner of copyrights. Patent Act: Meaning and Advantages of patent, Procedure for Registration of patents

CO5**TOTAL : 45 PERIODS****TEXT BOOKS**

1. Maheshwari, S.N. and S.K. Maheshwari; A Manual of Business Law, 6th Edition, Himalaya Publishing House, 2015.
2. Rama Gopal, C., Business Legislation, New Age International Publisher, New Delhi, 1st edition 2008
3. Kuchhal, M. C.; Business Law, Vikas Publishing House, New Delhi, 6th edition, 2013.
4. Kapoor, N. D.; Elements of Mercantile Law, 30th edition, Sultan Chand & Sons, New Delhi, 2015

REFERENCE BOOKS

1. Gulshan S.S. and Kapoor G.K., "Business Law including Company Law", 2013, New Age International Private Limited Publishers.
2. Dr. & Agnihotri, Dr. Dagar, "Business Law, 2nd edition, 2014", Galgotia Publishing Company.
3. Chawla, Garg, and Sareen : Mercantile Law 7th Ed. Kalyani
4. Dr. Singh, Avtar; Company Law, Eastern Book Co. Lucknow, Bharat Law House, Delhi, 2016.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To familiarise the concept of Taxations. To understand the basic concepts of direct and indirect tax and Knowledge about the value added tax and central sales tax
- CO2 To understand the provisions under Consumer protection act. To create awareness about the consumer rights, redressal procedure and agency and knowledge about consumer protection council
- CO3 To familiarise the concept of IT act 2000. To understand the need, objective, changes and cybercrimes and penalties under IT act 2000.
- CO4 To know the concept Digital signature and to understand nature and duty of Certifying Authority.
- CO5 To familiarise the concept of intellectual property rights, types, purpose and rights for the copyright owner. To understand the patent act and procedures for registration

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	1	2	1	1	2	1	2	2	1	1	1	3	3	2
CO2	2	1	2	1	1	2	1	1	2	1	1	1	3	3	3
CO3	2	1	1	1	1	1	1	1	1	1	1	1	3	3	2
CO4	1	1	1	1	1	1	1	1	1	1	1	1	2	2	3
CO5	2	1	2	1	1	2	1	1	2	1	2	1	2	1	3

OBJECTIVES

- To learn the fundamentals of operations research to applied in business decision making.

UNIT	TOPIC	PERIODS
UNIT I	INTRODUCTION TO LINEAR PROGRAMMING (LP)	9
	Introduction to applications of operations research in functional areas of management. Linear Programming-formulation, solution by graphical and simplex methods (Primal - Penalty, Two Phase).	CO1
UNIT II	TRANSPORTATION MODELS	9
	Transportation Models (Minimising and Maximising Problems) – Balanced and unbalanced Problems – Initial Basic feasible solution by N-W Corner Rule, Least cost and Vogel's approximation methods. Check for optimality. Solution by MODI / Stepping Stone method. Case of Degeneracy. Transshipment Models.	CO2
UNIT III	ASSIGNMENT MODELS	9
	Assignment Models (Minimising and Maximising Problems) – Balanced and Unbalanced Problems. Solution by Hungarian and Branch and Bound Algorithms. Travelling Salesman problem. Crew Assignment Models.	CO3
UNIT IV	INVENTORY MODELS	9
	Inventory Models – EOQ and EBQ Models (With and without shortages), Quantity Discount Models.	CO4
UNIT V	GAME THEORY	9
	Game Theory-Two person Zero sum games-Saddle point, Dominance Rule, Convex Linear Combination (Averages), methods of matrices, graphical and LP solutions.	CO5
TOTAL : 45 PERIODS		

TEXT BOOKS

- Paneerselvam R., Operations Research, Prentice Hall of India, Fourth Print, 2008.
- Gupta P.K, Hira D.S, Problem in Operations Research, S. Chand and Co, 2007.

REFERENCE BOOKS

- Hamdy A Taha, Introduction to Operations Research, Prentice Hall India, Seventh Edition, Third Indian Reprint 2004.
- G. Srinivasan, Operations Research – Principles and Applications, PHI, 2007.
- Frederick & Mark Hillier, Introduction to Management Science – A Modeling and case studies approach with spreadsheets, Tata McGraw Hill, 2005.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To understand linear programming in product mix decisions
 CO2 To learn the transportation model in logistics scenarios
 CO3 To solve assignment model in job allocation scenarios
 CO4 To gain knowledge about the concepts of inventory models in manufacturing context
 CO5 To understand Game theory in real time decisions

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	3	3	3	3	3	3	3	3	3	2	1	1	3	2	1
CO2	3	3	2	3	1	1	1	3	1	2	1	1	3	2	1
CO3	3	3	2	3	1	1	1	3	1	2	1	1	3	2	1
CO4	3	3	2	3	2	1	1	3	1	2	1	1	3	2	1
CO5	3	3	2	3	1	1	1	3	1	2	1	1	3	2	1

MI1407

ACCOUNTING SOFTWARE

L T P C
0 0 4 2

OBJECTIVES

- Understand the techniques of using accounting software package for recording accounts.

EXP. NO.	DETAILS OF EXPERIMENTS	DURATION
1	Company creation and management	4
2	Accounting Groups and Ledger creation and management	4
3	Cash and Bank transactions	4
4	Accounting Voucher creation – Sales, Purchase, Receipt and Payment vouchers	4
5	Contra, Journal vouchers, Debit Notes, Credit Notes	4
6	Extended experiment - 1	4
7	Trial Balance, Final Accounts without adjustments	4
8	Final Accounts with adjustments,	4
9	Report generation	4
10	Extended experiment - 2	4
11	Inventory management –Creating Stock Groups, Stock Categories, Godown/Location, Unit of Measure, Stock items, Inventory Masters	4
12	Inventory Voucher creation – Purchase Order, Sales Order, Rejections, Stock Journal, Delivery Notes, Receipt Voucher	4
13	Preparation of Bank Reconciliation Statement	4
14	Export and Import of Data, Data Security, Printing of Reports	4
15	Extended experiment - 3	4
TOTAL : 60 PERIODS		

REFERENCE BOOKS

1. Mastering Tally ERP 9, Ashok K. Nadhani, BPB Publications, 2016.
2. Accounting with Tally 9, Dinesh Maidasani, Laxmi Publications, 2014.
3. Tally ERP 9, Kogent Learning Solutions Inc., Dreamtech Press, 2013.

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 To understand the basics of Computer based Accounting procedures
- CO2 To understand the concepts and steps involved in Computer based Accounting process
- CO3 To understand the procedures of data entry and access of data
- CO4 To understand the retrieval of data and generating different types of reports
- CO5 To understand the concepts of data transfer to different users

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	1	1	2	1	2	2	2	3	3	1	2	1	1	1	2
CO2	3	1	2	1	1	3	2	3	2	1	2	1	3	1	2
CO3	3	2	2	2	1	3	3	3	3	2	1	1	3	2	2
CO4	3	1	3	2	1	3	3	2	2	1	1	1	3	1	3
CO5	1	1	2	1	3	3	2	3	2	1	2	1	1	1	2

MI1408

SEMINAR I

L T P C
0 0 2 1

OBJECTIVES

- To expose the students to the basics of business etiquette

Note: Students Are Expected To Prepare And Present On Topics Suggested Below:

- Business Communication Etiquette
- Professional Image
- Body language and Gestures
- Impression management
- Networking
- Restaurant Etiquette
- Business travel planning
- Hosting and attending Events
- Business meetings
- Time Management

TOTAL : 30 PERIODS

COURSE OUTCOMES

Upon completion of the course, students will be able to

- CO1 The students will be equipped to conduct themselves professionally
- CO2 To understand business etiquette
- CO3 To organize event management
- CO4 To develop punctuality and time management
- CO5 To understand body language and gestures

MAPPING OF COs WITH POs AND PSOs

COs	PROGRAMME OUTCOMES (POs)												PROGRAMME SPECIFIC OUTCOMES (PSOs)		
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	2	1	3	1	3	1	1	1	3	1	1	1	1	1	3
CO2	2	1	3	2	3	1	2	1	3	1	3	2	2	1	2
CO3	2	1	3	1	3	1	2	1	3	1	2	1	2	1	1
CO4	2	1	3	2	3	1	1	1	2	1	2	1	1	1	2
CO5	2	1	3	2	3	1	2	1	2	1	1	1	2	1	1