



St. Xavier's University, Kolkata

Syllabus For MBA [Odd Semester]

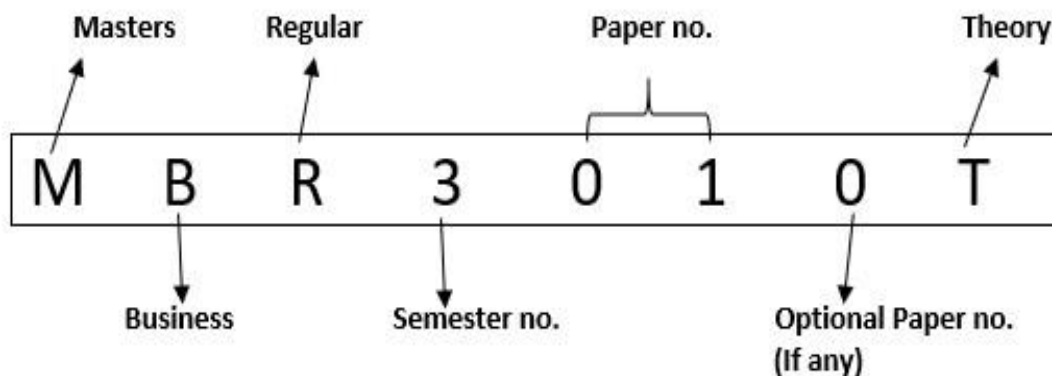
Academic Year (AY) [2024-25]

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COURSE OUTLINE: MBA

Batch	Sem.	Paper Code	Rev. No.	Paper Title	Full Marks	CIA			End Sem.		Credits
						WT	OTH	Pass Marks	Marks	Pass Marks	
2024 - 26	I	MBR1010T	3	Quantitative Techniques	100	60	–	30	40	20	4
		MBR1020T	2	Accounting for Managers	100	60	–	30	40	20	4
		MBR1030T	1	Business Communication	50	30	–	15	20	10	2
		MBR1040T	3	Managerial Economics	100	60	–	30	40	20	4
		MBR1050T	3	Cost Management	50	30	–	15	20	10	2
		MBR1060T	3	Computer Applications In Business & Management Information System	100	60	–	30	40	20	4
		MBR1070T	3	Organizational Behaviour	100	60	–	30	40	20	4
		MBR1080T	3	Business Ethics and Legal Environment	100	60	–	30	40	20	4
Total					700	Total Credit:					28

PAPER CODE ILLUSTRATION:



Section 1

Department of XBS

Vision Statement of St. Xavier's University, Kolkata

Rooted in and inspired by the Ignatian charism of forming men and women for others, St. Xavier's University, Kolkata, as a Centre of Excellence, strives to promote a society based on love, freedom, liberty, justice, equality and fraternity.

Mission of XBS:

The mission of XBS is driven by the ethos of NIHIL ULTRA, and it is dedicated to:

- *Nurturing competent business professional and leaders*
- *Encouraging an entrepreneurial culture*
- *Promoting a culture of critical thinking, innovation and social responsibility*
- *Nurturing Multidisciplinary approach towards management education*

PEOs Statements

PEO 1: To develop students with proficiency in core business disciplines

PEO 2: To cultivate their analytical skills and foster innovative mindset

PEO 3: To inculcate the students with a global perspective and the competence to implement cutting edge technology in practice

PEO 4: To groom value-driven business leaders who exhibit a keen awareness of their social responsibility and professional ethics

- ***Program Outcome***

- PO1 Knowledge of Business
- PO2 Critical & Problem Solving Skills
- PO3 Ethical orientation
- PO4 Global perspective & Communication Skills
- PO5 Leadership & Team Building Skills
- PO6 Entrepreneurship Skills
- PO7 Sustainability Perspective
- PO8 Lifelong learning & Research Skills

Section 02

□ **MBR1010T: [Quantitative Techniques], [4 credits], [Semester I], [Nature of the Course: Core Course]**

□ **Course Outcomes (CO)**

- **CO1:** To recall student's ability to deal with numerical and quantitative issues in business.
- **CO2:** To summarizing the use of statistical, graphical, and algebraic techniques wherever relevant.
- **CO3:** To apply the quantitative models and statistical tool and techniques to solve business problems.
- **CO4:** To examine the decision-making process under certainty, uncertainty and risk using quantitative and statistical tools.
- **CO5:** To develop and employ various quantitative and statistical tools, techniques, and models to make informed decisions within complex systems.

Course Content

Module No	Module Name	Topic(s)	Description	No of Hours allotted	Marks allotted	Credit of each Module	Associated Course Outcome (CO)
I	Data and Descriptive Statistics	Types of Data; Grouping and displaying of data using chart, graphs and plots; Measure of Central Tendency, measure of Dispersion; Covariance and Correlation coefficients, Scatter Plot; Descriptive statistics using excel.	Introduction to Statistics	5	5 (CIA written) 2 (End Sem)	0.5	CO1
II	Probability Theory and Probability Distributions	Axioms of probability; Probability Rules, Joint and Conditional probability and Bayes' theorem; Discrete and Continuous Probability Distributions: Binomial, Poisson, Exponential, Normal, and its problems.	Introduction to Probability	7	5(CIA written) 7(End Sem)	0.7	CO2, CO3
III	Inferential Statistics and Hypothesis Testing	Role of inferential statistics in business decision-making; Populations, samples, and sampling distributions; Central Limit theorem;	Introduction to Inferential statistics	10	12 (End Sem)	1	CO3, CO4, CO5

		Null and alternative hypotheses; Type I and Type II errors; Confidence intervals; Chebyshev's Theorem; Test statistics and p-values; One-sample and two-sample hypothesis tests; Chi-square test for testing independence; simple linear regression and its interpretation using excel					
IV	Linear Programming and Game theory	Formulating business problems as mathematical models, Objective functions and constraints; Introduction to linear programming (LP), LP formulation and graphical solution of business problems; Duality, Sensitivity analysis. Introduction to game theory Game theory and strategic decision-making, Nash Equilibrium.	Optimization technique-I	10	12 (End Sem)	1	CO2, CO3, CO4, CO5
V	Optimization in Operations Management	Transportation & Transshipment problem; Assignment problem; Basics of queuing systems; Queuing models: M/M/1, M/M/c, M/M/∞; Introduction to Goal Programming	Optimization technique-II	8	10 (CIA written) 7 (End Sem)	0.8	CO3, CO4, CO5

Suggested Readings:

TEXTBOOKS:

1. Statistics for Management, Levin & Rubin
2. Quantitative Techniques for Managerial Decisions- Vol-I, L. C. Jhamab
3. Quantitative Techniques for Managerial Decisions- Vol-II, L. C. Jhamab

REFERENCE BOOKS:

4. Operation Research, Gupta & Hira.
5. Fundamental of Mathematical Statistics, Gupta & Kapoor.
6. Applied Statistics for Business and Management using Microsoft Excel, Herkenhoff, Fogli and Ohlmann
7. Business Statistics: A First Course, Levine, Szabat, and Stephan.
8. Operations Research: An Introduction, Taha.
9. Introduction to Operations Research, Hillier and Lieberman.

CO-PO mapping

CO/PO	PO1 Knowledge of Business	PO2 Critical & Problem- Solving Skills	PO3 Ethical orientation	PO4 Global perspective & Communication Skills	PO5 Leadership & Team Building Skills	PO6 Entrepreneurship Skills	PO7 Sustainability Perspective	PO8 Lifelong learning & Research Skills
CO1	L	L						
CO2	L	L						
CO3	L	M						
CO4	M	H						L
CO5	M	H						L

**** H means High relevance, M means Medium relevance, L means Low relevance**

CIA PLAN (out of 60 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
Surprise Quiz1 (tentatively after 10 th session)	Individual	5	CO1, CO2
Mid Semester Exam (University Schedule)	Individual	20	CO1, CO2, CO3
Individual Assignment or Group Project (tentatively after 20 th session)	Individual /Group	15	CO3, CO4
Case Study Presentation (tentatively after 35 th session)	Group	20	CO4, CO5
TOTAL		60	

END SEMESTER EXAMINATION (Out of 40 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
End Semester Exam	Individual	40 (10 marks compulsory question in the form of case let or situation based)	CO1, CO2, CO3, CO4, CO5

Section 02

□ **MBR1020T: [Basics of Accounting for Managers] [4 credits], [Semester 1], [Nature of the Course: Core Course]**

□ **Course Outcomes (CO)**

At the end of this course, students will be able to

- **CO1:** Understand the components of a financial statement i.e., balance sheet, profit and loss, cash flow.
- **CO2:** Determine specific values of all assets of a company at certain stages in their development and production.
- **CO3:** Learn how to relate quantitative data and financial statements to decode and determine the long term and short-term solvency.
- **CO4:** Prepare analyses of various special decisions, using relevant management techniques.
- **CO5:** Build and understanding of how to measure operating, investing and financial performance of a company, that will help in managerial decision making.

Course Content

Module No	Module Name	Topic(s)	Description	No of Hours allotted	Marks allotted	Credit of each Module	Associated Course Outcome (CO)
I	Basics of Accounting	Concept of Accounting, Accounting equation, Accounting Concepts and Principles, Accounting Process, Journal, Ledger, Trial Balance, Understanding the format of Balance Sheet and Profit and Loss Statement.	Accounting Basics	12	30%	1.2	CO1
II	Accounting for Inventories	Inventory valuation and its impact on profits.	AS2 IND AS 2	4	10%	0.4	CO2, CO4

III	Valuation of fixed assets and accounting for depreciation	Accounting for Fixed Assets, Concept of Depreciation, Straight line and Diminishing Balance method of charging depreciation, Definition of Intangible Assets and accounting of such.	AS 10 IND AS 16	4	10%	0.4	CO2, CO4
IV	Ratio Analysis	Concept of Ratio Analysis, Analysis of Financial Statements of various FMCG/ Engineering/other companies to verify the growth rate, profits and profitability, liquidity, capital structure, asset efficiency, market perception parameters, current and long-term liability, transactions affecting equity, accounting for investments, auditor's report and notes on accounts.	Comprehensive discussion on Financial Statement Analysis	10	25%	1.0	CO3, CO4, CO5
V	Analyzing Financial Statements	Analyzing financial statements of various companies like FMCG/ Engineering /Indian Oil Companies (like IOC, BPCL, HPCL,HUL).	Practical Application of FSA	10	25%	1.0	CO4, CO5
				40	100%	4.0	

Suggested Readings:

1. Financial Accounting: A Managerial Perspective, R. Naranaswamy, PHI Publishing House.
2. Introduction to Financial Accounting, Horngren, PearsonIndia.
3. Financial Accounting, Hanif and Mukherjee, McgrawHill HigherEd.
4. Managerial Accounting – Sanjay Dhameja PHI.

□ **CO-PO mapping**

CO/PO	PO1 Knowledge of Business	PO2 Critical & Problem Solving Skills	PO3 Ethical orientation	PO4 Global perspective & Communication Skills	PO5 Leadership & Team Building Skills	PO6 Entrepreneurship Skills	PO7 Sustainability Perspective	PO8 Lifelong learning & Research Skills
CO1	H					H		M
CO2	H	M				H		M
CO3	H	H				H	M	M
CO4	H	H				H	M	M
CO5	M	H				L		L

*** H means High relevance, M means Medium relevance, L means Low relevance*

CIA PLAN (out of 60 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
Surprise Quiz 1	Individual	10	CO1, CO2, CO4
Mid Semester Exam	Individual	20	CO1, CO2, CO4
Case study	Group	10	CO3, CO4, CO5
Assignment	Group	20	CO1, CO2, CO3, CO4, CO5
TOTAL		60	

END SEMESTER EXAMINATION (Out of 40 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
End Semester Exam	Individual	40	CO1, CO2, CO3, CO4, CO5

Section 02

MBR1030T: [Business Communication], [2 credits], [Semester I], [Nature of the Course: Core Course]

Course Outcomes (CO)

At the end of this course, students will be able to

- **CO1:** Understand and explain the fundamental principles of business communication, including various communication models, channels, and barriers.
- **CO2:** Analyze different business scenarios to identify effective communication strategies and evaluate their impact on organizational success.
- **CO3:** Assess the role of technology in business communication and demonstrate proficiency in using digital tools to facilitate effective communication in a business environment.
- **CO4:** Develop clear and persuasive business documents and presentations that convey complex information effectively to diverse audiences.
- **CO5:** Apply interpersonal communication skills, such as active listening and conflict resolution, to enhance team collaboration and leadership effectiveness.

Course Content

Module No.	Module Name	Topic(s)	Description	No. of Hours allotted	Marks Allotted	Credit of each Module	Associated Course Outcome
I	Basics of Communication	Significance; Process of communication; Essential Communication Skills – LSRW; Verbal and Non-verbal Communication; Formal Vs Informal Communication; Oral and Written Communication; Barriers to effective communication; Communication and Culture	Overview, Models and application	6	30%	0.3	CO1, CO2, CO3

II.	Written Communication in Organizations	<p>The Seven Cs of Communication</p> <p>Writing Effective E-mails,</p> <p>Writing Business Letter; Format, Styles- Types of Letters;</p> <p>Drafting the Minutes of a Meeting;</p> <p>Preparing a professional resume and cover letter.</p> <p>Internal communication through circulars, notices, Memos;</p> <p>Media management: Press Release; Press Report.</p> <p>Types of Reports;</p> <p>Report Writing: Kinds and objectives</p>	Concept, Types and application	6	30%	0.3	CO2, CO3, CO4
III	Presentation Skills	<p>Elements of presentation;</p> <p>designing a Presentation;</p> <p>Advanced visual support for business presentation types of visual aid</p>	Concept and application	4	20%	0.2	CO2, CO3, CO4
IV.	Interpersonal Skills	<p>Interpersonal Communication: Verbal and Non-Verbal communication, Communicating through body language.</p> <p>Business Etiquettes and Networking</p>	Concept and application	4	20%	0.2	CO5

Suggested Readings

1. Shirley Taylor, *Communication for Business; A Practical Approach* (2005), Shirley Taylor, (4th ed.) Pearson Education
2. Bisen & Priya, *Business Communication, New Age International Publication*

☐ CO-PO mapping

CO/PO	PO1 Knowledge of Business	PO2 Critical & Problem Solving Skills	PO3 Ethical orientation	PO4 Global perspective & Communication Skills	PO5 Leadership & Team Building Skills	PO6 Entrepreneurship Skills	PO7 Sustainability Perspective	PO8 Lifelong learning & Research Skills
CO1	H	H		H	M			
CO2	H	M		H	M			
CO3	H	H		H				
CO4	H	M		M	M			
CO5	M	M		M	M			

** H means High relevance, M means Medium relevance, L means Low relevance

CIA PLAN (out of 30 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
Surprise Quiz1 (tentatively after 6 th session)	Individual	5	CO1, CO2
Mid Semester Exam	Individual	10	CO1, CO2, CO3
Assignment (tentatively after 10 th session)	Individual	5	CO3
Project Presentation (tentatively between 18 th -20 th session)	Group	10	CO4, CO5
TOTAL		30	

END SEMESTER EXAMINATION (Out of 20 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
End Semester Exam	Individual	20	CO1, CO2, CO3, CO4, CO5

Section 02

□ **MBR1040T: (Managerial Economics) (4 credits) (semester 1), [Nature of the Course: Core Course]**

□ **Course Outcomes (CO)**

At the end of this course, students will be able to

- **CO1:** Analyse the demand and supply conditions and assess the position of a company
- **CO2:** Understand Consumer Behaviour
- **CO3:** Design competition strategies, including costing, pricing, product differentiation, & market environment according to the natures of products and the structures of the markets.
- **CO4:** Contrast real-world business problems with a systematic theoretical framework.
- **CO5:** Make optimal business decisions by integrating the concepts of economics, mathematics, and statistics.

Course Content

Module No	Module Name	Topic	Description	No of hours	Marks allotted	Credit of each module	Associated Course Outcome
I	Understanding the basic economic concepts	Basic problems of decision making, Factor affecting decision making	Introduction	5	10%	1	CO1, CO5
		Different methodologies used in economics, Concept of PPF, Economic modelling					
	Demand-Supply Analysis	Concept of demand and supply using economic modelling	Models of Demand and supply	5	15%		CO2
		Comparative study Using Demand-Supply analysis					
		Concept of elasticity					
II		Concept of Utility		10	25%	1	CO2

	Consumer Behaviour Analysis	Budget constraint and equilibrium	Determinants of consumer choices				
		Total Price Effect					
III	The theory of Production & Cost	Understanding concept of Production	Production decision of a firm	10	25%	1	CO3, CO5
		Stages of Production					
		Production decision in long run					
		Concept of Cost					
		Optimal production decision					
IV	Market & Competitive Analysis	Assumptions and working of a Perfectly Competitive Market	Perfect Competition	5	15%	1	CO3, CO4, CO5
		Marginal Revenue, Marginal Cost & profit maximisation					
		Choosing output in short run & short run supply curve					
		Break Even point and Shut Down point					
		Assumptions and working of a pure monopoly market	Imperfectly competitive market	5	10%		
		Monopolistic Competition					
		Oligopoly					
		Cartel					
		Application of Oligopoly in a game theory framework					

□ **CO-PO mapping**

CO/PO	PO1 Knowledge of Business	PO2 Critical & Problem-Solving Skills	PO3 Ethical orientation	PO4 Global perspective & Communication Skills	PO5 Leadership & Team Building Skills	PO6 Entrepreneurship Skills	PO7 Sustainability Perspective	PO8 Lifelong learning & Research Skills
CO1	H			H			L	L
CO2	H	H						
CO3	H	H	M		M	H		
CO4	H	H		H		H		
CO5	H	H						M

** *H means High relevance, M means Medium relevance, L means Low relevance*

□ **Evaluation Plan**

CIA PLAN (out of 60 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
Surprise Quiz1 (tentatively after 15 th session)	Individual	10	CO1
Mid Semester Exam	Individual	20	CO1, CO2
Assignment (tentatively after 25 th session)	Individual	10	CO2, CO3
Project/Case Presentation (tentatively between 35 th -40 th session)	Group	20	CO4, CO5
TOTAL		60	

END SEMESTER EXAMINATION (out of 40 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
End Semester Exam	Individual	40	CO1, CO2, CO3, CO4, CO5

Section 02

□ **MBR1050T: [Cost Management], [2 credits], [Semester I], [Nature of the Course: Core Course]**

□ **Course Outcomes (CO)**

At the end of this course, students will be able to

- **CO1:** Understand the basic concepts cost accounting.
- **CO2:** Comprehend the various techniques of cost management.
- **CO3:** Integrate the theories and appreciate challenges of actual practices.
- **CO4:** Examine the application of decision-making criterion of related to cost of the company.
- **CO5:** Integrate the understanding of various Cost concepts to take correct business decisions.

□ **Course Content**

Module No	Module Name	Topic(s)	Description	No of Hours	Marks allotted	Credit of each Module	Associated Course Outcome (CO)
I	Introduction	Cost & Management Accounting	Cost and management accounting	4	20%	0.4	CO1, CO2
		Cost types, cost centre, cost unit					
		Elements of cost					
		Preparation of cost sheet					
II	Material cost	Calculation of different stock levels, Bin Card Vs Stores Ledger	Inventory	4	20%	0.4	CO3
		EOQ					
		Valuation of Stock based on FIFO, LIFO, Weighted Average methods					
		Valuation of Stock based on FIFO, LIFO, Weighted Average method					
		Inventory Turnover Ratios, ABC Analysis					

III	Labour cost	Job card, Time rate system	Labour cost	2	10%	0.2	CO3
		Piece rate system, Halsey Premium system, Rowan Premium system					
		Calculation of Labour Turnover rates					
IV	Direct expenses and overheads	Direct expenses	Overheads	2	10%	0.2	CO3
		Overheads					
		Calculation of Machine Hour Rate					
V	Marginal Costing	CVP analysis	CVP & BEP	4	20%	0.4	CO4, CO5
		Contribution, PVR, margin of safety					
		Break even chart and break-even analysis.					
	Case Study (to be discussed at any point as per the faculty plan)		Reflective Learning	2	10%	0.2	CO2, CO5
	Project & presentation		Reflective & Application Learning	2	10%	0.2	CO2, CO5
				20	100%	2.0	

Suggested Readings:

TEXTBOOK

1. Principles and Practices of Cost Accounting, Asish K. Bhattacharya, Wheeler Pub

REFERENCE BOOKS

2. Cost Accounting: Texts and Problems, M.C. Shukla, T. S. Grewal & Dr M. P. Gupta, S. Chand and Company Private Limited
3. Management and Cost Accounting, Colin Drury, Cengage Learning EMEA 2007.
4. Advanced Cost and Management Accounting, V.K. Saxena and C.D. Vashisht, Sultan Chand and Sons.
5. Horngren's Cost Accounting: A Managerial Emphasis, 16th Edition, Datar and Rajan, Pearson.
6. Cost Accounting: Principles and Practice, S.P. Jain and K.L. Narang, Kalyani Publishers
7. Cost Accounting: Theory and Practice, Bhabatosh Banerjee, PHI.
8. Cost and Management Accounting, M Hanif, McGraw Hill Education.
9. Cost and Management Accounting: Theory, Problems and Solutions, M.N. Arora, Himalaya Publishing House.

CO-PO mapping

CO/PO	PO1 Knowledge of Business	PO2 Critical & Problem- Solving Skills	PO3 Ethical orientation	PO4 Global perspective & Communication Skills	PO5 Leadership & Team Building Skills	PO6 Entrepreneurship Skills	PO7 Sustainability Perspective	PO8 Lifelong learning & Research Skills
CO1	H						M	H
CO2	H	H				M		H
CO3	L	H				L		L
CO4	L	H				L		L
CO5	M		M			H	M	M

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CIA PLAN (out of 30 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
Surprise Quiz1 (tentatively after 5 th session)	Individual	5	CO1, CO2
Surprise Quiz2 (tentatively after 15 th session)	Individual	5	CO3
Mid Semester Exam	Individual	10	CO1, CO2, CO3
Assignment (tentatively after 15 th session)	Group	5	CO1, CO2, CO3, CO4, CO5
Case Study/Project Presentation (tentatively between 15 th -20 th session)	Group	5	CO1, CO2, CO3, CO4, CO5
TOTAL		30	

END SEMESTER EXAMINATION (out of 20 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
End Semester Exam	Individual	20	CO1, CO2, CO3, CO4, CO5

Section 02

MBR1060T: [Computer Applications in Business & Management Information System], [4 credits], [Semester I], [Nature of the Course: Core Course]

Course Outcomes (CO)

At the end of this course, students will be able to

- **CO1:** Recalling the basic hardware and software and Information Technology in business.
- **CO2:** Describe the concept of Data management and data visualization and data control for business applications.
- **CO3:** Use business productivity software to manipulate data and find solutions to business problems in local and network environment
- **CO4:** Analyze different management related problems and categorize them during the process of solving by different dashboards.
- **CO5:** Justify and make gradation of above mentioned software related tools and determine the right approach to solve multidisciplinary management problems.

Course Content

Module No	Module Name	Topic(s)	Description	No of Hours allotted	Marks allotted	Credit of each Module	Associated Course Outcome (CO)
I	Information management	Computers in Business: Types of Information Systems, Managerial Challenges of IT, System Concepts, Components of Information Systems, IS Resources	Technology driven management	4	10%	0.4	CO 1
		Impact IT in Business: Strategic IT, Competitive Forces and Strategies, Building a Customer Focused Business, Strategic Uses of IT, Reengineering Business Processes, Knowledge Management Systems					

II	Data Management System	End User and Server Side, The concept of Data Centers, Cloud computing and services Computing	Introduction to data center and cloud and other systems	4	10%	0.4	CO1
		Types of Computer systems, Peripherals and Input Technologies, RFID. Bar and QR code, Mobility					
		Systems – Definition, scope and boundary, sources and sinks. Data – Types, lifecycle. Processing Data – OLTP vs BI systems, Real time vs Batch systems					
III	Spreadsheet Programs	Electronic Spreadsheet – Structure of spreadsheet and its applications to functions of business - Creating a dynamic / sensitive worksheet - Concept of absolute and relative cell reference – Graphs-Using built in functions	Excel proficiency for business environment	12	30%	1.2	CO2, CO4
		Probability Distribution of a Random Variable, Probability Mass Function for discrete random variables, expected value of a random variable, Mean & Variance of a random variable using Expectation Operator, Joint distribution of two random variables (discrete).					
		Goal seeking and pivot tables- Using graphics and formatting of worksheet-Filtering and Sorting-What-If Analysis-Drawing Trend Lines-LP Formulation					

IV	Data models and Cloud services	Elements of a data model. Dimensional modeling. Facts and Dimensions, Star Schema, how to create a data model.	Hardware and Data modeling	12	30%	1.2	CO2, CO 4
		History and trends of Telecommunication and data carrying networks. Putting is all together – devices, cables, network equipment, service providers and the Internet. OTT services. Basic idea of protocols – TCP/IP, Cloud computing infrastructure and services. Use of the Internet-Intranets and extranets-Types of Networks-Telecom Media-Network Topologies, Architectures and Protocols					
V	Data Visualization and DSS	The concept and use of visualization with examples. Types of Visualizations, deciding which visualizations to create. Create visualization using an appropriate tool	Data visualization and presentation using different software	8	20%	0.8	CO3, CO5
		OSS, Data Staging Area, Data Presentation Area, Data Access Tools Components of time series, Additive and multiplicative models, Determination of trend component (linear, quadratic and exponential trend equations), computation of seasonal indices. Decomposition of time series components; Exponential smoothing models (single, double and triple).					

Suggested Readings:

TEXT BOOK:

1. Information Systems Management in Practice – Barbara C. McNurlin & Ralph H. Sprague.

REFERENCE BOOKS

2. An Introduction to Information System – James O Brien
3. Management Information Systems – Mahadeo Jaiswal & Monika Mital. OUP.
4. Information Technology for Management, Ramesh Behl, McGraw Hill
5. Data Mining: Concepts and Techniques - Jiawei Han, Jian Pei, Micheline Kamber, Elsevier Science
6. Excel 2019 Bible -Michael Alexander, Richard Kusleika, John Walkenbach, Wiley
7. Data Communications and Networking- Behrouz A. Forouzan, Sophia Chung Fegan, McGraw-Hill
8. Cloud Computing - M. N. Rao, Prentice Hall India Pvt., Limited

CO-PO mapping

CO/PO	PO1 Knowledge of Business	PO2 Critical & Problem- Solving Skills	PO3 Ethical orientation	PO4 Global perspective & Communication Skills	PO5 Leadership & Team Building Skills	PO6 Entrepreneurship Skills	PO7 Sustainability Perspective	PO8 Lifelong learning & Research Skills
CO1								
CO2	M	L				M		
CO3	M	M				M	M	
CO4	L	M					M	
CO5		L						L

*** H means High relevance, M means Medium relevance, L means Low relevance*

CIA PLAN (out of 60 marks)			
Evaluation Components	Mode	Full Marks	PO (for Rubrics)
Surprise Quiz1 (tentatively after 10 th session)	Individual	5	
Surprise Quiz2 (tentatively after 25 th session)	Individual	5	
Mid Semester Exam	Individual	20	
Assignment on Excel (tentatively after 15 th session)	Group	10	
Project Presentation (tentatively between 35 th -40 th session)	Group	20	
TOTAL		60	

END SEMESTER EXAMINATION (Out of 40 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
End Semester Exam	Individual	40	

Section 02

□ **MBR1070T: [Organizational Behaviour], [4 credits], [Semester I], [Nature of the Course: Core Course]**

□ **Course Outcomes (CO)**

At the end of this course, students will be able to

- **CO1:** Understand the background and interpret OB as an interdisciplinary subject
- **CO2:** Assess the link between individual, group and organizational behaviour in a global perspective
- **CO3:** Contrast the various ethical dimensions of leadership and their approaches influenced by differing organization cultures
- **CO4:** Evaluate the need and applicability of conflict resolution and negotiation
- **CO5:** Determine the external and internal factors that drives or hinders organizational change and development

Course Content

Module No	Module Name	Topic(s)	Description	No of Hours allotted	Marks allotted	Credit of each Module	Associated Course Outcome (CO)
I	Organizational Behaviour	The Pre-Scientific Era (Pre-1000-1880); The Classical Era (1880-1930)	Introduction	2	5%	0.2	CO1
		The Behavioural Era (1930-1960); The Modern Era (1960 onwards)					
		Models of HRM					
II	Managing Organizational Behaviour	Ethical issues in OB; Developing OB Framework	OB Model	2	5%	0.2	CO1
		Managerial Perspectives of OB					
III	Personality and Individual Differences	Meaning of Personality; Determinants of Personality	Personality: Concept, Factors, Theories	2	5%	0.2	CO2
		Theories of Personality; Personality Development					
IV	Perception	Nature and Importance; Process of Perception	Perception: Concept, Factors, Errors	3	7.5%	0.3	CO2
		Factors influencing Perception					
		Factors influencing Perception					

V	Learning and Reinforcement	Concepts of Learning; Learning about Self	Learning as a tool for Behaviour Management	3	7.5%	0.3	CO2
		Learning Theories					
		Techniques of Reinforcement and Punishment					
VI	Attitudes and Job Satisfaction	Concepts of Attitudes; Values and Beliefs	Workplace Attitude and application	3	7.5%	0.3	CO2
		Cognitive Dissonance Theory					
		Trust; Emotions					
VII	Motivation in Work-Situations	Meaning; Models and Theories of Motivation	Theories and Issues in Motivation	4	10%	0.4	CO2
		Models and Theories of Motivation					
		Applications in Organizations					
VIII	Work Stress	Understanding Stress; Potential sources of stress	Sources, Consequences and management of stress	2	5%	0.2	CO2
		Consequences of Stress; Managing Stress at Work					
IX	Organizational Communication	Meaning; Functions of Communication	Functions, Methods and Barriers to communication	2	5%	0.2	CO1, CO2
		Methods of Communication; Communication Channels; Barriers to Communication					
X	Group Dynamics and Team Building	Distinction between groups and teams; Types of Groups; Types of Teams	Groups vs. Teams, Types, Development and Cohesiveness	2	5%	0.2	CO3
		Group Development; Group Process; Group Cohesiveness					
XI	Approaches to Workplace Leadership	Meaning; Trait Perspectives of Leadership; Behavioural Perspectives of Leadership	Theories, Issues and Approaches of Leadership	3	7.5%	0.3	CO3
		Contingency Perspectives of Leadership					
		Transformational and Transactional Leadership; Charismatic Leadership					

XII	Organizational Conflicts and Negotiations	Meaning of Conflict; Stages of conflict	Conflict – stages, process, types & Negotiation	3	7.5%	0.3	CO4
		Types of Conflict; Sources of Conflict					
		Managing Conflicts in the Workplace; Elements of Negotiation					
XIII	Organizational Culture	Meaning of Culture; Types of Culture	Meaning and Comparison of cultures	2	5%	0.2	CO5
		Understanding Organizational Cultures viz.: Western Culture and Oriental Culture					
XIV	Organizational Change and Development	Meaning of Planned Change	Models and Developmental Process	2	5%	0.2	CO5
		Models of Planned Change					
	Case Study (to be discussed at any point as per the faculty plan)		Reflective Learning	2	5%	0.2	CO2, CO5
	Project & presentation		Reflective & Application Learning	3	7.5%	0.3	CO2, CO5

Suggested Readings

1. Stephen P. Robbins, Timothy A. Judge, Neharika Vohra, Organizational Behaviour, 18th edition, 2018, Pearson Education

CO-PO mapping

CO/PO	PO1 Knowledge of Business	PO2 Critical & Problem-Solving Skills	PO3 Ethical orientation	PO4 Global perspective & Communication Skills	PO5 Leadership & Team Building Skills	PO6 Entrepreneurship Skills	PO7 Sustainability Perspective	PO8 Lifelong learning & Research Skills
CO1	H							
CO2	H			H				
CO3	H		H	M	H	M		
CO4	H	M					M	
CO5	H	H				M		

**** H means High relevance, M means Medium relevance, L means Low relevance**

CIA PLAN (out of 60 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
Surprise Quiz1 (tentatively after 10 th session)	Individual	5	
Surprise Quiz2 (tentatively after 25 th session)	Individual	5	
Mid Semester Exam	Individual	20	
Assignment (tentatively after 15 th session)	Group	10	
Project Presentation (tentatively between 35 th -40 th session)	Group	20	
TOTAL		60	

END SEMESTER EXAMINATION (out of 40 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
End Semester Exam	Individual	40	

Section 02

**MBR1080T: [BUSINESS ETHICS AND LEGAL ENVIRONMENT], [4 Credits], [Semester I],
[Nature of the Course: Core Course]**

Course Outcomes (CO)

At the end of this course, Students will be able to

- **CO1:** Understand the concepts of Business Ethics and Legal Environment
- **CO2:** Elaborate the Functions; Approaches of Business Ethics
- **CO3:** Examine the concepts of laws of contracts, sale of Goods Act, Negotiable Instrument Act
- **CO4:** Learn the rules and regulations regarding Companies Act, Consumer Protection Act and Patent Act
- **CO5:** Create Newer Insights and practical applications

Course Content

Module No	Module Name	Topic(s)	Description	No of Hours allotted	Marks allotted	Credit of each module	Associated Course Outcome (CO)
I	Business Ethics	Meaning of business ethics	Foundation of Business Ethics	4	10%	0.4	CO 1
		Latest Trends and Challenges in Business Ethics					
II	Theories of Business Ethics	Ethical Foundation and Theories in relation to Business	Different Approach Related to Business Ethics	4	10%	0.4	CO 2
		Normative Theories					
III	Ethical Dilemmas and Decision-Making in Business	Corporate Dilemma & Ethical Decision Making	Ethical Dilemmas and it's resolution process	4	10%	0.4	CO2, CO5
IV	Ethical Aspects in Business and Management	Ethical Challenges in Functional areas	Workplace Ethical Issues	4	10%	0.4	CO2, CO5
		Workplace ethical issues					
V	Indian Contract Act, 1872	Elements of valid contract	Offer and acceptance, Consideration, Capacity to	6	15%	0.6	CO3

		Laws of agency	contracts, Free consent, Legality of object				
VI	Sale of Goods Act, 1930	Conditions & Warranties	Rules and Regulation of Sale of Goods Act	2	5%	0.2	CO3
		Passing of ownership					
		Rights of an unpaid seller					
VII	Negotiable Instruments Act, 1881	Types of negotiable instruments	Law Related to Negotiable Instrument	4	10%	0.4	CO3
		Parties to a negotiable instrument					
		Dishonored of Negotiable Instrument					
VIII	Consumer Protection Act, 1986	Objectives of Consumer Protection Act	Law Related to Consumer Protection	4	10%	0.4	CO4, CO5
		Consumer redressal Forums					
		Procedures for disposal of complaints					
IX	Companies Act, 1956 & 2013	Types of company	Law Related to Companies	6	15%	0.6	CO4
		Memorandum, Articles, Prospectus					
		Capital					
		Winding up of companies					
X	Intellectual Property Right	Patents	Law related to Intellectual Property	2	5%	0.2	CO4, CO5
		Trademarks					
		Copyright					

Suggested Textbooks:

1. Values & Ethics for Organizations, S.K Chakraborty, Oxford University Press
2. Business Ethics: An Indian Perspective; A. C. Fernando, Pearson, New Delhi
3. Sen, A.K & Mitra, J.K Commercial Law: Including Company Law and Industrial Law. World press
4. Abbi,R., Bhushan,B.,Kapoor,R. N.D kapoor's Element of Mercantile Law. Sultan Chand & Sons

☐ **CO-PO mapping**

CO/PO	PO1 Knowledge of Business	PO2 Critical & Problem-Solving Skills	PO3 Ethical orientation	PO4 Global perspective & Communication Skills	PO5 Leadership & Team Building Skills	PO6 Entrepreneurship Skills	PO7 Sustainability Perspective	PO8 Lifelong learning & Research Skills
CO1	M		H					
CO2			H					
CO3	H	M	L					
CO4	H		M					
CO5	M			L		H		

** *H means High relevance, M means Medium relevance, L means Low relevance*

CIA PLAN (out of 60 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
Surprise Quiz1 (tentatively after 15 th session)	Individual	10	CO1
Mid Semester Exam	Individual	20	CO1, CO2
Assignment (tentatively after 25 th session)	Individual	10	CO2, CO3
Project/Case Presentation (tentatively between 35 th -40 th session)	Group	20	CO4, CO5
TOTAL		60	

END SEMESTER EXAMINATION (out of 40 marks)			
Evaluation Components	Mode	Full Marks	CO (for Rubrics)
End Semester Exam	Individual	40	CO1, CO2, CO3, CO4, CO5