

**Course Structure of II<sup>nd</sup> Semester  
of  
Master of Business Administration  
Batch 2018-19**



IIMT UNIVERSITY  
MEERUT

**IIMT UNIVERSITY, Meerut  
(Website: [www.iimtu.com](http://www.iimtu.com) )**

## MBA Evaluation Scheme

### MBA Semester – II (2018-19 Batch)

Sl. No.	Subject Code	Subject Title	Periods			Evaluation Scheme					Credits
			L	T	P	Sessional			ESE	Total	
						CT	TA	Total			
1	MBA-201	Human Resource Management	3	0	0	20	10	30	70	100	4
2	MBA-202	Research Methodology	3	0	0	20	10	30	70	100	4
3	MBA-203	Business Environment	3	0	12	20	60	60	70	100	4
4	MBA-204	Financial Management	3	0	0	20	10	30	70	100	4
5	MBA-205	Cost & Management Accounting	3	0	0	20	10	30	70	100	4
6	MBA-206	Production and Operations Management	3	0	0	20	10	30	70	100	4
7	MBA-207	Operation Research	3	0	0	20	10	30	70	100	4
8	MBA-208	Business Law	3	0	0	20	10	30	70	100	4
9	MBA-209	Comprehensive Viva	0	0	0	0	0	0	100	100	4
10	ECC 211	Seminar on Industrial Visit	0	0	1		25	25		25	1
11	ECC 212	University Social Responsibility	0	0	1		25	25		25	1
12	ECC 213	Spoken Tutorial	0	0	1		25	25		25	1
13	ECC 214	NPTEL	0	0	1		25	25		25	1
<b>TOTAL</b>										<b>1000</b>	<b>40</b>

**Note- Students have to opt two specializations with each specialization consists of two papers.**

ESE- End Semester  
Examination CA - Class  
Test  
TA - Teacher Assessment

**Paper Code: MBA-201**  
**HUMAN RESOURCE MANAGEMENT**

**Course Credit: 4**

**Total Lectures: 40**

**Course Objectives:**

- In this course the students will learn the basic concepts and frameworks of Human Resource Management (HRM)
- Students will understand the role that HRM has to play in effective business administration.
- It will provide an insight as to how to use Human Resource as a tool to formulate and implement strategies in business organization.

**UNIT –I (10 sessions)**

Human Resources Management (HRM): Meaning, Nature and Scope, Difference between HRM and Personnel Management, HRM functions and objectives, HRM environment – external and internal. Challenges for future HR Manager. Importance and relevance of HRM ethics, ethical issues in HRM

**UNIT –II (8 sessions)**

Human Resources Development in India: evolution and principles of HRD, HRD Vs. Personnel functions, Role of HR managers. Strategic Human Resource Management: Nature, types of Strategies and Strategic Management Process (Environmental Scanning, Strategy Formulation, implementation and evaluation). Human Resources planning: Definition, purposes and process; Human Resources Information system (HRIS): HR accounting and audit.

**UNIT –III (8 sessions)**

Job Analysis and Job Design. The systematic approach to recruitment: recruitment policy, recruitment procedures, recruitment methods and evaluation. The systematic approach to selection: the selection procedure, the design of application form, selection methods, the offer of employment, and evaluation of process. Training and Development: Purpose, Process, On the job and Off the job Methods of training and designing a training program.

**UNIT –IV (6 sessions)**

Performance Appraisal: Definition, Purpose of appraisal, Procedures and traditional as well as modern techniques of performance appraisal, Job Evaluation. Compensation Administration: Nature and Objectives of compensation, components of pay structure in India, Wage Policy in India – Minimum Wage, Fair Wage and Living Wage and legal framework for compensation management in India. Incentive Payments: Meaning and Definition, Types and Scope of incentive scheme, Incentive Schemes in Indian Industries, Fringe Benefits.

**UNIT –V (8 sessions)**

Discipline and Grievance Procedures: Definition, Disciplinary Procedure, Grievance Handling Procedure. Industrial Relations: Nature, importance and approaches of Industrial Relations. Employee Welfare: Concept, Measures, Intra-mural Facilities, Extra-mural Facilities, Welfare Facilities by the Government, Welfare Activities by the Trade Unions, Welfare Work by Voluntary Agencies. Emerging Trends in HRM. International HRM: HRM framework, international recruitment and international employee retention schemes. Separation: Promotion, Transfer, lay-off, retrenchment, resignation, dismissal, Voluntary Retirement Scheme.

**Skill Development:**

(These activities are only indicative, the faculty member can innovate)

<b>Employable Skills</b>	<b>Measuring Tool</b>
Ability to identify and apply the knowledge of subject practically in real life situations	Workshop Quiz Classroom Discussions

**Course Outcomes:**

- CO1. Imbibe the importance of role of human resources management as it supports the success of the organization including the effective development of human capital as an agent for organizational change.
- CO2. Create the ability to formulate the HR strategies.
- CO3. Understand the role of employee benefits and compensation as a critical component of employee performance, productivity and organizational effectiveness.
- CO4. Developing understanding of challenges and complexities of the practice of collective bargaining.
- CO5. Giving exposure to new emerging trends in HRM.

**Suggested Readings:**

1. Bhattacharyya – *Human Resource Management*, Text and Cases (Excel Books, .),
2. Aswathappa K - *Human Resource and Personnel Management* (Tata McGraw Hill, 5th Ed.).
3. Decenzo- *Human Resource Management* (Wiley Dreamtech)
4. Dessler – *Human Resource Management* (Pearson Education, 13th Ed.)
5. Ivancevich – *Human Resource Management* (Tata McGraw Hill, 10th Ed.)
6. Mondy – *Human Resource Management* (Prentice hall, 10th Ed.)
7. Bernardi – *Human Resource Management* (Tata McGraw Hill, 4th Ed.)
8. Singh. Nisha - *Human Resource Management* (Himalaya Publication)

**Paper Code: MBA-202**  
**RESEARCH METHODOLOGY**

**Course Credit: 4**

**Total Lectures: 40**

**Course Objectives:**

- Understand the concept / fundamentals of research and their types.
- Understand the practical application of various research techniques.
- Understand the importance of scaling & measurement techniques and sampling techniques
- Understand the importance of coding, editing, tabulation and analysis in doing research.
- Understanding and applying the concept of statistical analysis which includes various parametric test and non parametric test and ANOVA technique and understand technique of report writing.

**UNIT I (10 Sessions)**

Concept of Research and Its Application in Various Functions of Management, Types of Research. Process of Research, Formulation and definition of research problem, formulation of research hypothesis, research design classification: - exploratory research design, descriptive research design (survey and observation) and causal research design (experimentation).

**UNIT II (8 Sessions)**

Collection of Data: Concept of Sample, Sample Size and Sampling Procedure, Various Types of Sampling Techniques. Classification of Data: Secondary and Primary, Methods of Collection of Data, Preparation of Questionnaire and Schedule, Types of Questions, Sequencing of Questions, Concept of measurement and scaling: important scaling techniques – comparative and non-comparative.

**UNIT III (8 Sessions)**

Analysis of Data: Coding and Tabulation of Data, Various Kinds of Charts and Diagrams Used in Data Analysis: Bar and Pie Diagrams and their Significance, Measurement of Central Tendency, Measure of Dispersion and their uses, SPSS in Data Analysis.

**Unit IV (8 sessions)**

Hypothesis: Qualities of a good Hypothesis, Framing Null Hypothesis & Alternative Hypothesis. Concept of Hypothesis Testing Logic & Importance. Test of Significance: Small sample tests: t (Mean, proportion) and F tests, Z test, Application Of Analysis of Variance (ANOVA).

**UNIT V (6 Sessions)**

Report Preparation: Types, Report Structure: preliminary section, main report, interpretation of results, suggestions and recommendations, limitations of the study, bibliography, Report formulation, Guidelines for effective documentation.

**Skill Development:**

(These activities are only indicative, the faculty member can innovate)

<b>Employable Skills</b>	<b>Measuring Tool</b>
Ability to identify and apply the knowledge of subject practically in real life situations	Workshop Quiz Classroom Discussions

**Course Outcomes:**

- CO1: Knowledge of concept / fundamentals for different types of research. Knowledge.
- CO2: Applying relevant research techniques.
- CO3: Understanding relevant scaling & measurement techniques and should use appropriate sampling techniques.
- CO4: Synthesizing different techniques of coding, editing, tabulation and analysis in doing research.
- CO5: Evaluating statistical analysis which includes various parametric test and non parametric test and ANOVA technique and prepare report.

**Suggested Readings:**

1. Cooper and Schindler - *Business Research Methods* (Tata Mc Graw Hill, 9th Edition)
2. Saunders - *Research Methods for Business students* (Pearson Education, 2nd Edition, 2007)
3. Gravetter - *Research Method for Behaviourial Sciences* (Cengage Learning)
4. Beri G.C - *Marketing Research* (Tata Mc Graw Hill, 4th Edition)
5. Chawala, Deepak & Neena Sondhi: *Research Methodology: Concepts and Cases* Vikash Publishing House
6. Kothari, C.R.: *Research Methodology: Methods and Techniques*, New Age International Publishers.

**MBA-203**  
**BUSINESS ENVIRONMENT**

**Course Credit: 4**

**Total Lectures: 40**

**Course Objectives:**

- The basic objective of the course is to develop understanding of business environment.
- To make students to realize the impact of environmental factors on Business.
- To inculcate knowledge about the Indian and international business environment.

**UNIT I (08 Sessions)**

Overview of Business Environment : Meaning and Significance, Factors affecting Business Environment; Environmental Analysis and Forecasting; Overview of Economic, Political, Financial, Technological, Demographic Environment in India; Planning in India - Planning Commission, Critical Evaluation of Five Year Plans; Industrial Policy in India upto 1991, Industrial Policy after 1991

**UNIT II (10 Sessions)**

Indian Financial System: Monetary and Fiscal Policy; Overview of Indian Financial System; Primary and Secondary Financial Markets; Need & Functions of Regulatory Institutions – RBI, SEBI, IRDA; Macroeconomic Indicators: GDP, GNP, National Income, Per Capita Income, Inflation.

**UNIT III (08 Sessions)**

Overview of Public, Private, Joint and Co-operative Sectors; MSME, Village and Cottage Industry; Privatization & Disinvestment; Price and Distribution Controls; Food Security; Competition Policy and Law; Liberalization, Privatization and Disinvestments; Globalization, MNCs.

**UNIT IV (06 Sessions)**

Societal Environment; Social Responsibility of Business; Business Ethics; Labour Welfare and Social Security; Consumer Rights & Consumer Protection; Corporate Governance.

**UNIT-V (08 Sessions)**

Development and Regulation of Foreign Trade, GATT/WTO, FEMA Act, FDI, FII, etc, Foreign Trade, Balance of Payments; Role of Industry in Economic Development; Poverty in India, Unemployment in India, Human Development, Rural Development, Problems of Growth.

**Skill Development:**

(These activities are only indicative, the faculty member can innovate)

<b>Employable Skills</b>	<b>Measuring Tool</b>
Ability to identify and apply the knowledge of subject practically in real life situations	Workshop Quiz Classroom Discussions

**Course Outcomes:**

- CO1: Exposing students to micro and macro environmental factors.
- CO2: Evaluate the economic & political environmental dynamics to cope with the changing regulations affecting business and its profitability.
- CO3: Analyse the competitive forces in environment and accordingly devise business policies and strategies to meet the competition.
- CO4: To familiarize students with technological advancement in the current scenario and encourage them to adopt new technologies while managing micro, small and medium enterprises.
- CO5: Exploring international factors influencing domestic businesses and measures to be taken for successful global business operations

**Suggested Readings:**

- Cherunilam Francis., *Business Environment: Text and Cases*, Himalaya Publishing, 8th Ed.
- Mishra S K & Puri V K - *Economic Environment of Business*, Himalaya Publishing, 3rd Ed.
- Shaikh & Saleem., *Business Environment*, Pearson, 2nd Edition
- Mittal., *Business Environment*, Excel Books
- Neelamegam V., *Business Environment*, Vrinda Publications , 2nd Edition
- Fernando., *Business Environment*, Prentice Hall
- Paul Justin., *Business Environment: Text and Cases*, Tata Mc Graw Hill.

**FINANCIAL MANAGEMENT****Total Lectures: 40****Course Objectives:**

- To develop understanding of financial concepts
- To develop skills of financial tools and techniques
- To make familiar with implications in financial management

**UNIT I (10 Sessions)**

Concept, Meaning & Importance of Finance, Finance functions- Approaches and Scope, Objective of financial management, Relationship of finance with other business functions, Profit maximization vs. Wealth maximization, Functions of Finance Manager in Modern Age, Financial decision areas, Time Value of Money-Concept & Techniques, Risk and Return Trade off.

**UNIT II (8 Sessions)**

Sources of Finance: Classification of sources of finance; Sources of short term & long term loans; potentiality of equity shares, preference shares, debentures and bonds as sources of long-term finance; Cost of Capital: Meaning, Concept & Significance; Cost of equity, preference shares, debentures and retained earnings, weighted average cost of capital and implications.

**UNIT III (8 Sessions)**

Concept and Approaches of capital structure decision: NI, NOI, Traditional and Modigliani Miller Approach; Factors determining capital structure; Change in capitalization; Leverage Analysis – financial, operating and combined leverage along with implications; Working Capital Leverage; Trading on equity; EBIT-EPS Analysis & Indifference Points.

**Unit IV (8 sessions)**

Appraisal of project; Concept, Process & Techniques of Capital Budgeting and its applications; Capital Budgeting Process; Evaluation of Investment proposals; Risk and Uncertainty in Capital Budgeting; Factors influencing Capital Expenditure Decisions; Concept of retained earnings and plough back of profits, Relevance and Irrelevance Theories of dividend decision: Walter's Model, Gordon's Model and Modigliani Miller Model; Factors affecting dividend decision; Dividend policy in Practice.

**UNIT V (6 Sessions)**

Overview of Working Capital Decision: Concept, components, operating cycle, factors affecting working capital requirement, Management of Working Capital, Management of cash, Motive for holding cash, Cash management model, Inventory and Receivables; Introduction to Working Capital Financing, Tools & Techniques of inventory management, Objectives & Dimensions of receivables management.

**Skill Development:**

(These activities are only indicative, the faculty member can innovate)

<b>Employable Skills</b>	<b>Measuring Tool</b>
Ability to identify and apply the knowledge of subject practically in real life situations	Workshop Quiz Classroom Discussions

**Course Outcomes:**

- CO1: Understand the different basic concept of finance
- CO2: Understand the practical application of time value of money and evaluating long term investment decisions
- CO3: Developing analytical skills to select the best source of capital ,its structure on the basis of cost of capital
- CO4: Understand the use and application of different models for firm's optimum dividend payout.
- CO5: Develop understanding of working capital management

**Suggested Readings:**

1. Ravi M. Kishor - *Financial Management* (Taxmann, 1st Ed.).
2. Pandey IM - *Financial Management* (Vikas, 2004, 9th Ed.)
3. Khan and Jain - *Financial Management* (Tata McGraw Hill, 3rd Ed.)
4. R P Rustagi - *Financial Management* (Galgotia, 2000, 2nd revised ed.)
5. Prasanna Chandra - *Fundamentals of Financial Management* (TMH, 2004)

**MBA-205**  
**COST & MANAGEMENT ACCOUNTING**

**Course Credit: 4**

**Total Lectures: 40**

**Course Objective:**

- The objective of this course is to expose the students to the applied aspect of accounting
- To make them familiar with the techniques of using accounting information for decision making.
- To create ability to understand accounting language, the students should be in a position to make effective use of accounting information in resolving the problems
- To develop skills to ascertain the cost.

**UNIT I (10 Sessions)**

Introduction: Accounting for Management, Role of Cost in decision making, Objectives of Management Accounting and Cost Accounting, Cost Accounting VS. Financial Accounting, types of cost, cost concepts, Elements of cost - Materials, Labour and overheads and their Allocation and Apportionment, preparation of Cost Sheet, Methods of Costing, Reconciliation of Cost and Financial Accounting.

**UNIT II (8 Sessions)**

Marginal Costing and Break Even Analysis: Introduction, Concept of Marginal Costing, Application & Limitation of marginal costing, Marginal Costing versus Absorption Costing, Cost-Volume-Profit Analysis and P/V Ratio Analysis and their implications, Concept and uses of Contribution & Break Even Point and their analysis for various types of decision-making like single product pricing, multi product pricing, replacement, sales etc.

**UNIT III (8 Sessions)**

Budgeting: Concept of Budget, Budgeting and Budgetary Control, Objectives & Functions budgeting, Elements of a successful budgeting plan, Advantages and Limitations of Budgetary Control, Types of Budget, Preparation of Cash Budget, Sales Budget, Production Budget, Materials Budget, Capital Expenditure Budget and Master Budget.

Differential Costing and Incremental Costing: Concept, uses and applications, Methods of calculation of these costs and their role in management decision making like sales, replacement, buying etc

**Unit IV (8 sessions)**

Standard Costing: Introduction, Definition of standard costing, Meaning, Advantages of standard costing, Developing or setting standards, calculation of Material Variance, Labour Variance, and Overhead Variance, and its applications and implication.

Responsibility Accounting & Transfer Pricing: Concept and various approaches to Responsibility Accounting, Responsibility performance reporting, concept of investment center, cost center, profit center and responsibility center and its managerial implications, Transfer Pricing: concept, types & importance, Methods of transfer pricing.

**UNIT V (6 Sessions)**

Management control system: Concept, characteristics & process of management control system; Neo Concepts for Decision Making: Activity Based Costing, Cost Management, Value Chain Analysis, Target Costing & Life Cycle Costing : concept, strategies and applications of each.

**Skill Development:**

(These activities are only indicative, the faculty member can innovate)

<b>Employable Skills</b>	<b>Measuring Tool</b>
Ability to identify and apply the knowledge of subject practically in real life situations	Workshop Quiz Classroom Discussions

**Course Outcomes:**

- Enhancing skills of cost and management accounting
- Developing understanding of break even analysis and marginal costing and create the ability to use technical knowledge of these concepts towards business problems
- Inculcate the knowledge of various aspects of budgeting
- Familiarize students with variances and make them able to take managerial decision.
- Developing the skills of application of management control system towards decision making process.

**Suggested Readings:**

1. Pandey I M - *Management Accounting* (Vikas, 2004, 3rd Ed.)
2. Bhattacharyya S K and Dearden J - *Accounting for Management* (Vikas, 1987, 8th Ed.)
3. Khan and Jain - *Management Accounting* (Tata McGraw-Hill, 2000, 3rd Ed.)
4. Sahaf M A - *Management Accounting: Principles and Practice* (Vikas, 2000, 1st Ed.)
5. Ravi M. Kishor – *Cost & Management Accounting* (Taxmann, 1st Ed.)

**PRODUCTION AND OPERATIONS MANAGEMENT****Total Lectures: 40****Course Objectives:**

- To understand the role of Operations in overall Business Strategy of the firm.
- To understand the application of operations management policies and techniques to the service sector as well as manufacturing firms.
- To identify and evaluate the key factors and their interdependence of these factors in the design of effective operating systems.
- To understand the trends and challenges of Operations Management in the current business environment.
- To familiarize the students with the techniques for effective utilization of operational resources and managing the processes to produce good quality products and services at competitive prices.

**UNIT I (10 Sessions)**

**Production Management:** Integrated Production Management, System Productivity, Capital Productivity, Labour Productivity, Personnel Productivity, Training

**Operations Management:** Introduction, Operations Management and Strategy, Tools for Implementation of Operations, Industry Best Practices

**UNIT II (8 Sessions)**

**Forecasting:** Introduction, The Strategic Importance of Forecasting, Benefits, Cost implications and Decision making using forecasting, Classification of Forecasting Process, Methods of Forecasting, Forecasting and Product Life Cycle, Selection of the Forecasting Method, Qualitative Methods of Forecasting, Quantitative Methods, Associative Models of Forecasting, Accuracy of Forecasting

**Location Strategies:** Introduction, Location Planning Process. **Facility or Layout Planning and Analysis:** Introduction, Objectives of Layout, Classification of Facilities, Basis for Types of Layouts, Why Layout decisions are important, Nature of layout problems, Redesigning of a layout, Manufacturing facility layouts, Types of Layouts, Layout Planning, Evaluating Plant Layouts, Assembly Line Balancing, Material handling

**UNIT III (8 Sessions)**

**Total Quality Management:** Introduction, Meaning and Dimensions of Quality, Quality Control Techniques, Quality Based Strategy, Total Quality Management (TQM), Towards TQM – ISO 9000 as a Platform – Working with Intranet, Total Productive Maintenance (TPM)

**Unit IV (8 sessions)**

**Operations Scheduling:** Introduction, Purpose of Operations Scheduling, Factors Considered while Scheduling, Scheduling Activity under PPC, Scheduling Strategies, Scheduling Guidelines, Approaches to Scheduling, Scheduling Methodology [Quantitative], Scheduling in Services

**UNIT V (6 Sessions)**

**Value Engineering:** Introduction, Value Engineering/Value Analysis, Relevance of VE in Modern Manufacturing, Process of Value Analysis, VE – Approaches and Aim, Providing Value to the Customers, Benefits

**Just-In-Time :** Introduction, Characteristics of JIT, Key Processes to Eliminate Waste, Implementation of JIT, Pre-requisites for implementation, JIT Inventory and Supply Chains

**Skill Development:**

(These activities are only indicative, the faculty member can innovate)

<b>Employable Skills</b>	<b>Measuring Tool</b>
Ability to identify and apply the knowledge of subject practically in real life situations	Workshop Quiz Classroom Discussions

**Course Outcomes:**

- CO1: Understand the role of Operations in overall Business Strategy of the firm - the application of OM policies and techniques to the service sector as well as manufacturing firms.
- CO2: Understand and apply the concepts of Material Management, Supply Chain Management and TQM perspectives.
- CO3: Identify and evaluate the key factors and their interdependence of these factors in the design of effective operating systems.
- CO4: Analyze / understand the trends and challenges of Operations Management in the current business environment.
- CO5: Apply techniques for effective utilization of operational resources and managing the processes to produce good quality products and services at competitive prices.

**Suggested Readings:**

1. MAHADEVAN: *Operation management: Theory and Practice* (PEARSON) (with MLSA)
2. Chary - *Production and Operations Management* (Tata McGraw-Hill, 1997, 9th Edition)
3. Bisen& Singh-*Operation & Logistics Management* (Excel Books)
4. R.V.Badi& N.V. Badi - *Production & Operation Management* (Vrinda Publications 3rd Edition)
5. Raghuram G. (I.I.M.A.) - *Logistics and Supply Chain Management* (Macmillan, 1st Ed.)
6. Krishnan Dr. Gopal - *Material Management*, (Pearson,New Delhi, 5th Ed.)



**OPERATION RESEARCH****Total Lectures: 40****Course Objectives:**

- To develop a deeper understanding of the quantitative techniques
- To create ability to solve the business problems by applying techniques of operation research
- To familiarize students with linear programming and developing skills to apply to decision making process

**UNIT I (8 Sessions)**

Operations Research: Introduction to Operations Research: Introduction, Historical Background, Scope of Operations Research , Features of Operations Research, Phases of Operations Research, Types of Operations Research Models, Operations Research Methodology, Operations Research Techniques and Tools , Structure of the Mathematical Model, Limitations of Operations Research

**UNIT II (10 Sessions)**

Game Theory: Introduction, Competitive Situations, Characteristics of Competitive Games, Maxmin – Minimax Principle, Dominance Project Scheduling and PERT-CPM: Introduction, Basic Difference between PERT and CPM, PERT/CPM Network Components and Precedence Relationship

**UNIT III (8 Sessions)**

Linear Programming: Introduction, Linear Programming Problem, Requirements of LPP, Mathematical Formulation of LPP, Graphical Methods to Solve Linear Programming Problems, Applications, Advantages, Limitations Simplex Method: Introduction, Standard Form of LPP, Fundamental theorem of LPP, Solution of LPP – Simplex Method, The Simplex Algorithm, Penalty Cost Method or Big M-method, Two Phase Method, Solved Problems on Minimisation duality of LPP.

**Unit IV (6 sessions)**

Assignment Problem: Introduction, Mathematical Formulation of the Problem, Hungarian Method Algorithm, Routing Problem, Travelling Salesman Problem.

**UNIT V (8 Sessions)**

Transportation Problem: Introduction, Formulation of Transportation Problem (TP), Methods of finding initial Solution of Transportation Problem(north west corner rule, Matrix Minima, Row & column Minima, Vogels Approximation, Transportation Algorithm (MODI Method), the Initial Basic Feasible Solution, Moving Towards Optimality

**Skill Development:**

(These activities are only indicative, the faculty member can innovate)

<b>Employable Skills</b>	<b>Measuring Tool</b>
Ability to identify and apply the knowledge of subject practically in real life situations	Workshop Quiz Classroom Discussions

**Course Outcomes:**

- Develop the understanding of operation research models
- Create the ability of using of CPM/PERT techniques towards decision making process.
- Familiarize the students with LPP concepts and developing skills to use linear programming in a best possible way.
- Developing the understanding of assignment problems from business perspective.

Exposure to transportation problems and sharpening the skills to solve the transportation problems.

**Suggested Readings:**

1. R. Panneerselvam - *Operations Research* (PHI, 2nd Edition)
2. Sharma J K - *Operations Research* (Pearson, 3rd Edition)

**BUSINESS LAW****Total Lectures: 40****Course Objectives:**

- To provide basic understanding of law of contract, Law of agency, Bailment & Pledge
- To get students familiar with the provisions of Negotiable Instruments Act, Law of Insurance and Law of Partnership to avoid the legal complexities while transacting business.
- To impart knowledge of basic provisions of Companies Act to handle the business situations.
- To create an awareness about important legislations namely Sale of Goods Act, Consumer Protection Act, Factories Act having impact on business.

**UNIT I (6 Sessions)**

**Introduction to Indian Legal System:** Introduction to Law, Legal Terminology, Different Legal systems of the world (Brief overview), Sources of law, Salient Features of Constitution of India, Judiciary, Hierarchy of courts.

**UNIT II (8 Sessions)**

**Indian Contract Act 1872:** Definition, concept of contract, valid contract and its essential elements, Types of contract, Quasi Contract, Discharge of Contract; Breach of contract and its remedies,

**Law of Agency:** Introduction, Agent and Agency, Kinds of Agencies, Creation of Agency, Principal and Agent, Termination of Agency, Contract of Indemnity and guarantee, Bailment.

**UNIT III 10 Sessions)**

**Sale of Goods Act, 1930:** Contract of sale, agreement to sell, Conditions and warranties, Hire-Purchase, Passing of property, transfer of property, remedies for breach; rights of unpaid sellers. Doctrine of caveat emptor.

**Negotiable Instruments Act, 1881:** Introduction , Definition and Meaning of Negotiable Instrument, Promissory Note, Bill of Exchange , Cheque, Parties to Negotiable Instruments, Maturity of Negotiable Instrument, Negotiation , Dishonour of a Negotiable Instrument, Notice of dishonour, discharge of a Negotiable Instrument.

**Unit IV (10 sessions)**

**Companies Act, 1956:** Introduction, Definition and Characteristics, Classification of Companies, Incorporation of a Company, Share Capital, Company management, Meetings, Resolution,

**Consumer Protection Act [COPRA], 1986:** Introduction, Background, Definitions, Consumer Protection Council, Central Consumer Protection Council, Consumer Redressal Agencies, Administrative Control of National Commission

**Partnership Act, 1932:** Introduction, Nature of the Partnership, Features of Partnership, Qualities of a Partnership, Advantages, Limitations, Kinds of Partners, Partnership Deed, Registration of a Partnership, Effects of registration , Effects of non – registration, Rights and Duties of Partners, Dissolution of Partnership

**UNIT V (6 Sessions)**

**Information Technology Act, 2000:** Background, Salient Features, Digital Signature, Electronic Governance, Regulation of Certifying Authorities, Cyber Laws, Penalties for Offences

**Intellectual Property Rights:** Meaning and Scope of Patent Act and Amendments of WTO Agreements, Rights of Patentee, Infringement, Remedies, Trademarks, Copyright

**Competition Act, 2002:** Meaning & Scope of Competition Act, Salient Features of Competition Act, Offences and Penalties under the Act.

**Skill Development:**

(These activities are only indicative, the faculty member can innovate)

<b>Employable Skills</b>	<b>Measuring Tool</b>
Ability to identify and apply the knowledge of subject practically in real life situations	Workshop Quiz Classroom Discussions

**Course Outcomes:**

- CO1: Acquire a sound understanding of the legal aspects of the laws affecting businesses
- CO2: Apply basic legal knowledge to business transactions.
- CO3: Communicate effectively using standard business and legal terminology
- CO4: Analyse a given business context using basic understanding of the applicable Acts and develop a suitable operational framework.
- CO5: Describe current law, rules, and regulations related to settling business disputes

**Suggested Readings:**

1. Kuchhal M.C. - *Business Law* (Vikas Publication, 4 th Edition)
2. Gulshan S.S. - *Business Law Including Company Law* (Excel Books)
3. Avtar Singh - *Principles of Mercantile Law* (Eastern Book Company, 7th Edition).
4. N.D Kapoor & Rajni Abbi-*General Laws & Procedures* (Sultan Chand & Sons)
5. Durga Das Basu- *Constitution of India* (Prentice Hall of India)