

TEACHING PLAN
JAN 2024-APRIL 2024
PRINCIPLES OF MANAGEMENT

JAN

Introduction–

nature and process of management, basic managerial roles and skills, nature of managerial work; approaches to management – classical, human relations and behavioral, systems and contingency approaches; contemporary issues and challenges. test

FEB

Planning and decision making – concept, purpose and process of planning, kinds of plans, strategic planning, tactical planning and operational planning, goal setting, MBO; decision making – nature and process, behavioral aspects of decision making, forms of group decision making in organizations. doubts, test

MARCH

Organizing and leading elements of organizing – division of work, departmentalization, distribution of authority, coordination; organization structure and design; leadership – nature and significance, leadership styles, behavioral and situational approaches to leadership. revision, test

APRIL

Management control–

nature, purpose and process of controlling, kinds of control system, prerequisites of effective control system, resistance to control, controlling techniques, social audit. test, revision

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FINANCIAL MANAGEMENT

Jan

Evolution, scope and function of financial managers, objectives of financial management, profit vs. wealth maximization, time value of money.

Feb

Investment Decisions; brief introduction of cost of capital; methods of capital budgeting; ARR, PBP, NPV and IRR, capital rationing (simple problems on capital budgeting methods).

March

Financing decision: operational and financial leverage; capital structure

theories–NI,NOIandtraditionalapproach;EPS-EBITAnalysis.

April

Dividend decision and Management of working capital; determinants of dividend policy; Walter's Dividend Model; Operating Cycle, brief discussion on management of cash, receivable and inventory (simple problem on operating cycle and inventory management).

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BUSINESS RESEARCH METHODS

JAN

Business Research–

Meaning, types, managerial value of business research; theory and research– components, concept, constructs, definition variables, proposition and hypothesis, deductive and inductive theory; nature and process and importance of problem definition, purpose and types of research proposal, ingredients of research proposal. Revision

FEB

Research Design – Meaning, classification and elements of research design, methods and categories of exploratory research, basic issues in experimental design, classification of experimental design; concept and their measurement, measurement scales. test

MARCH

Sample design and sampling procedure, determination of sample size, research methods of collecting primary data, and issues in construction of questionnaire. doubts and test

APRIL

Statistical techniques of data analysis, nature and types of descriptive analysis, univariate and bivariate tests of statistical significance, meaning and types of research report, ingredients of research report. test revision

JAN

Types of international business; basic structure of international business environment; risk in international business; motives for international business; barriers to international business; global trading and financial system – an overview. test

FEB

Foreign market entry modes; factors of country evaluation and selection; decisions concerning foreign direct and portfolio investment; control methods in international business. revision

MARCH

Basic foreign manufacturing and sourcing decisions; product and branding decisions for foreign markets; approaches to international pricing; foreign channel and logistical decisions. test

APRIL

Accounting differences across countries; cross cultural challenges in international business; international staffing and compensation decisions; basic techniques of risk management in international business. doubts