TEACHING PLANS

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2022-2023

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH, GWALIOR (MP)

SESSION PLAN

SUB: PRINCIPLES & PRACTICES OF MANAGEMENT

FACULTY: Dr. CHANDA GULATI

SUB CODE: MBA-101   **CLASS: MBA I B**

HOURS REQUIRED: 38 HOURS

Session	Unit	Description	Tools used
1	**Unit- 1**	Introduction to Management, Nature , Importance	Lecture + Presentation
2		Evolution of Management	L+Presentation
3		-do-	L+Presentation
4		Function, Management Skills, Levels of Management	L+Presentation
5		Hawthorne Experiments, human Relation Movement	L+Presentation
6		Social System Approach & Decision Theory Approach	L+Presentation
7		Social Responsibility & Ethics in Management	L+Presentation
8	**Unit-2**	Planning	L+Presentation
9		Nature, Scope, Objectives, Significance	L+Presentation
10		Types of Planning	L+Presentation
11		Planning process	L+Presentation
12		Planning Premises & Forecasting	L+Presentation
13		Objective Setting, Process of objective Setting	L+Presentation
14		MBO: Concept, Process and Managerial Implications	L+Presentation
15		Decision Making, types & Styles of Decision Making	L+Presentation
16	**Unit-3**	Organizing: Concept & Theories	L+Presentation
17		Organizational Structure	L+Presentation
18		Departmentation, Span of Control	L+Presentation
19		Organizational Designing, Contingency Approach, Learning Organization	L+Presentation
20		Practice session with case	Case Study
21	**Unit-4**	Staffing : Concept	L+Presentation
22		Manpower Planning	L+Presentation
23		Job Design, Rescruitment	L+Presentation
24		Selection	L+Presentation
25		Training-Concept, Process	L+Presentation
26		Training Methods	L+Presentation

Course Name: **Principles & Practices of Management,** *This course outline has been prepared by* **Dr. Chanda Gulati**, *PIMR-G,* **Batch: July-Dec, 2022**

27		Performance Appraisal	L+Presentation
28		PA process	L+Presentation
29		Appraisal Techniques	L+Presentation
30		DIRECTING : Concept	L+Presentation
31		Direction Principles	L+Presentation
32		Supervision Principles	L+Presentation
33		Case Study	Case Study
34	**Unit-5**	Controlling	L+Presentation
35		Types of Controlling	L+Presentation
36		Factors of Effective Control System	L+Presentation
37		Controlling Techniques: Pre, Concurrent, Post Control	L+Presentation
38		Practice session with case	Case Study

Course Name: **Principles & Practices of Management,** *This course outline has been prepared*
by **Dr. Chanda Gulati***, PIMR-G, **Batch: July-Dec, 2022***

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior Semester: II

MBA – Batch (2022-24)

Course: Managerial Economics,   Course Code – MBA-102

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Prof Navita Nathani
Telephone: 0751-4097056
E-Mail: drnavita810@gmail.com
Office Hours: 10:00 AM to 5:30 PM
Consulting Hours: 3:00PM-5:00PM

Course Objective:

The course aims to explain the fundamental concepts of Managerial Economics and how it revolves around microeconomic theories while considering the impact of macroeconomic environment.

It aims to explain the theories of Demand, Supply, Production, Cost, Pricing to enhance decision making skills. It also covers the concepts of National Income.

Course Outcomes:

On completion of the course students will be able to:

CO1: understand theories, concept, process and framework of microeconomic theories such as Demand Theory, Supply Theory etc. and its use in decision making in a firm. Understand various curves associated with each theory.

CO2: analyze the process of time series analysis, demand forecasting and its estimation with the use of statistical tools. Analyzing real business problems with the help of theories.

CO3: establish relation between managerial economics   and   other   disciplines   like Microeconomics, Macro economics, econometrics, operation research, etc.

CO4: understand the concepts of Markets and its type. Also understand the theories of cost, production and revenue in short-run and long-run aspects. Helps in making pricing decisions strategies in a firm.

Course Pedagogy: The pedagogy is mix of classroom teaching through interactive boards, presentation, lecture to watching videos, exercises, solving case studies and discussions with special focus on collaborative learning.

Linkage with Other Courses: Microeconomics, Macroeconomics (B.com, BBA, MBA)

UNIT-1 Introduction to Economics and Demand Analysis		
Class	**Learning Objective**	**Assessment/Evaluation**
7 classes	Nature and scope of Managerial Economics, Significance in decision making, Objectives of a firm, Law of DMU, Indifference curves, Law of demand, Exceptions, assumptions and factors of law of demand, Market demand vs Individual Demand, Shifts in demand curve.	**MCQ test / Subjective test/ Class Presentation/ Assignment**
UNIT 2: Supply, Elasticity of demand and supply		
Class	**Learning Objective**	**Assessment/Evaluation**
10 classes	Meaning of supply, Significance and methods of supply analysis, Law of supply, Shifts in supply curve, Individual supply vs market supply; Price, Income, Cross, Point and arc elasticity, use of elasticity of demand and supply in managerial decision making, elasticity of supply and its role in managerial decision making.	**MCQ test / Subjective test/ Class Presentation/ Assignment**
UNIT 3 : Production concept and analysis, Market structure.		
Class	**Learning Objective**	**Assessment/Evaluation**
10 classes	Production function, Law of variable proportions, law of returns to scale, cob douglas production function, cost theory, short run and long run cost curves and their managerial uses. Perfect competition, monopoly, monopolistic markets, Pricing and output determination in different types of markets. Price discrimination.	**MCQ test / Subjective test/ Class Presentation/ Assignment**
UNIT 4 : Oligopoly, price competition and pricing		
Class	**Learning Objective**	**Assessment/Evaluation**
8 classes	Features of oligopoly, Quantity competition: A dominant firm; Price rigidity and Kinked demand, Price leadership, price determination, Full cost pricing Product line pricing, Price skimming and penetration pricing.	**MCQ test / Subjective test/ Class Presentation/ Assignment**
Unit 5 : National income and Inflation		

Course Name' *This course outline has been prepared by **Prof Nathani, PIMR**-G 22-23*

Class	Learning Objective	Assessment/Evaluation
6 classes	Concepts, GDP, GDP inflator Real GDP vs Nominal GDP, Measures of calculating National Income, Inflation, Business cycle, dynamic surplus theory, Risk and uncertainity bearing theory, Innovation theory.	**MCQ test / Subjective test/ Class Presentation/ Assignment**

Suggested Reading

1. Introductory Microeconomics and macroeconomics by T.R. Jain and V.K Ohri, V.K. Publications
2. Managerial Economics by Damodaran, S. , Oxford University Press
3. Managerial Economics by Dwivedi, D., Vikas Publishing house
4. Managerial Economics in Global economy by Salvatore D., and Brooker R.F., New York : McGraw Hill

Macroeconomics,

Course Name' *This course outline has been prepared by* ***Prof Nathani, PIMR****-G 22-23*

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: July-Dec 2022
MBA – Batch (2022-24)
Course: MBA 105 – BUSINESS ETHICS & CSR
Course Code: MBA 105
Credit: 4
Session Duration: 60 Minutes

FACULTY (Name): Sugandha Muduli

Telephone : 7978410491

E-Mail : sugandha.muduli@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Objective:
To sensitize the students about the importance of business ethics and human values in life.

Course Outcome
After successful completion of this course students will be able to:

CO1(A): Understanding of business ethics and CSR concepts.
CO(B): Identify and Explain the factors influencing Ethical and CSR activities in business.
CO2: Apply the knowledge and principles of Ethics and CSR in different functions of HR, Marketing, and Finance.
CO3: Examine the best practices, code of conduct, and ethical dilemma in business and its decision making.
CO4: Evaluate the various approaches of CSR and the role of business ethics in organization sustenance.

Course Outcomes	PO1	PO2	PO3	PO4	PO5
CO1(A)	3	3	2	3	1
CO1(B)	3	2	2	2	2
CO2	3	3	3	2	2
CO3	2	3	2	2	2
CO4	3	3	2	2	2
AVERAGE	3	3	2	2	2

Course Pedagogy:

Lecture, Case study, Role play Course

Readings:

Prescribed Book(s):

- Velasquez Manuel G: Business ethics- concepts and cases.
- Fernando A.C.: Business Ethics – An Indian Perspective.
- Crane Andrew & Matten Dirk: Business Ethics, Oxford.
- Ghosh B N: Business Ethics & Corporate Governance, Mc Graw Hill
- DeGeorge Richard T.: Business Ethics, Pearson
- Luthans Fred, Richard, M. Hodgetts and Kenneth, R. Thompson, Social issues in business, Macmillan, USA

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	20
Quiz/Written Test	5
Case Analysis and Presentation	10
Class Participation	5
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Meaning of ethics, Nature and Essence of Ethics,	PPT + Lecture
2.		Ethical problems occur in business	PPT + Lecture
3.		Theories of ethics: Utilitarianism: weighing social cost and benefits,	PPT + Lecture
4.		Rights and duties, Justice and fairness,	PPT + role play
5.		Ethics of care, Integrating utility	PPT + Lecture
6.		Rights, justice and caring,	PPT + Lecture
7.		An alternative to moral principles: virtue ethics, teleological theories, egoism theory, relativism theory.	PPT + Lecture
8.	**UNIT 2**	Managing ethics in organization	PPT + Lecture
9.		Worker's and employee's rights and responsibilities	PPT + Lecture
10.		Scope of Business Ethics	PPT + Lecture + video
11.		Ethics in Compliance	PPT + Lecture
12.		Ethics in Finance,	PPT + Lecture
13.		Ethics in Human Resources	PPT + Lecture, Role Play
14.		Ethics in Marketing	PPT + Lecture+ Case Study
15.		Ethics in Production	PPT + Lecture
16.		Advantages of Business Ethics	PPT + Lecture+ Video
17.		Professional ethics	PPT + Lecture
18.	**UNIT 3**	Organization Structure And Ethics	PPT+ Lecture
19.		Role of Board of Directors, Ethics Programme	PPT+ Lecture
20.		Best Practices in Ethics Programme	PPT+ Lecture

21.		Features of Good Ethics	PPT+ Lecture
22.		Principles of social and ethical accounting Ethics Audit	PPT+ Lecture
23.		Organizational moral standards and the ethical dilemmas of decision-making	PPT+ Lecture
24.		Role of Business Ethics in Sustainable Development	PPT+ Lecture
25.	**UNIT 4**	Programme, Code of Conduct	PPT+ Lecture
26.		Model Code of Business Conduct & Ethics Credo	PPT+ Lecture
27.		Ethics Training and Communication	PPT+ Lecture
28.		Ethics Committee, Functions of Ethics Committee	PPT+ Lecture
29.		Integrity Pact, Whistle Blower Policy and Whistle Mechanism Social and Ethical Accounting.	PPT+ Lecture
30.		Contemporary Developments: Integrated Reporting	PPT+ Lecture
31.		Integrated Reporting by Listed Entities in India	PPT+ Lecture
32.		Relation between Integrated Reporting and Sustainability Reporting	PPT+ Lecture
33.	**UNIT 5**	Meaning and definitions of CSR, Significance of CSR in society	PPT + Lecture
34.		Factors influencing CSR, Triple bottom line approach of CSR	PPT + Lecture
35.		CSR in India, Corporate Social Responsibility Voluntary Guidelines, 2009	PPT + Lecture
36.		National Voluntary Guidelines on Social,	PPT + Lecture
37.		Environmental and Economic	PPT + Lecture
38.		Responsibilities of Business	PPT + Lecture
39.		CSR under the Companies Act, 2013	PPT + Lecture
40.		Global Principles and Guidelines	PPT + Lecture

41.		CSR Audit, Profit maximization vs. social responsibility	PPT + Lecture
42.		Corporate Sustainability and Corporate Social Responsibility	PPT + Lecture

Prestige Institute of Management and Research, Gwalior

Session Plan

Class: MBA (Full Time) I Semester

Subject Name: Computer Applications MBA – 107   **Lecture hours: 39**

Objective: The course details the tools of information technology for effectively disseminating information in an appropriate manner. To equip students with knowledge and skills of Computer Applications to succeed in this era of information technology.

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/Instructional techniques	Evaluation/ learning
Unit I	**Introduction of Computer System:**	**8**		
1.	Computer Hardware and Software	1	Lecture/Live example	Question and Answer
2.	Framework of computer	1	Lecture/Live Example	Question and Answer, Live problem discussion
3.	Input and output devices and central processing unit	1	Lecture/Live Example	Question and Answer
4.	Computer memories	1	Lecture/Live Example	Question and Answer
5.	Types of computer systems	1	Lecture/Live Example	Question and Answer
6	Types of various software's, system software and application software	1	Lecture/Live Example	Question and Answer

7	Some basic terms related to operating system	1	Lecture/Live Example	Question and Answer
8	Functions and Types of operating system	1	Lecture/Live Example	Question and Answer
Unit II	**MS Word & MS Power Point : Concepts and Applications**	**11**		
1.	Basic terms- tool bar, format bar, and status bar etc.	1	Lecture	Question and Answer
2.	Insert table, charts, smart arts, graphics, page options etc.	1	Lecture/Li ve Example	Question and Answer
3.	Adding graphics, pages options, insert citations,	1	Lecture	Question and Answer
4.	Creating, editing and saving word document, use of auto text	1	Lecture/liv e example	Question and Answer
5.	Spelling and grammar tool	1	Lecture	Question and Answer
6	Creating a cover letter, uses of Mail Merge and its applications.	**2**	Lecture/live example	Question and Answer
7	Preparation of power-point presentation, what to include and what not to include in slides	**1**	Lecture/live example	Question and Answer
8	Inserting new slide and deleting any slide	**1**	Lecture/live example	Question and Answer
9	Use of master slides, insertion of figure	**1**	Lecture/live example	Question and Answer
11	Graphics and charts in presentation.	**1**	Lecture/live example	Question and Answer

Unit III	Introduction to MS Excel	07		
1.	Understanding Basic working with Excel, Quick review on MS Excel Options, ribbon, sheets, Saving Excel File as PDF, CSV and older versions, Copy, Cut, Paste, Hide, Unhide and link the data in Rows.	2	Lecture/liv e example	Question and Answer
2.	Columns and Sheet; Using paste special options, Formatting cells, Rows, Columns and sheets, Protecting and Unprotecting cells, rows, columns and sheets with or without password.	1	Lecture/liv e example	Question and Answer
3.	Page Layout and Printer properties, Inserting Pictures and other objects in worksheets.	2	Lecture/liv e example	Question and Answer
4	Understanding Data Consolidation, Consolidating With Identical Layouts , Consolidating With Different Layouts.	*2*	Lecture/liv e example	Question and Answer
Unit IV	Working with Functions/Formulas	08		
1.	Lookup and Reference Functions: VLOOKUP, HLOOKUP, INDEX, ADDRESS, MATCH, OFFSET, TRANSPOSE, INDIRECT etc. Logical Functions: IF/ELSE, AND, OR, NOT, TRUE, NESTED IF/ELSE etc.	2	Lecture	Question and Answer
2.	Database functions: DGET, DMAX, DMIN, DPRODUCT, DSTDEV, DSTDEVP, DSUM, DVAR, DVARP etc. Date and time functions: DATE, DATEVALUE, DAY, DAY360, SECOND, MINUTES, HOURS, NOW, TODAY, MONTH, YEAR, YEARFRAC, TIME, WEEKDAY, WORKDAY.	2	Lecture/liv e example	Question and Answer
3.	Information functions: CELL, ERROR.TYPE, INFO, ISBLANK, ISERR, ISERROR, ISEVEN, ISLOGICAL, ISNA, ISNONTEXT, ISNUMBER, ISREF, ISTEXT, TYPE etc	2	Lecture/liv e example	Question and Answer

4.	Math and trigonometry Functions: RAND, ROUND, CEILING, FLOOR, INT, LCM, MOD, EVEN, SUM, SUMIF, SUMIFS etc. Statistical Functions: AVEDEV, AVERAGE, AVERAGEA, AVERAGEIF, COUNT, COUNTA, COUNTBLANK, COUNTIF, FORECAST, MAX, MAXA, MIN, MINA,	2	Lecture/l ive example	Question and Answer
	STDEVA and Using Data analysis.			
Unit V	**Conditional Formatting** **Data Sorting and Filtering** **Pivot Charts**	**05**		
1.	Conditional Formatting: Using Conditional formatting, Using Conditional formatting with multiple cell rules.	1	Lecture/live example	Question and Answer
2.	Using Color Scales and Icon sets in conditional formatting, creating new rules and managing existing rules.	1	Lecture/live example	Question and Answer
3.	Data Sorting and Filtering: Sorting data A-Z and Z-A, Using Filters to sort data, Advance filtering options Pivot tables, Creating Pivot tables and using pivot table options.	1	Lecture/live example	Question and Answer
4	Changing and updating data range, Formatting Pivot table and making Dynamic Pivot Tables.	*1*	Lecture/live example	Question and Answer
5	Pivot Charts: Changing and updating Data Range, Types of pivot charts and their usage, formatting pivot charts and making Dynamic Pivot Charts.	*1*	Lecture/live example	Question and Answer

Session Plan Prepared by:

Ram Kumar Paliwal

Assistant Professor

Department of Computer Applications & Sciences

Prestige Institute of Management & Research, Gwalior.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term : JAN- JULY 2023

MBA – Batch (2021-23)
Course: Marketing Management
Course Code: MBA 201
Credit: 4
Session Duration: 60 Minutes

FACULTY (Name): Dr. Sneha Rajput

Telephone : 09827662240

E-Mail : sneha.rajput@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Objectives:

The course highlights the core concepts, contexts, theories and practical implication of Marketing in real world. The students will also understand the broad spectrum of marketing decisions in companies and significance of Marketing as strategic and essential function in an organisation business strategy.

Course Outcome

On completion of the course, the students will be able to: CO1: Demonstrate understanding of the marketing, its importance and marketing environment. CO2: Critically analyze the concepts of marketing mix, product mix, promotion mix and market segmentation. CO3: Analyze the concepts of pricing and aspects related to distribution. CO4: Evaluate the consumer buying motives and understand product life cycle. CO5: Assess the organization's strategic, operational and tactical marketing decisions as well as social and mobile marketing concept. Course Pedagogy:

Lecture, Case study, hands on analysis

Course Readings:

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

Prescribed Book(s): Kotler, keller, Koshy and Jha (2000) Marketing Management: A south Asian perspevctive. McGraw Hill Education.

Reference Book(s)

Deshpandé, & Farley. (1993). Corporate Culture, Customer Orientation, and Innovativeness in Japanese Firms: A Quadrad Analysis. Journal of Marketing, 57(1), 23-37.

• Grewal, & Levy. (2017). Marketing (5 ed.). McGraw Hill Education.

• Jaworski, &Kohli. (1993). Market Orientation: Antecedents and Consequences. Journal of Marketing, 57(3), 53-70. □ Kotler, P., & Keller, K. L. (2012). Marketing management (14 ed.). Pearson.

• Prahalad, C. K. (2005). The Fortune at the Bottom of the Pyramid. Philadelphia: Wharton School Publishing.
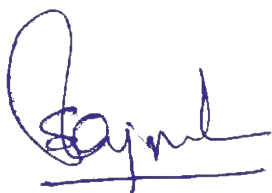
Course Evaluation Criteria:

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)
Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		
Class Presentation	(3)	(3)	(2)	(3)
Corporate Readiness & Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

Session Details:

Lectures	UNIT	Topics	Pedagogy
1	UNIT 1	Introduction to Marketing Management and various elements in MM	PPT +Example of Maslow Theory
2		Importance and Scope of MM	Lecture+ Interaction
3		Traditional Philosophies of MM: Prodcution, Product and Selling	Lecture+ Interaction
4		Modern Philosophies of MM: Marketing and Societal	Lecture+ Interaction
5		Three Levels of Management	Lecture+ Interaction
6		Managerial Roles and Seven Skills	Lecture+ Interaction
7		Marketing Environment: Micro and Macro	Lecture+ Interaction
8	ABL	Managerial Roles and Seven Skills	Group Activity
9	ABL	TATA CSR: Societal Concept	Class Discussion
10	ABL	Customer experience: I phone	Word Cloud
11	UNIT 2	Market Segmentation	PPT+ Maruti Suzuki Case Segmentation Desgin/ Mahindra and Mahindra Seg Design
12		Benefits , purpose and Limitation of Segmentation	Lecture+ Interaction
13		Targeting: Process of Targeting	Lecture+ Interaction
14		Targeting: Bases of Target	Lecture+ Interaction
15		Target Strategies	Lecture+ Interaction
16		Introduction to Consumer Behavior	Lecture+ Interaction
17	ABL	Segmentation: Maruti Suzuki	Brain Storming session
18	ABL	Segmentation: Samsung	Brain Storming session
19		Differentiation: errors	Lecture+ Interaction
20	ABL	COKE VS PEPSI	read the differences
21	**UNIT 3**	Marketing Mix Decisions, Product Decision	PPT + Case of a Detergents

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

22		New Product Development and Necessity for development	Lecture+ Interaction
23		Failure of New Products, New product planning and development	Lecture+ Interaction
24		Product Mix	Lecture+ Interaction
25		**Branding**	Lecture+ Interaction
26		**Branding (Conti)**	Lecture+ Interaction
27		Product life cycle stage, strategies of different stages of PLC	Lecture+ Interaction
28		Channel of distribution for consumer/ industrial product	Lecture+ Interaction
29		Factor affecting of channel of distribution, Management of channels	Lecture+ Interaction
30		Value chain	Lecture+ Interaction
31	ABL	PLC of Some Famous products	Class Discussion
32	ABL	Product Mix: HUL	Class Discussion
33		Pricing decisions, pricing objective and policies method of setting pricing	Lecture+ Interaction
34		Pricing strategies,	Lecture+ Interaction
35	**UNIT 4**	Promotion Mix – advertising	Lecture+ Interaction
36		Promotion Mix – sales promotion,	Lecture+ Interaction
37		Promotion Mix – personal selling,	Lecture+ Interaction
38		Promotion Mix – publicity and public relation	Lecture+ Interaction
39	ABL	Case Study - D mart (Sales promotion)	Class Discussion
40	**UNIT 5**	Four E frame Work	Class Presentation
41		Categories in Social Media	Class Presentation +LIVE
42		Current trends in wholesaling and retailing, retail distribution of system	Class Presentation +Class Discussion
43		Types of retailers	Class Presentation +Class Discussion
44		Omni Channel	Class Presentation +Class Discussion
45	ABL	Omni Channel :MMT	Class Discussion

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

Session Plan

Prestige Institute of Management & Research, Gwalior

Jan-June (2022-23)
MBA – Batch (2022-24)
Course: Research Methodology
Course Code: MBA 203
Credit: 4
Session Duration: 60 Minutes

FACULTY (Name): Dr. Abhijeet Singh Chauhan

Telephone : 7415321226

E-Mail : abhijeet.chauhan@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Objective
The course explains the application of research to various functions of management.

Course Outcomes
Upon completion of the course the students will be able to:
CO1a: Understand the concept, types & process of Research.
CO1b: Discuss & design research, literature, sampling and data.
CO2: Apply tools, techniques/methods to test association of variables.
CO3: Analyse the sample and their differences.
CO4: Evaluate the results, interpret and present findings in research report.

CO/PO Matrix					
Subject Code	PO1	PO2	PO3	PO4	PO5
CO1	3	3	1	2	2
CO2	3	3	1	1	3
CO3	2	3	1	2	2
CO4	2	2	0	2	2
AVERAGE	2.5	2.75	0.75	1.75	2.25

Course Pedagogy: *Lecture, Case study, hands on analysis*

Prescribed Book(s):

- Chapman, C. (2015). R for marketing research and analytics. New York, NY: Springer Science Business Media, LLC.
- Cooper, R., & Schindler, P.S. (2014).Business research methods (Twelfth edition).New York, NY: McGraw-Hill/Irwin.

- Malhotra, N.K., & Birks, D.F.(2007).MarketingResearch:AnAppliedApproach(3ed).Harlow: Financial Times Prentice Hall.
- Poynter, R. (2010). The handbook of online and social media research: tools and techniques for market researchers. New York: Wiley.
- Zikmund, W. G., Babin, B. J., Carr, J. C., & Griffin, M. (2013). Business research methods. Cengage Learning.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	20
Quiz/Written Test	5
Case Analysis	5
Class Presentation	5
LTM	5
Final Exam	60
Total	100

Session Details:

	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Meaning and Objectives of Research	PPT + Lecture
2.		Motivation of Research	PPT + Lecture
3.		Types of Research	PPT + Lecture
4.		Significance of Research	PPT + Lecture
5.		Research Process	PPT + Lecture
6.		Criteria of developing a good research	PPT + Lecture
7.		Problem identification and formulation	PPT + Lecture
8.		Research questions	PPT + Lecture
9.		Research ethics and integrity	PPT +Lecture

10.	**UNIT 2**	Concept of Review of literature	PPT + Lecture
11.		Development of review of literature	PPT + Lecture
12.		Argumentation	PPT + Lecture + video
13.		Synthesis	PPT + Lecture
14.		Referencing	PPT + Lecture
15.		Setting Objectives	PPT + Lecture+ Assignment
16.		Hypothesis	PPT + Lecture
17.		Qualities of good hypothesis	PPT + Lecture
18.		Types of hypothesis	PPT + Lecture
19.		Assignment on hypothesis development	Assignment
20.		Continued	Assignment
21.	**UNIT 3**	Concept of Research design	PPT+ Lecture
22.		Features of Research design	PPT+ Lecture
23.		Types of Research design	PPT+ Lecture
24.		Types of Research design cont…	PPT+ Lecture
25.		Independent and dependent variables	PPT+ Lecture
26.		Testing hypothesis	PPT+ Lecture
27.	**UNIT 4**	Fundamentals of Sampling	PPT+ Lecture
28.		Sampling techniques	PPT+ Lecture
29.		Sampling techniques cont..	PPT+ Lecture
30.		Data preparation	Demo using spss and excel
31.		Data Analysis Part 1	Demo using spss and excel

32.		Data Analysis Part 2	Demo using spss and excel
33.	**UNIT 5**	T- test concept	PPT + Lecture
34.		T- Test	Demo using spss
35.		Anova	PPT + Lecture
36.		Anova	Demo using spss
37.		Report writing	PPT + Lecture
38.		Report writing	Demo
39.		Layout of research report	PPT + Lecture
40.		Precautions in preparing a research report	PPT + Lecture
41.		Bibliography	PPT + Lecture+ Demo using Google scholar
42.		Footnotes and Annexures	PPT + Lecture
43.		Plagiarism issues	PPT + Lecture
44.		Checking Plagiarism	Demo using Turnitin

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior Semester: II

MBA – Batch (2022-24)

Course: Financial Management,   Course Code – MBA-205   Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Prof Navita Nathani
Telephone: 0751-4097056
E-Mail: drnavita810@gmail.com
Office Hours: 10:00 AM to 5:30 PM
Consulting Hours: 3:00PM-5:00PM

Course Objectives: The main objective of this course is to develop a foundation of financial management concepts and enable students to understand how corporations make important investment and financing decisions, and how they establish working capital policies.

Course Outcomes:
Upon completion of this course, the students will be:

CO1A: Demonstrating an understanding of the overall role and importance of the finance function and,

CO1B: Evaluating Projects based on Capital Budgeting Techniques

CO2: Estimate the cost of capital of the firm and determine company's valuation

CO3: Performing analytical reviews of leverage structure

CO4: Apply decision making mechanism to declare dividends and managing optimum Working

Capital
Course Pedagogy: The pedagogy is mix of classroom teaching through interactive boards, presentation, lecture to watching videos, exercises, solving case studies and discussions with special focus on collaborative learning.

Course Readings:
  1. Prescribed Book(s):

Course Name' *This course outline has been prepared by **Prof Nathani, PIMR**-G 22-23*

□ Pandey, I. (2015). *Financial Management*, 11th Edition. New Delhi, India: Vikas Publishing House.

2. Reference Book(s)

- Bandy, G. (2014). *Financial Management and Accounting in the Public Sector.* London, England: Routledge.
- Barr, M. J. (2018). *Budgets and Financial Management in Higher Education.* Hoboken: NJ: John Wiley & Sons.
- Brigham, E. F. (2016). *Financial Management: Theory & Practice.* Boston: MA: Cengage Learning.
- Matthew, B. T. (2017). *Financial Management in the Sport Industry*. London, England.: Routledge.
- Chandra, Prasanna (2004). *Fundamentals of Financial Management*. Tata McGraw Hill
- Rustagi, R.P. (2000). *Financial Management.* Galgotia, 2nd Revised Edition Course Evaluation Criterion:

Sr No.	Component	Units Covered	Cos	Distribution of Marks
1.	Mid Term Exam	Unit 1 & 2	CO 1	20
2.	Assignments			
	2.1 Assignment 1 Quiz	Unit 3	CO2	5
	2.2 Assignment 2 Case Study	Unit 4	CO3	5
	2.3 Assignment 3 Class Presentation	Unit 5	CO4	5
3.	Skill Development Workshop/LTM	Common Component	CO1/ CO2/ CO3/ CO4	5

Session Details:

Class (Min 35- 40 Lectures)	Topic Contents ; source reference	Pedagogy
UNIT 1		
Class Tutorials 1 and 2	Introduction to Financial management	Video on control your fear
Session 1	Basic concepts and terminologies	Lecture
Session 2	Finance Function, Nature, Objective Scope,	Lecture
Session 3	Three decision areas in finance, roles and responsibilities of Finance Manager	Identifying terminologies used in Newspaper-exercise on Scrape book
Session 4	Financial Management, Nature, Objective, Scope, Profit maximization V/s wealth maximization	Lecture

Class Tutorials 3	Budgeting	Video based on Budgeting
Session 5	Financial Forecasting, Capitalization	Lecture

Course Name' *This course outline has been prepared by **Prof Nathani, PIMR**-G 22-23*

	Over-Capitalization, Under Capitalization	
Class Tutorials 4	Future value and present value	Practical questions and table readings
Session 6	Time Value of Money, Discounting and compounding concepts	Practical questions and table readings
Session 7	Risk and Return analysis	Lecture
Class Tutorials 5	Risk and Return analysis	Practical questions
Class Tutorials 6	Recap unit 1	
UNIT 2		
Session 8-9	Capital Budget Decision Kinds of Capital Budget Proposals Methods for evaluation	Lecture, PPT
Session 10-11	Payback , Accounting Rate of Return Net present value, Internal Rate of return	Lecture, ppt
Class tutorials 7	**Practical questions on CB techniques**	
Unit 3		
Session 12,13-14	Capital structure, Factors Determining Capital Structure, Choice of Capital Structure Significance of Capital Structure, Factors Affecting Capital Structure	
Session 15-16	Capital structure Theories- Net Income Approach, Net Operating Income (NOI) Approach,	Lecture, PPT
Session 17	Overall Cost of Capital of the Firm; Cost of Debt; Cost of Preferred Stock; Cost of Equity	Lecture, PPT
Session 18-19	Expected Return; Factors that can Affect Cost of Capital; Capital-Asset Pricing Model	Lecture, PPT
Session 20-21	Cost of Equity; Before-Tax Cost of Debt Plus Risk Premium Approach; Weighted	Lecture, PPT
Session 22	Average Cost; Economic Value Added(EVA).	Lecture, PPT
Class tutorials 8	Video based on deal making or sources of finance	Class Activity
Unit 4		
Session 23	Average Cost; Economic Value Added(EVA).	Lecture, PPT
Session 24-25	Overall Cost of Capital of the Firm; Cost of Debt; Cost of Preferred Stock; Cost of Equity	Lecture, PPT

Course Name' *This course outline has been prepared by **Prof Nathani, PIMR**-G 22-23*

Session 26-27	Leverage, Degree of financial leverage and degree of operating leverage	Lecture, PPT
Session 28-29	DTL and Total Firm Risk; Cash-Flow Ability to Service Debt Coverage Ratios or Probability of Cash Insolvency.	Lecture, PPT
Class tutorials 9-10	Activity on leverage	Case study
Unit 5		
Session 30-31	Introduction ,Objectives, Working Capital Assets, Components of WC	Case study on working capital management
Session 32	Objectives of working capital management, Operating cycle	
Session 33	Factors influencing working capital including working capital policy of the business enterprise	
Class tutorials 11-12	Estimation of working capital and sources of working capital	Case study "Making working capital works"
Session 34	Cash management and Inventory management	Lecture, PPT
Session 35	Receivables management	Lecture, PPT
Session 36	Introduction and types of Dividend Policy	Lecture, PPT
Session 37-38	Theories of Dividend Irrelevance Theory, Relevance Theory Traditional View, Walters model Gorden model	Lecture, PPT
Session 39-40	Factors That Influence Dividend Policy Stock Dividends, Stock Split Stock Repurchases,	Lecture, PPT
Class tutorials 13	Recap syllabus and discussion on question pattern	

Course Name' *This course outline has been prepared by **Prof Nathani, PIMR**-G 22-23*

Faculty	Brahmmanand Sharma		
Subject	**Business Environment**		
Class	**MBA 2nd A**		
Unit	**Topic**	**Objectives**	**Pedagogy**	**Lecture No**
1	Introduction of Business Environment	To describe the concept of business environment	Lecture	1
	Significance of Business Environment	To discuss importance of business environment	Lecture and discussion	2
	Environmental Scanning	To explain the need and methods for scanning	Lecture and discussion	3
	Interaction between internal and external envir	ₒTo discuss relation between internal and external	Lecture and discussion	4
	Capitalism and socialism	To explain the concept of capitalism and socialism	Lecture and discussion	5
	Mixed Economy	To discuss mixed economy and difference of cap and	Lecture and discussion	6
	case study	To discuss real industry situation	Discussion	7
	Internal	To test the understanding of students	Descriptive	8
2	Social and cultural environment of business	To describe effects of soc and cultural env on	Lecture and discussion	9
	Competition Act 2002	To discuss tech and glob env effects on business	Lecture and discussion	10
	MRTP	To explain MRTP Act and discuss its limitations	Lecture	11
	FEMA	To explain FEMA Act and discuss its effect on	Lecture	12
	SEBI ACT	To explain SEBI Act and discuss its significance	Lecture	13
	Consumer protection Act	To explain consumer protection Act and its	Lecture and discussion	14
	case study	To test problem solving skills of students	Test	15
	Internal	To test the understanding of students	Descriptive	16
3	Strategy of planning in India	To explain the need and strategy of five year plans	Lecture	17
	Recent industrial policy	To discuss recent industrial policies in India	Lecture and discussion	18
	Industrial policy with regard to small scale indu	sTo discuss Ind policy towards SSI sector	Lecture and discussion	19
	Fiscal Policy	To explain the concept of fiscal policy	Lecture	20
	Monetary Policy	To explain concept of monetary policy	Lecture	21

	International Monetary Fund	To describe role of stock exchange and NSE/BSE	Lecture	22
	World Bank	To explain functions of depository system	Lecture	23
	Role and functions of RBI	To discuss role and functions of RBI	Lecture and discussion	24

	The Insolvency	To explain the implications of banking and financial sector reforms	Lecture	25
	case study	To test the understanding of students	Objective	26
4	Introduction to MSME	To discuss about MSME	Lecture	27
	Evolution of MSME	To know about historical Evolution of MSME	Lecture and discussion	28
	Role and Significance in Economic Development	To explain the Role and Significance in Economic Development	Lecture	29
	Class presentations	To test presentation skills of students	students presentation	30
	Class presentations	To test presentation skills of students	students presentation	31
	Class presentations	To test presentation skills of students	students presentation	32
	Policies for MSME	To discuss Policies for MSME	Lecture and discussion	33
	Challenges and Opportunities of MSMEs	To describe Challenges and Opportunities of MSMEs	Lecture and discussion	34
	Class presentations	To test presentation skills of students	students presentation	35
	Class presentations	To test presentation skills of students	students presentation	36
5	GST – Concept	To describe the concept of GST	Lecture	37
	GST – its Application in various field	To describe GST and its Application in various field	Lecture and discussion	38
	Preparation of Project report on MSME	To guide students regarding Preparation of Project report on MSME	Guidance and doubt session	39
	Final Test	To test the understanding of students	MCQ	40

SESSION PLAN

NAME: Dr. GAURAV JAISWAL
SUBJECT: RESEARCH METHODOLOGY
CLASS: MBA – II -E
SESSION: JANUARY-JUNE 2023

HOURS REQUIRED: 31 HOURS

Learning Objective:
- To understand the concept, process, design, tools and techniques of RM.
- To apply tools, techniques/methods to assist various functions of management.
- To analyze the data collected.
- To evaluate the results, interpret and present findings.
- To prepare research report

Equipment required for sessions: Laptop, Computer Lab with internet Facility and installed MS office, SPSS Software.

Session Wise Unit Plan:

Session No.	Unit	Topics / Assignments	Methodology/Instructional techniques
1	Unit - I	Introduction to Research and The Research Process.	Lecture
2.		2. Types of Research.	Lecture
3.		3. Developing Research Questions	Lecture
4.		4. Contributions of Research to Theory and Practice.	Lecture
5.		5. Research Ethics and Integrity	Lecture
6.		Research Topic framing & Discussion	Class Interaction
7.	Unit - II	Identifying, Accessing and Managing Information and Scholarly Literature	Lecture
8.		2. Academic Writing and Referencing	Lecture
9.		3. Literature Review Development	Lecture
10.		4. Argumentation and Synthesis	Lecture
11.		Data and Variables. 2. The Nature of Quantitative Research. 3. Descriptive and Influential Statistics. 4. Sampling.	Lecture
12.		5. Designing and Coding Questionnaires.	Exercise

13.		6. Data Entry and Screening. 7. Hypothesis Testing	Lecture
14	Unit - III	**Quantitative Methods - II:** 1. Association: Correlation Coefficients.	Computer Lab Session
15		2. Bivariate Regression.	Computer Lab Session
16		3. Association - Chi-square Tests.	Computer Lab Session
17		Review of Literature Discussion	Practical Exercise
18		Review of Literature Discussion	Practical Exercise
19	Unit - IV	**Quantitative Methods - III:** 4. Difference: t-tests.	Computer Lab Session
20		5. Difference: ANOVA.	Computer Lab Session
21		6. Reliability, Validity and Rigour.	Computer Lab Session
22		Questionnaire Designing & Discussion	Practical Exercise
23		Questionnaire Designing & Discussion	Practical Exercise
24	Unit - V	**Report Preparation** 1. Reporting a Quantitative Study.	Lecture
25		2. Types and Layout of Research Report.	Lecture
26		3. Precautions in preparing the Research Report.	Lecture
27		4. Bibliography and Annexure in the Report	Lecture
28		Class Presentation	Class Discussion
29		Class Presentation- continued	Class Discussion
30		Class Presentation- continued	Class Discussion
31		Class Presentation- continued	

Suggested Readings:

- Chapman, C. (2015). *R for marketing research and analytics*. New York, NY: Springer
- Science Business Media, LLC.
- Cooper, R.,& Schindler,P.S.(2014).*Businessresearchmethods*(Twelfthedition).NewYork NY:McGraw-Hill/Irwin.
- Malhotra,N.K.,&Birks,D.F.(2007).*MarketingResearch:AnAppliedApproach*(3ed). Harlow: Financial Times Prentice Hall.
- Poynter, R. (2010). *The handbook of online and social media research: tools and techniques for market researchers*. New York: Wiley.

July-Dec (2022-23)
MBA – Batch (2021-23)
Course: Consumer Behavior
Course Code: MBA MK 01
Credit: 4
Session Duration: 60 Minutes

FACULTY (Name): Dr. Abhijeet Singh Chauhan

Telephone : 7415321226

E-Mail : abhijeet.chauhan@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Credit– 04

Course Objective
To understand the role of consumer behavior in marketing and to identify qualitative and quantitative methods of measuring consumer behavior

Course Outcomes
On the completion of the course, the student will be able to:

CO1(A): Understand and evaluate consumer behaviour.

CO1(B): Acquire the knowledge of individual determinants of consumer behaviour

CO2:   Understand the facets of group dynamics with reference to consumer behaviour

CO3:   Comprehend the communication and consumer decision making process.

CO4:   Evaluate the various model of consumer behaviour

CO-PO Matrix					
CO/PO	PO1	PO2	PO3	PO4	PO5
CO1	2	3	3	3	1
CO2	2	1	3	3	2
CO3	3	3	2	2	3
CO4	3	3	1	2	1

Course Pedagogy:

Lecture, Case study, hands on analysis

Course Readings:

Prescribed Book(s):

1. Leon G.Schiffman and Leslie LasarKanuk, Consumer Behavior, Pearson Education, India, 2002.

2. Paul Peter et al., Consumer Behavior and Marketing Strategy, Tata McGraw Hill, Indian Edition, 7th Edition 2005.

Reference Book(s)

1. *Assel, Consumer Behavior - A Strategic Approach, Biztranza, 2008.*
2. *Sheth Mittal, Consumer Behavior- A Managerial Perspective, Thomson Asia (P) Ltd., 2003.*
3. *Abbael, Consumer behavior: A strategic approach (Indian edition 2005) Wiley 2012.*
4. *Hed, Hoyer. Consumer behavior, 2008 edition Wiley 2012.*
5. *Das Gupta. Consumer behavior, 2008 edition, Wiley 2012.*
6. *Shri Prakash. Theory of Consumer behavior, I edition, Vikas 2012. 8. Srabanti Mukherjee, Consumer behavior, Cengage Learning, 2012.*

Course Evaluation Criteria:

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)
Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		
Class Presentation	(3)	(3)	(2)	(3)
Corporate Readiness & Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Session Details:

	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Introduction to Consumer Behavior, nature and importance	PPT + Lecture
2.		Application of CB in Marketing	PPT + Lecture
3.		Various Methods and techniques of Consumer Research	PPT + Lecture
4.		Various Methods and techniques of Consumer Research	PPT + Lecture + Video on Coke Green consumer research.
5.		Consumer Research Process	PPT + Lecture
6.		New Developments in field of consumer research	PPT + Lecture
7.	**ABL**	Qualitative Research	Introduction: Data Mining
8.	**ABL**	Qualitative Research	Data Mining
9.	**ABL**	Qualitative Research	Case Study using www.amazon.in
10.	**UNIT 2**	Elements of perception, dynamics of perception	Learning through Movies, Rosho-Man Explaining difference in perception
11.		dynamics of perception	PPT + Lecture
12.		Consumer Imagery	PPT + Lecture
13.		Learning theories and principles	Role play +PPT + Lecture
14.		Personality theories	PPT + Lecture
15.	**ABL**	Personality theories	PPT + Lecture+ Management game on personality
16.	**ABL**	Attitude & Motivation	PPT + Lecture+ Case Study: Motivational theory in practice at Tesco
17.	**UNIT 3**	References group influence, types factors affecting groups, application of reference group concept	PPT+ Lecture

18.		Family	Role Play + PPT+ Lecture

19.		Family	PPT+ Lecture
20.		Diffusion of innovation	PPT+ Lecture
21.		Diffusion of innovation (conti)	PPT+ Lecture
22.		adaptation process	PPT+ Lecture
23.		adaptation process(conti)	PPT+ Lecture
24.	**ABL**	Family Chart Analysis	Group discussion
25.	**ABL**	Reference group study	Flow chart
26.	**ABL**	Survey activity on Personality	Survey Tool
27.	**UNIT 4**	Components of Communication	PPT+ Lecture
28.		Communication process	PPT+ Lecture
29.		Designing persuasive communication	PT+ Lecture
30.		Consumer decision making Process	PPT + Lecture
31.		Consumer decision making Process	Role Play + PPT + Lecture
32.		Consumer satisfaction + Consumer commitment	PPT + Lecture
33.	**ABL**	Communication Game	**ABL**
34.	**ABL**	#hashtags and boycotts	**ABL**
35.	**UNIT 5**	Traditional Model of consumer behaviour	PPT + Lecture + Role Play
36.		Economic, social model of CB	PPT + Lecture
37.		Nicosia, & Engel-Kolleat and Blackwell Model	PPT + Lecture
38.		Input and output process	PPT + Lecture
39.		Howard and Sheth Model	PPT + Lecture

40.		Engel-Kolleat and Blackwell Model	PPT + Lecture
41.		Meaning scope and characteristics of industrial markets	PPT + Lecture
42.		Factors affecting industrial buying participants and buying process	PPT + Lecture
43.	**ABL**	Case Study Consumer Purchase Decision	Group Discussion
44.	**ABL**	Online Vs. Traditional Model of consumer behavior	Hands on
45.	**ABL**	Causal Based Research: Research design	Hands on
46.	**ABL**	Hand on: Sampling	Hands on
47.	**ABL**	Handshake with SPSS	Hands on
48.	**ABL**	Finding authencity of responses: MS EXCEL	Hands on
49.	**ABL**	Presentation of consumer opinion	Hands on
50.	**ABL**	Presentation of consumer opinion	Hands on

SUB: HUMAN RESOURCE DEVELOPMENT & ORGANIZATIONAL DEVELOPMENT
FACULTY: Dr. GAURAV JAISWAL
SUBJECT CODE: MBA-- GE 03   **CLASS: MBA FT III A**

HOURS REQUIRED: 32 HOURS

Learning Objective:
After completion of course the students will be able to:
1. Understand the concept of HRD, HRD Interventions, OD and OD interventions.
2. Design training & development program.
3. Develop career development plans and performance appraisal systems in the
4. organization.
5. Conduct HRD audit.
6. Plan & implement HRD & organizational development interventions.

Session Wise Unit Plan:
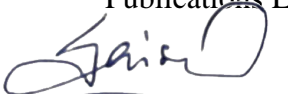
Session No.	Unit	Topics / Assignments	Methodology/Instructional techniques
1	Unit - I	HRD: Concept, Importance	Lecture
2.		History of HRD in India	Lecture
3.		HRD Interventions	Lecture
4.		Qualities of HRD Professionals	Lecture
5.		Present status of HRD in India	Lecture
6.		Case Study	Class Interaction
7.	Unit - II	Training Human Resource: Nature of Training,	Lecture
8.		Training Need Assessment, Training Design,	Lecture
9.		Training Delivery, Training Evaluation.	Lecture
10.		Talent Management and Development: Careers and Career Planning,	Lecture
11.		Specific Individual Career Issues, HR Development Approaches:	Lecture

12.		The Integrative Framework, Human Capital Appraisal Approach	Lecture
		HRD Score Card Approach, PCMM Approach	Class Discussion
13.		Case Study -2	Class Room Discussion
14	Unit - III	Identifying and Measuring Employee Performance; Performance Appraisal;	Lecture
15		MBO, Psychological Appraisal, Assessment Centre,	Lecture
16		360- degree & 720-degree Feedback; Potential Appraisal;	Lecture
17		Competency Mapping and Competency Mapping Mode	Lecture
18		Practical Exercise	Practical Exercise
19	Unit - IV	Learning Organization and Disciplines	Lecture
20		HRD Audit: Concept and Objectives,	Lecture
21		Methodology, Preparation of HRD Audit,	Lecture
22		HRD Audit Failures.	Lecture
23		Case Study - 2 Training at Modern Auto	Class Discussion
24	Unit - V	Organization Development: Concept and Definition, Objectives,	Lecture
25		Process of OD,	Lecture
26		Interventions of OD-Sensitivity Training,	Lecture
27		Survey Feedback, Process Consultation	Lecture
28		Team Building, Intergroup Development, Appreciative Inquiry.	Lecture
29		Class Presentation	Class Discussion
30		Class Presentation- continued	Class Discussion
31		Class Presentation- continued	Class Discussion
32		Class Presentation- continued	Class Discussion

Suggested Readings:

- Rao, T., &Pareek, U. (2007). Designing and Managing HR Systems. New Delhi: Oxford and IBH Publishing Co. Pvt. Ltd.
- Jones, G. R. (2006). Organizational Theory, Design, and Change. Toronto: Pearson Prentice Hall.

- French, W.,& Bel, C. H. (1999). Organization Development: Behavioral Science Interventions for Organization Improvement. Pearson.
- Mathis, R.L, & Jackson, J.H. (2008). Human Resource Management. Thomson South Western. McGuire, D. (2014). Human Resource Development, Second Edition. SAGE Publications Ltd

Dr. Gaurav Jaiswal
MBA - III

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term :2021-23

MBA – Batch (2021-23)
Course: SECURITY ANALYSIS AND INVESTMENT MANAGEMENT
Course Code: MBA FM 02
Credit: 4
Session Duration: 60 Minutes

FACULTY (Name): Prof Navita Nathani

Telephone : 9826440388

E-Mail : drnavita@prestigegwl.org

Course Objectives: To understand the concept of investment, speculation, and process their applicability in portfolio management and the course describes the application of utility analysis and develops an insight into behavior of stock market prices.

Course Outcomes: Upon completion of this course, students
will be able to: CO1   a: acquaint the students with the
fundamentals of stock markets   b: understand the
measures of risk and return in financial assets
CO2: Analyze EIC framework and forecast stock markets trends through technical analysis
CO3: Demonstrate the ability to construct the optimal portfolio
CO4:   Measuring the portfolio performances by conceding the revision
technique Course Pedagogy:
Lecture, Case study, hands on analysis

Course Readings:

Suggested Readings:

1. Bodie, Z. K. (2005). *Investments (6th Edition ed.).* New Delhi: Tata McGraw Hill Publishing CompanyLtd
2. Chandra, I. A. (2012). *Investment Analysis and Portfolio Management (FourthEdition).* Published byTata McGraw-Hill Education Pvt. Ltd
3. Jordan, R. J. (1995). *Security Analysis and Portfolio Management.* (New Delhi, India.: Published by PrenticeHall

Course Name' *This course outline has been prepared by **Dr Navita Nathani**,PIMR-G*
Batch2021-2023

4. V.A., A. (1997). *Security Analysis and Portfolio Management.* New Delhi, India: Himalaya Publishing House

Reference Book(s)

1. V.Gangadhar. (2006). *Security Analysis and Portfolio Management.* Anmol Publications Pvt. Ltd *2. Security Analysis & Portfolio Management - Fisher and Jordan, 6/e Pearson, PHI.*

Course Evaluation Criteria:

Instruments	Marks (Sem 3)
Mid Term Exam	**(20)**
Quiz / Written Test	**(5)**
Case Analysis & class Presentation	**(10)**
Class participation Final MRP VIVA	**(5)**
Final Exam	**(60)**
Total	**100**

Session Details:

Unit No	Content	Time	Activity / Pedagogy
Unit- I	Introductory concepts of investment	02	Lecture PPT
	Types of alternatives/investment categories	03	Lecture PPT
	Major instruments in secondary markets	01	Lecture PPT
	Important Websites for Stock analysis	01	Video
Unit -I	Financial Markets ,Primary and Secondary Market	02	Lecture PPT
	Trading and settlement procedures at NSE and BSE	01	Activity in Computer Lab
	Functions of SEBI	01	Concepts based lecture
	International Stock Exchanges	01	Concepts based lecture
	Utility Analysis- Analysis of risk and return	01	Numerical to evaluate risk

Course Name' *This course outline has been prepared by **Dr Navita Nathani**,PIMR-G **Batch2021-2023***

Unit – II	Types of risk valuation- bond and fixed income instruments valuation bond pricing theorems	02	Numerical based
	duration of bond and immunization of interest and risk	02	Concepts based lecture
	Term structure interest rate	01	Concepts based lecture
	Determination of Yield curves	01	Numerical based
	Capital allocation between risky and risk free assets utility analysis	01	Concepts based lecture
Unit-III	Meaning of Fundamental and technical analysis of equity stock	02	Concepts based lecture
	Concept of intrinsic value	02	Concepts based lecture
	objectives and beliefs of fundamental analysts	01	Concepts based lecture
	Economy- industry- company framework	01	Concepts based lecture
	economic analysis and forecasting,	01	Concepts based lecture
	Theory of technical analysis, points and figures chart, bar chart, contrary opinion theory	01	Concepts based lecture
	Confidence index RSA, RSI, Moving Average Analysis	01	Hands on Session on MS excel
	Japenese Candlesticks. Behaviour of stock market prices- The market Mechanism	02	Concepts based lecture
	testable hypothesis about market efficiency	01	Concepts based lecture
	Implications of efficiency market hypothesis for security analysis and portfolio management	02	Concepts based lecture
	Assets pricing theories CAPM & Arbitrage pricing theories	02	Numerical based
Unit IV	Meaning of Portfolio	01	Lecture PPT
	Modern Portfolio theory Asset allocation decision	01	Lecture PPT
	Dominant & Efficient Portfolio-simple diversification		Lecture PPT
	Mark owitz diversification Theory	01	Lecture PPT
	selecting an optimal portfolio- Sharp single index number	02	Lecture PPT
	Determination of corner portfolio	01	Lecture PPT

Course Name' *This course outline has been prepared by **Dr Navita Nathani**,PIMR-G*
Batch2021-2023

Unit V	Process of portfolio management- International diversification	01	Lecture PPT
	Portfolio performance evaluation Sharp&Treynor& Jensen's measure	01	Numerical /practical
	Portfolio revision- Active and passive strategies & formula plans in portfolio revision	01	Lecture PPT
	Mutual funds- types, performance	01	Lecture PPT
	evaluation of mutual funds	01	Case based teaching
	functions of assets management companies	02	Lecture PPT
	Tutorials	12	
	Lectures	**48**	
	Total	**60**	

Course Name' *This course outline has been prepared by **Dr Navita Nathani**,PIMR-G* **Batch2021-2023**

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior Term: III

MBA – Batch (July – December, 2022)

Course: LEGAL FRAMEWORK GOVERNING INDUSTRIAL RELATIONS

Course Code - MBA HRM 02

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Chanda Gulati

Telephone: 0751-4097020

E-Mail: chanda.gulati@prestigegwl.org

Office Hours: 9:00- 5:20

Course Objectives: The course explains labor laws regulating industries and industrial relations.

Course Outcomes: After completion of course the students will be able to:
 CO1(A): Discuss the applicability and provisions of Factories Act 1948.

 CO1(B): Demonstrate the process to resolve industrial disputes.

 CO2: Discuss the retirement benefits applicable in the industry.

 CO3: Evaluate the need of minimum wages and ESI benefits.

 CO4: Illustrate the rights and benefits of the women employees.

Course Pedagogy: Digital smart board/LCD, Laptop, Case studies, Activities/Exercises

Course Readings: Books, Bare Acts and Case studies

Suggested Readings:

- Kapoor, N. D. (2011). *Handbook of Industrial Law.* Eastern BookCompany. Malik, P. L. (2015). *Handbook of Industrial Law.* Eastern BookCompany.
- Padhi, P. L. (2011). *Labour and Industrial Law.* Printice Hall of IndiaLtd.
- Sinha, Sinha & Shekhar, Industrial Relation, Trade Union and Labour Legislation, Peaarson Education, Ltd.
- Ratna Sen, Industrial Relation in India, MacMillanIndia.
- V.G. Goshwami Labour and Industrial Law, Central LawAgency
- https://www.esic.nic.in/esiact ☐   https://labour.gov.in

Course Evaluation Criteria:

Instruments	Marks (Sem 3)
Mid Term Exam	(20)
Quiz	(5)
Case Analysis & Presentation	(5)
Class Presentation	(5)
MRP Synopsis (Group Participation)	(5)
Final Exam	(60)
Total	100

SESSION PLAN

SUB: LEGAL FRAMEWORK GOVERNING INDUSTRIAL RELATIONS

CLASS: MBA III E

SUB CODE: MBA-HR-02

HOURS REQUIRED: 49 HOURS

Session	Unit	Description	Tools used
1	**Unit- 1:The Factories Act,1948**	Introduction of a Factory	Lecture + Presentation
2		Major Provisions of approval , registration and licensing	Presentation
3		Mini Case lets on concept of Factory	Case lets

4		Health	Presentation+ Mini Cases
5		-do-	Case lets
6		Safety	Presentation
7		Welfare	Presentation
8		Employment conditions for workers	Presentation
9		Penalties + Procedures	Presentation
10		Summarizing all concepts with case let	Mini case lets
11	**Unit-2:Industrial dispute Act, 1947**	Concept of Industrial disputes	Presentation
12		-do-	Case lets
13		Procedure of settlement	Presentation
14		Power & duties of authorities	Presentation
15		-do-	Case lets
16		Strikes & lockouts	Presentation
17		Retrenchment provisions	Presentation
18		Layoff provisions	Presentation
19		Practice session with mini case lets	Case lets
20		Practice session with mini caselets	Case lets
21	**Unit-3: Employees Provident Fund Act, 1952**	Objective and Application; Applicability and Non-Applicability of the Act	Presentation
22		Contribution to the Provident Fund (Sec. 6); Employees' Pension Scheme (Sec. 6a)	Presentation
23		Employee Deposit Linkedscheme(Sec.6c);Determinationof MoneyduefromEmployers(Sec.7);	Presentation
24		PriorityofPaymento f Contributions over other Debts (Sec. 11)	Caselets
25		Calculation of Employee ProvidentFund.	Presentation
26		Practice Caselets	Caselets
27	**Payment of Gratuity Act, 1972**	Objective and Application of Payment of Gratuity Act 1972;	Presentation
28		Payment of Gratuity	Presentation
29		Determination of Amount of Gratuity & Caselets	Caselets
30	**Unit-4: Minimum Wages Act,**	Objective and Application of the Act; Fixing of Minimum Rates of Wages	Presentation

	1948	(Sec.3);MinimumRateofWages(Sec.4);ProcedureforFixingandRevising MinimumWages(Sec.5)	
31		Payment of minimum rates of wages; Fixing hours of normal working day etc	Presentation
32		Wage of Worker who Works for less than Normal Working Day	Presentation
32		Practice session with caselets	Caselets
34		Maintenance of Registers and Records	Presentation
35		Penalties for Certain Offences.	Presentation
36		Practice session with caselets	Caselets
37		-do-	Caselets
38	**The Employees State Insurance Act, 1948**	Definitions and Provisions of scheme	Presentation
39		ESI corporation	Presentation
40		Practice session with caselets	Caselets
41		Standing committee and medical council	Presentation
42		ESI fund, Benefits and contributions	Presentation
43		Practice session with Caselets	Caselets
44	**Unit-5:The Maternity Benefit Act, 1961**	Overview of employement to women & its prohibition to work during certain periods	Presentation
45		Maternity benefits and nursing breaks	Presentation
46		Power of Inspectors	Presentation
47		Duties of inspectors	Presentation
48		Practice session with caselets	Caselets
49	**Sexual Harassment Act, 2013**	Objective and Application of the Act; Constitution of Internal and Local Complain Committee; Duties of Employer; Duties and Powers of District Officer	Presentation

SYLLABUS

MBA HRM 02–LEGAL FRAMEWORK GOVERNING INDUSTRIAL RELATION

Credit– 04

Course Objective
The course explains labor laws regulating industries and industrial relations.

Course Outcomes

Upon completion of course, the students will be able to:

CO1(A): Discuss the applicability and provisions of Factories Act 1948.
CO1(B): Demonstrate the process to resolve industrial disputes.
CO2:   Discuss the retirement benefits applicable in the industry.
CO3:   Evaluate the need of minimum wages and ESI benefits.
CO4:   Illustrate the rights and benefits of the women employees.

CO-PO Matrix					
CO/PO	PO1	PO2	PO3	PO4	PO5
CO1	3	3	2	2	2
CO2	2	2	2	1	1
CO3	3	2	1	1	-
CO4	2	2	2	1	1

Unit I
Factories Act, 1948:

Objective and Application of The Act; Registration and License (Sec. 6); Health (Sec.11-20); Safety (Sec. 21-40); Welfare (Sec. 42-50); Working Hour of Adults (Sec. 53-64); Employmentof Young Persons (Sec. 72-74); Annual Leave with Wages (Sec. 83); Hazardous Process (Sec. 87- 89); Penalties and Procedures (Sec.107).

Unit II
Industrial Dispute Act, 1947:

Objective and Application of the Act; Definition of Authorities under this Act; Settlement of Industrial Dispute; Procedure, Power, Duties and Authorities (Sec. 11-21); Provisions of Strikes and Lockout (Sec. 22-25); Retrenchment, and Layoff (Sec. 25a25h); Unfair Labour Practices (Sec. 25t, 25u); Penalties (Sec. 26-31).

Unit III
Employees Provident Fund Act, 1952:

Objective and Application; Applicability and Non-Applicability of the Act; Contribution to the Provident Fund (Sec. 6); Employees' Pension Scheme (Sec. 6a); Employee Deposit Linkedscheme(Sec.6c);DeterminationofMoneyduefromEmployers(Sec.7);PriorityofPayment of Contributions over other Debts (Sec. 11); Calculation of Employee ProvidentFund.

Payment of Gratuity Act, 1972:

Objective and Application of Payment of Gratuity Act 1972; Payment of Gratuity and Determination of Amount of Gratuity.

Unit IV
Minimum Wages Act, 1948:

Objective and Application of the Act; Fixing of Minimum Rates of Wages (Sec. 3); MinimumRateofWages(Sec.4);ProcedureforFixingandRevisingMinimumWages(Sec.5); Payment of minimum rates of wages; Fixing hours of normal working day etc; Wage of Worker who Works for less than Normal Working Day; Maintenance of Registers and Records; Penalties for CertainOffences.

Employee State Insurance Act, 1948:

Objective and Application of the Act; Principle employer [Sec.2(17)]; Immediate Employer [Sec. 2(13)]; Liability of Employer [Sec.2(a),35(5),40,44]; Sickness Benefits (Sec. 4654); MaternityBenefits[Sec.46(1)(b)]; DisablementBenefits[Sec.46(1)(c)-51]; MedicalBenefits (Sec. 56-58); Discharge of Employment (Sec. 70); Otherbenefits.

Unit V
The Maternity Benefit Act, 1961:

Objective and Application of the Act, right to Payment of Maternity Benefit (Sec. 5); Notice of Claim for Maternity Benefit and Payment Thereof (Sec. 6); Payment of Medical Bonus(Sec.8); Leave for Miscarriage; Leave for Illness Arising out of
Pregnancy; Delivery, Premature Birth of Child, or Miscarriage, Nursing Breaks (Sec. 911); Dismissal during Absence or Pregnancy, Penalty for Contravention of Act by Employers; Penalty for Obstructing Inspector; Cognizance of Offences.

Sexual Harassment Act, 2013:

Objective and Application of the Act; Constitution of Internal and Local Complain Committee; Duties of Employer; Duties and Powers of District Officer

Note: All above acts must be taught with latest amendments by the Govt.

Suggested Readings:

- Kapoor, N. D. (2011). *Handbook of Industrial Law*. Eastern BookCompany. Malik, P. L. (2015). *Handbook of Industrial Law*. Eastern BookCompany.

- Padhi, P. L. (2011). *Labour and Industrial Law*. Printice Hall of IndiaLtd.
- Sinha, Sinha & Shekhar, Industrial Relation, Trade Union and Labour Legislation, Peaarson Education, Ltd.
- Ratna Sen, Industrial Relation in India, MacMillanIndia.
- V.G. Goshwami Labour and Industrial Law, Central LawAgency
- https://www.esic.nic.in/esiact □   https://labour.gov.in

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior Term: III

MBA – Session (July - December)

Course: Human resource and Organizational Development,

Course Code - HRM01

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Garima Mathur

Telephone: 9179066008

E-Mail: garima.mathur@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:30 – 5:20

Course Objectives: The course highlights the concepts and implementation of Consumer Behaviour and its theories.
Course Outcomes: After completion of course the students will be able to:
CO1A: Understand the concepts and theories relevant to consumer behaviour.
CO1B: Acquire the knowledge of individual determinants of consumer behaviour.
CO2: Understand the facets of group dynamics with reference to consumer behaviour.
CO3: Comprehend the communication and consumer decision making process. CO4:
Evaluate the various model of consumer behaviour

Course Pedagogy: Digital smart board/LCD, Laptop, Case studies, Activities/Exercises, Role plays

Course Readings: Books, Research papers and Case studies

Text Books

Course Name: **HRD & OD**
*This course outline has been prepared by **Dr. Garima Mathur (Professor**, PIMR-G, **Batch: July-December)***

1.   Leon G.Schiffman and Leslie LasarKanuk, Consumer Behavior, Pearson Education, India, 2002.

2.   Paul Peter et al., Consumer Behavior and Marketing Strategy, Tata McGraw Hill, Indian Edition, 7th Edition 2005.

Reference Books

1. Frank R. Kardes, Consumer Behaviour and Managerial Decision Making, 2nd Edition.
2. Assel, Consumer Behavior - A Strategic Approach, Biztranza, 2008.
3. Sheth Mittal, Consumer Behavior- A Managerial Perspective, Thomson Asia (P) Ltd., 2003.
4. Abbael, Consumer behavior: A strategic approach (Indian edition 2005) Wiley 2012.
5. Hed, Hoyer. Consumer behavior, 2008 edition Wiley 2012.
6. Das Gupta. Consumer behavior, 2008 edition, Wiley 2012.
7. Shri Prakash. Theory of Consumer behavior, I edition, Vikas 2012. 8. Srabanti Mukherjee, Consumer behavior, Cengage Learning, 2012.

Suggested Readings:

- Ajzen, I. (2011). *Attitudes, personality and behavior* (2. ed., reprint). Maidenhead: Open Univ.Press.

- Hawkins, D. I., &Mothersbaugh, D. L. (2016). *Consumer behavior: building marketing strategy* (Thirteenth edition). New York, NY: McGraw-Hill Education.

- Schiffman, L. G., Kanuk, L. L., & Hansen, H. (2012). *Consumer behaviour: a European outlook*(2nded). Harlow, England; New York: Pearson Financial Times/Prentice Hall.

- Why We Buy - The Science of Shopping - Paco Underhill.pdf. (n.d.).

Course Evaluation Criteria:

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)
Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		
Class Presentation	(3)	(3)	(2)	(3)

Course Name: **HRD & OD**

*This course outline has been prepared by **Dr. Garima Mathur (Professor**, PIMR-G, **Batch: July-December)***

Corporate Readiness & Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Session Details:

Lesson/Session Plan

Name of faculty: Dr. Garima Mathur

Subject: **Human resource Development and organizational development**

Session: July-Dec 2022

Unit No.	Topic and Sub Topics	Learning objective	Method	Time Allotted
1.	Concept, Goals and Importance,	Students will be learning the fundamental concepts related to human resource development	Concept Based	1 Hr
	History, HRD interventions		Concept Based	2 Hr
	Qualities of HRD Professionals, Status of HRD in India		Concept Based	2 Hr
2.	Nature of Training, Training need assessment, Training design	Students will be acquainted with fundamentals of Training	Conceptual & Case based learning	1 Hr
	Training delivery, Training evaluation		Conceptual	2 Hr
	Career and Career planning, Specific individual career issues,		Conceptual	2 Hr

Course Name: **HRD & OD**

*This course outline has been prepared by **Dr. Garima Mathur (Professor**, PIMR-G, **Batch: July-December)***

			Conceptual & application based	1 Hr
	HR development approaches, The Integrated framework		Conceptual & application based	1 Hr
	Human capital appraisal approach		Conceptual	
	HRD scorecard, PCMM approach		Conceptual	2 Hr
3.	Identifying and measuring employee performance, Performance appraisal, Tools	Students will be learning to performance management systems at work	Conceptual	1 Hr
	MBO, Psychological appraisal, Assessment center		Conceptual	2 Hr
	360 degree and 720 degree feedback, Potential appraisal		Conceptual	2 Hr
	Competency mapping and Competency mapping model		Conceptual	2 Hr
4.	Learning organizations and Disciplines	Students will be learning concepts related to learning organization and disciplines along with HRD audit	Conceptual	2 Hr
	HRD audit: Concepts, objectives, Methodology		Conceptual	2 Hr
	Preparation of HRD audit and failures		Conceptual	2 Hr
5.	Organizational development: Concept, Objectives and Process	Students will be learning concepts related with Organizational development and different organizational development interventions	Conceptual	2 Hr
	OD interventions		Conceptual	2 Hr
	OD interventions Cont..		Conceptual	2 Hr

Signature: Dr. Garima Mathur

Course Name: **HRD & OD**

*This course outline has been prepared by **Dr. Garima Mathur (Professor**, PIMR-G, **Batch: July-December)***

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior Term: III

MBA – Batch (July - December)

Course: Consumer Behavior

Course Code - MBA MK 01

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Sneha Rajput

Telephone: 9827662240

E-Mail: sneha.rajput@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:30 – 5:20

Course Objectives: The course highlights the concepts and implementation of Consumer Behaviour and its theories.

Course Outcomes: After completion of course the students will be able to:

CO1A: Understand the concepts and theories relevant to consumer behaviour.

CO1B: Acquire the knowledge of individual determinants of consumer behaviour.

CO2: Understand the facets of group dynamics with reference to consumer behaviour.

CO3: Comprehend the communication and consumer decision making process. CO4:
Evaluate the various model of consumer behaviour

Course Pedagogy: Digital smart board/LCD, Laptop, Case studies, Activities/Exercises, Role plays

Course Readings: Books, Research papers and Case studies

Text Books

Course Name: **Consumer Behavior**
*This course outline has been prepared by **Dr. Sneha Rajput (Associate Professor ,PIMR-G,**
Batch: July-December*

1.   Leon G.Schiffman and Leslie LasarKanuk, Consumer Behavior, Pearson Education, India, 2002.

2.   Paul Peter et al., Consumer Behavior and Marketing Strategy, Tata McGraw Hill, Indian Edition, 7th Edition 2005.

Reference Books
1. Frank R. Kardes, Consumer Behaviour and Managerial Decision Making, 2nd Edition.
2. Assel, Consumer Behavior - A Strategic Approach, Biztranza, 2008.
3. Sheth Mittal, Consumer Behavior- A Managerial Perspective, Thomson Asia (P) Ltd., 2003.
4. Abbael, Consumer behavior: A strategic approach (Indian edition 2005) Wiley 2012.
5. Hed, Hoyer. Consumer behavior, 2008 edition Wiley 2012.
6. Das Gupta. Consumer behavior, 2008 edition, Wiley 2012.
7. Shri Prakash. Theory of Consumer behavior, I edition, Vikas 2012. 8. Srabanti Mukherjee, Consumer behavior, Cengage Learning, 2012.

Suggested Readings:
- Ajzen, I. (2011). *Attitudes, personality and behavior* (2. ed., reprint). Maidenhead: Open Univ.Press.

- Hawkins, D. I., &Mothersbaugh, D. L. (2016). *Consumer behavior: building marketing strategy* (Thirteenth edition). New York, NY: McGraw-Hill Education.

- Schiffman, L. G., Kanuk, L. L., & Hansen, H. (2012). *Consumer behaviour: a European outlook*(2[nd]ed). Harlow, England; New York: Pearson Financial Times/Prentice Hall.

- Why We Buy - The Science of Shopping - Paco Underhill.pdf. (n.d.).

Course Evaluation Criteria:

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)
Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		
Class Presentation	(3)	(3)	(2)	(3)

Course Name: **Consumer Behavior**
*This course outline has been prepared by **Dr. Sneha Rajput (Associate Professor ,PIMR-G,***
Batch: July-December

Corporate Readiness & Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Session Details:

Unit Description	Session (Class (Min 35- 40 Lectures) Class Tutorials (Min 15)	Topics Covered	Pedagogy
CB & CB Research	Session 1	Introduction to Consumer Behavior, nature and importance	PPT + Lecture
	Session 2	Application of CB in Marketing	PPT + Lecture
	Session 3	Various Methods and techniques of Consumer Research	PPT + Lecture
	Session 4	Various Methods and techniques of Consumer Research	PPT + Lecture + Video on Coke Green consumer research.
	Session 5	Consumer Research Process	PPT + Lecture
	Session 6	New Developments in field of consumer research	PPT + Lecture
Individual determinants and group determinants of CB	Session 11	Elements of perception, dynamics of perception	Learning through Movies, Rosho-Man Explaining difference in perception
	Session 12	dynamics of perception	PPT + Lecture
	Session 13	Consumer Imagery	PPT + Lecture
	Session 14	Learning theories and principles	Role play +PPT + Lecture
	Session 15	Personality theories	PPT + Lecture
	Session 16	Personality theories	PPT + Lecture+ Management game on personality
	Session 17	Attitude & Motivation	PPT + Lecture+ Case Study: Motivational

Course Name: **Consumer Behavior**

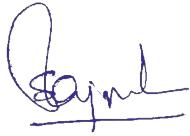*This course outline has been prepared by **Dr. Sneha Rajput (Associate Professor ,PIMR-G, Batch: July-December***

			theory in practice at Tesco
	Session 18	References group influence, types factors affecting groups, application of reference group concept	PPT+ Lecture
	Session 19	Family	Role Play + PPT+ Lecture
	Session 20	Family	PPT+ Lecture
	Session 21	Diffusion of innovation, adaptation process	PPT+ Lecture + Discussion on Personal Transporter and reasons for failure.
	Session 22	Diffusion Process	PPT+ Lecture
Communication & Decision making Process	Session 23	Components of Communication	PPT+ Lecture
	Session 24	Communication process	PPT+ Lecture
	Session 25	Designing persuasive communication	Advertisement on Mentos, Chloro-Mint, Center Fresh, Fevicol and M-Seal describing methods of persuading consumers.
	Session 26	Consumer decision making Process	PPT + Lecture
	Session 27	Consumer decision making Process	Role Play + PPT + Lecture
	Session 28	Consumer satisfaction + Consumer commitment	PPT + Lecture
Models of CB & Industrial Market and Consumer Behaviour	Session 29	Traditional Model of consumer behaviour	PPT + Lecture + Role Play
	Session 30	Economic, social model of CB	PPT + Lecture
	Session 31	Nicosia, Howard and Seth Model & Engel-Kollat and Blackwell Model	PPT + Lecture

Course Name: **Consumer Behavior**
*This course outline has been prepared by **Dr. Sneha Rajput (Associate Professor ,PIMR-G,***
Batch: July-December

	Session 32	Input and output process	PPT + Lecture
	Session 33	Meaning scope and characteristics of industrial markets	PPT + Lecture
	Session 34	Factors affecting industrial buying participants and buying process	PPT + Lecture

Course Name: **Consumer Behavior**

*This course outline has been prepared by **Dr. Sneha Rajput (Associate Professor ,PIMR-G,***
Batch: July-December

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: IV

MBA – (JAN – JUN 2023)

Course: Financial Risk Management, Course Code - MBA FM04   Credit: 03

Session Duration: 60 Minutes

FACULTY: AP Simran Rohira

Telephone: +91 9111927933

E-Mail: simran.rohira@prestigegwl.org

Office Hours: 10:00 – 17:20 Hrs.

Course Objectives: To acquaint students with the design and implementation of risk management practices and to make them learn how to hedge financial risk with various risk management concepts, tools and techniques.

Course Outcomes: On completion of this course, student will able to:

CO1 a: Understand the main functions of financial risk management and its role in the system of

entire business management

CO1b. Understand the types of risks faced by an entity and be able to identify these risks.

CO2. Develop the understanding of market volatility and portfolio performance.

CO3. Measure how the risks faced by an entity can be quantified and the use of metrics to measure risk.

CO4. Acquaint with the know-how of tools of financial engineering and risk hedging via various

derivative products such as futures and forwards.

Course Pedagogy: Content delivery through lectures, Case based learning, Simulation through class activities.

Course Readings- Books, Case Studies, Study Material Provided

Prescribed Book(s):

Hull, J. C. (2007). Risk Management and Financial Institutions (RMFI). Prentice-Hall.

Pandey, I. (2015). Financial Management, 11th Edition. New Delhi, India: Vikas Publishing House

Reference Book(s): Horcher, K. A. (2005). Essentials of financial risk management. John Wiley & Sons, Inc. (Vol. 54).

Hull, J. C. (2006). Options, Futures, and Other Derivatives [OFOD]. Prentice-Hall (sixth edition).

Hull, J. C. (2007). Risk Management and Financial Institutions (RMFI). Prentice-Hall.

Pandey, I. (2015). Financial Management, 11th Edition. New Delhi, India: Vikas Publishing House

Session Details:

Class	Topic Contents	Pedagogy
1st	Introduction: Risk, Financial Risk, Top-Down and Building Block Approaches to Risk Management, Creating value with risk management	Lecture and Discussion
2nd	Steps to Risk Identification, Risk Management Process	Lecture and Discussion
3rd	The Pervasiveness of Risk, importance of Management of Risk	Lecture and Discussion
4th	Financial Risk and Financial Distress, The Costs of Risk Management.	Lecture and Discussion
5th	Introduction of Market Efficiency, Market Liquidity	Lecture and Discussion
6th	Role of Financial Intermediaries	Lecture and Discussion
7th	Systematic Risk and Non-Systematic Risk	Lecture and Discussion
8th – 10th	Managing Market Risks. Credit Risk and its Effects; Credit risks Include-Default Risk, Counterparty Pre-Settlement risk, Counterparty Settlement Risk, Legal Risk, Sovereign or Country Risk, Concentration Risk.	Lecture and Discussion
11th – 13th	Interest Rate Risk: Introduction of Interest Rate Risk, The Term Structure of Interest Rates, Analyzing Yield Curve Behavior	Lecture and Discussion
14th – 16th	The Money Markets, Term Instruments	Case Discussion
17th	Introduction of Foreign Exchange Rate Risk, Foreign Exchange Exposure.	Lecture and Discussion
18th	Equity and Commodity Price Risk; Equity Market Risks; Commodity Price Risk	Lecture and Discussion

19th – 21st	Understanding Volatility; Describing the Price-Generating Process; Conditional and Unconditional Volatility; Weighted and Unweighted volatility	Lecture and Discussion
22nd – 25th	EWMA and GARCH (1,1) approaches to volatility	Video sharing, Lecture and Discussion, Excel exercise
26th – 27th	Statistical Analysis of Financial Risk, The Significance of Normal Distribution	Lecture and Discussion
28th	Understanding the Risk Measures, Measuring the Relationship between Assets	Lecture and Discussion
29th	Portfolio Expected Return and Risk, Practical Considerations in Measuring Risk,	Lecture and Discussion
30th	Estimating Portfolio Value at Risk	Lecture and Discussion
31st – 32nd	Financial Methods for Measuring Risk: Using the Present-Value Approach to Determine Risk	Lecture and Discussion
33rd	Calculating Spot Discount Rates for Specific Maturities, The Term-Structure Approach to Risk Measurement.	Lecture and Discussion
34th – 35th	Qualitative Approaches to Risk Assessment: Qualitative Forecasting Methods, Qualitative Forecasts	Lecture and Discussion
36th – 37th	Policy and Hedging, Measuring Risk; Global Initiatives in Financial Risk Management; Basics of Derivatives; Forwards, Pricing of Forward Contracts under Assumptions of Dividends	Lecture and Discussion
38th	Futures, Settlement Mechanism; Clearing House Concept	Lecture and Discussion
39th – 40th	Hedging with Future and Forwards; Basics of Options using Black-Scholes Model; Reporting and Controlling Risk	Lecture and Discussion
41th – 42nd	Risk Management Strategy	Case Discussion
43rd – 45th	Financial Glossary Preparation and Discussion	Activity
46th – 47th	Understanding Volatility with the help of activity on share prices.	Activity
48th – 50th	Understanding Systematic risk with Beta Measure	Activity

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior
MBA IV– Batch (Jan-June, 2023)
Course: TALENT MANAGEMENT
Course Code – MBA HRM04
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Dr. Chanda Gulati

Telephone: 0751-4097020

E-Mail: chanda.gulati@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:00 – 5:20

Course Objectives: The course intends to develop understanding of basic elements, processes, approaches and strategies of managing talent in organizations.

Course Outcomes: On completion of course, the students will be able to:

CO1a: Understand the concept of Talent management and its relevance to organization.
CO1b: Analyze Talent management process and its significance.
CO2: Develop Talent Management strategy and necessary behavioral skills for the application of various Talent issues.
CO3: Understand current practices of talent planning and acquisition strategies.
CO4: Evaluate and understand the best strategies for talent engagement and retention.

CO-PO MATRIX					
CO/PO	PO1	PO2	PO3	PO4	PO5
CO1	2	2	2	3	2
CO2	3	3	3	3	3

Course Name: **Talent Management,** *This course outline has been prepared by* **Dr. Chanda Gulati***, PIMR-G,* **Batch: Jan-June, 2023**

CO3	2	2	3	3	1
CO4	3	3	3	3	3

Course Pedagogy: Digital smart board/LCD, Laptop, Case studies, Activities/Exercises

Course Readings: Books, and Case studies

Reference Book(s):

- Lance A Berger, Dorothy R Berger, The Talent Management Handbook, 2e, TMH, 2008
- Ravinder Shukla, Talent Management: Process of Developing and Integrating Skilled Workers, Global India Publications, 2009.
- Marshall Goldsmith, Louis Carter, Best Practices in Talent Management: How the World's Leading Corporations, Wiley, 2010.
- Hugh Scullion, David G. Collings, Global Talent Management, Routledge, 2011.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	(20)
Quiz	(5)
Presentation	(5)
Case Study + MRP	(10)
Final Exam	(60)
Total	100

MBA-HRM 04 –Talent Management

Unit 1: Introduction to Talent Management:
Concept, Talent Management Process, Significance of Talent Management;
Introduction to Talent Management System, Steps to create TMS, Navigating forces impacting Talent Management

Course Name: **Talent Management,** *This course outline has been prepared by* **Dr. Chanda Gulati***, PIMR-G,* **Batch: Jan-June, 2023**

Unit 2: Building Blocks of Talent Management:
Competency creating values, Performance Management, Evaluating Employee Potential, Using Talent Management model for Recruitment & Selection

Unit 3: Talent Management Strategy:
Developing a Talent Management Strategy, Mapping Business Strategies and Talent Management. Objectives of Talent Planning, Steps in Strategic Talent Planning. Talent Integration: Leadership & Team Building; Succession Planning Program

Unit 4: Talent Acquisition:
Introduction, Talent Acquisition, Recruiting Process, Strategic Trends in Talent Acquisition, Talent acquisition management solutions.
Integrating Training & Development with Talent Management

Unit 5: Talent Engagement and Retention:
Introduction, Concept of Talent Engagement and Talent Retention, Best Strategies for Talent Engagement and Retention
Talent Management Issues, Challenges, Best Practices of Talent Management, Use of IT to support Talent Management System

References

- Lance A Berger, Dorothy R Berger, The Talent Management Handbook, 2e, TMH, 2008
- Ravinder Shukla, Talent Management: Process of Developing and Integrating Skilled Workers, Global India Publications, 2009.
- Marshall Goldsmith, Louis Carter, Best Practices in Talent Management: How the World's Leading Corporations, Wiley,2010.
- Hugh Scullion, David G. Collings, Global Talent Management, Routledge, 2011.

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PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH, GWALIOR (MP)

SESSION PLAN

Jan-June, 2023

Talent Management

S. No.	Topic	Learning Objective	Coverage	Methodology	Evaluation
1	Unit 1 Introduction to Talent Management	Developing the understanding for concept of TM	Syllabus discussion, Introduction to Talent Management	Lecture & discussion	Class participation
2	Unit 1 Introduction to Talent Management	Developing the understanding for concept of Competencies	Competencies-Generic and Differentiating	Lecture & discussion	Drafting the self competencies
3	Unit 1 Introduction to Talent Management	Developing the understanding for concept of TM	Introduction, the Scope of Talent Management	Lecture & discussion	Quiz on evolution of TM
4	Unit 1 Introduction to Talent Management	Developing the understanding for concept of TM	Need of Talent Management	Lecture & Discussion	Class participation
5	Unit 1 Introduction to Talent Management	Developing the understanding for concept of TM	Talen vs. Skill, Talent vs. knowledge people	Lecture & Discussion	Class participation
6	Unit 1 Introduction to Talent Management	Developing the understanding the process of TM	Key Processes of Talent Management	Lecture & Discussion	Drafting the process
7	Unit 1 Introduction to Talent Management	Developing the understanding of sources and tools TM	Source of Talent Management, Tools for Managing Talent	Lecture & Discussion	Class participation
8	Unit 1 Introduction to Talent Management	Developing the understanding of effective TM system	Building Blocks of Effective Talent Management System	Lecture & Discussion	Class participation

Course Name: **Talent Management,** *This course outline has been prepared by* **Dr. Chanda Gulati***, PIMR-G,* **Batch: Jan-June, 2023**

Learning Outcomes: Students understood the concept of TM and its evolution and they are able to critically analyze the need and process of talent management in light of the evolving role of HR discipline.

9	Unit 2 Importance of Talent Management	Developing the understanding of TM process	Process	Lecture & Discussion	Exercise
10	Unit 2 Importance of Talent Management	Developing the understanding of TM process	Important Steps to Assess Talent Management Process	Lecture & Discussion	Quiz
11	Unit 2 Importance of Talent Management	Developing the understanding of TM process	Stages of Talent Management, Essentials of Talent Management Process	Lecture & Discussion	Simulation & Role Play
12	Unit 2 Talent Management System	Developing the understanding of TM system	Introduction, Talent Management System	Lecture and discussion	Exercise 1 Allotment Drafting of JD & JS
13	Unit 2 Talent Management System	Developing the understanding of TM system	Critical Success Factors to Create Talent Management System	Lecture & discussion Video on recruitment	Exercise 1 Discussion
14	Unit 2 Talent Management System	Developing the understanding of TM system	Factors of unique talent management approach	Lecture and discussion	Class participation
15	Unit 2 Talent Management System	Developing the understanding of TM system	Key Elements of Talent Management System	Lecture & discussion Video on selection	Class participation
16	Case discussion Which is more important Recruiting and retaining	Applying the theoretical concepts to the real life situations	Able to describe the startegies involved in	Discussion & Presentation	Class participation and Case Submission & Presentation

Course Name: **Talent Management,** *This course outline has been prepared by* **Dr. Chanda Gulati***, PIMR-G,* **Batch: Jan-June, 2023**

			recruitment to enhance retention		

Learning Outcomes: Students gained a clear knowledge and understanding of importance of talent management in the organizations and the systems of talent management.

17	Unit 3 Approaches to Talent Management	Developing the understanding of TM approaches	Talent Management Approaches	Lecture & Discussion	Class participation

18	Unit 3 Approaches to Talent Management	Developing the understanding of TM approaches	Developing a Talent Management Strategy	Lecture & discussion	Class participation
19	Unit 3 Approaches to Talent Management	Developing the understanding of TM approaches	Mapping Business Strategies and Talent Management	Lecture discussion & Video	Class participation
20	Case Discussion	Applying the theoretical concepts to the real life situations	Case Discussion	Discussion	Class participation and Case Submission
21	Unit 3 Talent Management and Organizational Environment	Developing the understanding of TM & Organizational environment	Introduction, Talent Management and Organizational EnvironmentAn Overview	Lecture & Discussion	Class participation
22	Unit 3 Talent Management and Organizational Environment	Developing the understanding of TM & Organizational environment	Shaping Talent Planning and Developing Values	Lecture & Discussion	Class participation
23	Unit 3 Talent Management and Organizational Environment	Developing the understanding of TM & Organizational environment	Promoting Ethical Behavior	Lecture & Discussion	Class participation

Course Name: **Talent Management,** *This course outline has been prepared by* **Dr. Chanda Gulati**, *PIMR-G,* **Batch: Jan-June, 2023**

24	Presentation	To make students aware the organizational working. To provide students a real work exposure by drafting a plan for a company	Final presentation of the compiled simulation exercises.	Presentation	Presentation

Learning Outcomes: Students developed an understanding of the approaches of Talent Management, influence and impact of internal and external environmental factors were clearly understood.

25	Unit 4 Talent Planning	Developing the understanding of Talent Planning	Talent Planning, Objectives of Talent Planning	Lecture & Discussion	Class participation
26	Unit 4 Talent Planning	Developing the understanding of Talent Planning	Steps in Strategic Talent Planning	Lecture & Discussion	Class participation

27	Presentation	To make students aware the organizational working. To provide students a real work exposure by drafting a plan for a company	Final presentation of the compiled simulation exercises.	Presentation	Presentation
28	Unit 4 Talent Planning	Developing the understanding of Talent Planning	Succession Planning Program	Lecture & Discussion	Class participation
29	Unit 4 Talent Planning	Developing the understanding of Talent Planning	Innovative talent planning, Current Industry Practices for Strategic Talent Planning	Lecture & Discussion	Class participation
30	Unit 4 Talent Planning	Developing the understanding of Talent Planning	Ensuring Leadership	Lecture & Discussion	Class participation

Course Name: **Talent Management,** *This course outline has been prepared by* **Dr. Chanda Gulati**, *PIMR-G,* **Batch: Jan-June, 2023**

31	Unit 4 Talent Acquisition	Developing the understanding of Talent Acquisition	Introduction, Talent Acquisition	Lecture & Discussion	Calculation of Bad Hiring Cost
32	Unit 4 Talent Acquisition	Developing the understanding of Talent Acquisition	Recruiting Process	Lecture & Discussion	Drafting the advertisement
33	Unit 4 Talent Acquisition	Developing the understanding of Talent Acquisition	Strategic Trends in Talent Acquisition	Lecture & Discussion	Anti -Poaching Agreement
34	Unit 4 Talent Acquisition	Developing the understanding of Talent Acquisition	Talent acquisition management solutions	Lecture & Discussion	Class participation
35	Presentation	To make students aware the organizational working. To provide students a real work exposure by drafting a plan for a company	Final presentation of the compiled simulation exercises.	Presentation	Presentation

Learning Outcomes: Developed the understanding of the concept of Talent Acquisition, strategies of recruitment, calculation of bad hiring cost and methods of acquiring the talent.

36	Unit 5 Talent Engagement and Retention	Developing the understanding of Talent Engagement and Retention	Introduction, Concept of Talent Engagement	Lecture and discussion	Exercise Designing a pay slip
37	Unit 5 Talent Engagement and Retention	Developing the understanding of Talent Engagement and Retention	Retention	Discussion and correlation of the exercise	Class participation
38	Presentation	To make students aware the organizational working. To provide students a real work exposure by drafting a plan for a company	Employee Engagement and Retention	Presentation	Presentation
39	Unit 5 Talent	Developing the understanding of Talent	The Race for Talent: Retaining and Engaging Workers	Lecture and	Class participation

Course Name: **Talent Management,** *This course outline has been prepared by* **Dr. Chanda Gulati**, *PIMR-G,* **Batch: Jan-June, 2023**

				discussion	
	Engagement and Retention	Engagement and Retention			
40	Unit 5 Talent Engagement and Retention	Developing the understanding of Talent Engagement and Retention	Best Practices for Talent Engagement, Improving Employee Retention	Lecture & Discussion	Drafting of retention strategies
41	Unit 5 Contemporary Talent Management Issues, Challenges, Best Practices	Developing the understanding of contemporary issues of Talent Management	Introduction, Organizational Issues	Lecture & Discussion	Class participation
42	Unit 5 Contemporary Talent Management Issues, Challenges, Best Practices	Developing the understanding of contemporary issues of Talent Management	Talent Management Challenges, Best Practices of Talent Management.	Lecture & Discussion	Class participation
43	Presentation	To make students aware the organizational working. To provide students a real work exposure by drafting a plan for a company	Final presentation of the compiled simulation exercises.	Presentation	Presentation
44	Presentation	To make students aware the organizational working. To provide students a real work exposure by drafting a plan for a company	Final presentation of the compiled simulation exercises.	Presentation	Presentation
45	**Wrap Up**	Discussing and analysisng the expected and actual learning outcomes	Syllabus and exercise	Discussion	Discussion

Learning Outcomes: Developed the understanding of the concept of talent enggagement and retention. By the end students were able to draft retention startegies

References
 1. Lance A Berger, Dorothy R Berger, The Talent Management Handbook, 2e, TMH, 2008
 2. Ravinder Shukla, Talent Management: Process of Developing and

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Integrating Skilled Workers, Global India Publications, 2009.

3. Marshall Goldsmith, Louis Carter, Best Practices in Talent Management: How the World's Leading Corporations, Wiley, 2010.

4. Hugh Scullion, David G. Collings, Global Talent Management, Routledge, 2011.

Course Name: **Talent Management,** *This course outline has been prepared by* **Dr. Chanda Gulati**, *PIMR-G,* **Batch: Jan-June, 2023**

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR SESSION PLAN

1. Session Plan Information	
Subject & Code: Business Analytics MBA 402	Name: Asst. Prof. Shruti Dubey
Semester : IV Semester	Length of Period: 60 min.
Session: (Jan2023- june2023)	Total : 47Hrs.

Course Objective:
The course explains the role of Business Analyst and Data Science in business, the basic concept of data management and data mining techniques, the basic concept of machine learning, the application of business analysis and the concept of Data Science Project Life Cycle.

PEDAGOGY: Lectures method
Teaching Aids: PPTs, White Board,

Teaching Methods:

The course will use the following pedagogical tools:

(a) Class Presentations

(b) MCQ and subjective test.

(c) Assignments/ Quizzes/Case study etc.

Session Plan:

Syllabus of Unit-1		
Introduction: What is business analytics? Historical Overview of data analysis, Data Scientist vs. Data Engineer vs. Business Analyst, Career in Business Analytics, what is data science, Why Data Science, Applications for data science, Data Scientists Roles and Responsibility.		
UNIT I	**Learning Objective**	**Assessment/Evaluation**
DAY(1-7)	Understand the basics of business analysis and Data Science.	**Lecture** **MCQ test / Subjective test/ Class Presentation/ Assignment**

Unit-2		
Data: Data Collection, Data Management, Big Data Management, Organization/sources of data,		
Importance of data quality, Dealing with missing or incomplete data, Data Visualization, Data Classification Data Science Project Life Cycle: Business Requirement, Data Acquisition, Data Preparation, Hypothesis and Modeling, Evaluation and Interpretation, Deployment, Operations, Optimization.		

UNIT 2	**Learning Objective**	**Assessment/Evaluation**
DAY(8 -16)	Understand data management and handling Data science project life cycle.	**Lecture** **MCQ test / Subjective test/ Class Presentation/ Assignment**

Unit 3		
Introduction to Data Mining: The origins of Data Mining, Da ta Mining Tasks, OLAP and Multidimensional data analysis, Basic concept of Association Analysis r Analysis. and Clust		

UNIT 3	**Learning Objective**	**Assessment/Evaluation**
DAY(1 7-26)	Understand the data mining concept and its techniques.	**Lecture** **MCQ test / Subjective Class test/ Presentation/ Assignment**

unit-4:		
Introduction to Machine Learning: History and Evolution, AI E Solution, Statistics Vs Data Mining Vs, Dat a Analytics Vs, Data Science, Supervised Learning, Learning, Reinforcement Learning, Unsupervised Frameworks for building Machine Learning Systems.		

UNIT IV	**Learning Objective**	**Assessment/Evaluation**
DAY(2 7-34)	Understand and analyze machine learning concept.	**Lecture** **MCQ test / Subjective Class test/ Presentation/ Assignment**

unit-5		
Application of Business Analysis: Retail Analytics, analytics, Financial Analytics, Healthcare Marketing A Analytics, Supply Chain Analytics.		

UNIT V	**Learning Objective**	**Assessment/Evaluation**

DAY(35-41)	Understand the application of business analysis in different domain.	Lecture
		MCQ test / Subjective test/ Class Presentation/ Assignment

Suggested Reading:

Text Books:

Essentials of Business Analytics: An Introduction to the methodology and its application,

Bhimasankaram Pochiraju, Sridhar Seshadri, Springer
Introduction to Machine Learning with Python: A Guide for Data Scientists 1st Edition, by Andreas C.
Müller, Sarah Guido, O'Reilly
Introduction to Data Science, Laura Igual Santi Seguí, Springer

Suggested Readings:
Introduction to Data Mining, Pang-Ning Tan, Michael Steinbach, Vipin Kumar, Pearson Education

India
An Introduction to Business Analytics, Ger Koole, Lulu.com, 2019

Prestige Institute of Management & Research, Gwalior

Session Plan

Class: MBA IV Semester

Subject Name: Management Information System (MIS)   **Lecture hours: 35**

Objective: *To equip students with knowledge and skills of information system needed to succeed in any work place or in organization. This subject focuses on information system and their applications especially on database management system and software development models.*

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation / learning
Unit I	An overview of MIS, Data base organization	**09**		
1.	Definition, role of Information System in Business today.	1	Lecture	Question and Answer
2.	Strategic objectives of MIS. Relation of MIS with other academic disciplines.	2	Lecture	Question and Answer
3.	Components of Management Information System.	1	Lecture	Question and Answer
4.	Types of Database structures: Hierarchical Database structure; Network database structure; Relational Database Structure.	2	Lecture	Question and Answer
5.	Concepts of Relational Database Management System: Entity, attributes, Relationship types, Integrity Constraints (Primary key, Foreign key, Unique key, Check & Not Null).	3	Lecture	Question and Answer
Unit II	**Management Information System Structure:**	**10**		
1.	**Based on Management-Activity:** Hierarchy of Management Activity; Information system for management Control and information systems for strategic planning.	3	Lecture	Question and Answer
2.	**Based on organizational function:** Sales and Marketing subsystem, production subsystem, logistics subsystem.	2	Lecture	Question and Answer

3.	Personnel subsystem, Financial and accounting subsystems,	1		Lecture	Question and Answer
4.	Information processing subsystem, Top management subsystems.	1		Lecture	Question and Answer
5.	**Based Information system Processing Functions:** process transactions, maintain master file, produce reports, process enquiries and process interactive support applications.	3		Lecture	Question and Answer
Unit III	**MIS support for Decision making process:**	**05**			
1.	Phases of Decision making process: Intelligence, Design & Choice. Information system support in each phase of decision making process.	1		Lecture	Question and Answer
2.	Concept of Information: definition, information presentation, Quality of information, Value of information in decision making and other value; age of information.	2		Lecture	Question and Answer
3.	Human as an information Processor: general model, Newell Simon model, limits and characteristics of human information processing, managers as information processor.	2			
Unit IV	**System Concept**	**05**			
1.	Definition, general model and types of systems; subsystem, system stress, system change.	2		Lecture & Activity	Question and Answer
2.	Preventing system Entropy, system concept and organization.	1		Lecture & Activity	Question and Answer
3.	System concept applied to MIS.	1		Lecture & Activity	Question and Answer
4.	Computer aided software engineering (CASE tools).	1		Lecture & Activity	Question and Answer
Unit V	**System Analysis and Design**	**06**			
1.	System development life cycles stages, Initiation, Planning;	1		Lecture & Activity	Question and Answer
2.	System Analysis, Design, coding and testing, Implementation and Training.	2		Lecture & Activity	Question and Answer

3.	System development models: Waterfall, Prototyping model, Rapid Application Development (RAD).	3	Lecture & Activity	Question and Answer

Prepared By:

Mahendra Singh Yadav
Assistant Professor
Department of Computer Science & Applications
Prestige Institute of Management & Research, Gwalior.

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code : Management Information System MBA 403	**Name: Bharti Gole**
Semester : MBA_FT_ 4th Semester	**Length of Period: 60 Min**
Session: (Jan – June 2023)	**Total :**

Course Objective:

The course explains the concept and application of systems in the perspective of business.

Course Outcomes:

On completion of the course students will be able to:
CO1 a. Understand the leadership role of Management Information systems in achieving business competitive advantage through informed decision making. b. Analyze and synthesize business information to facilitate evaluation of strategic alternatives based on the Management activities.

CO2. Understand the importance and characteristics of information for business decision making

CO3. Understand and analyse the system need and its concept applied to MIS

CO4. Develop an understanding of the principles and techniques used in the System Development Life Cycle.

PEDAGOGY: Lectures method

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Class Presentations

(b) MCQ and subjective test.

(c) Assignments/ Quizzes/Case study etc.

Linkage with Other Courses:

UNIT-1		
Class	**Learning Objective**	**Assessment/Evaluation**
8 classes	MIS Introduction - Need, Purpose and Objectives - Contemporary Approaches to MIS -Information as a strategic resource - Use of information for competitive advantage - MIS as an instrument for the organizational change. Models of Decision Making - Classical, Administrative and Herbert Simon's Models - Attributes of information and its relevance to Decision Making Process.	**Lecture**
UNIT 2:		
Class	**Learning Objective**	**Assessment/Evaluation**
6 classes	Management Information Systems and Decision Making Models - Concept of Data and Information, Information Systems, Types of Information Systems, Operations Support System (OSS), Management Support System(MSS), Transaction Processing System(TPS), Process Control System(PCS), Enterprise Collaboration System(ECS), Management Information System(MIS), Decision Support System(DSS). Artificial Intelligence (Al), Applications Of Artificial Intelligence: Neural Networks, Fuzzy Logical Control System, Expert System (ES), Executive Information System (EIS).	**Lecture**
UNIT 3 :		
Class	**Learning Objective**	**Assessment/Evaluation**
9 classes	Developing MIS Systems- System, System Characteristics, and System Types with examples, System Development Life Cycle, Investigation Phase, Prototyping, Feasibility Analysis, System Analysis (use of DFD and ER Diagram), System Design, Implementing Business Systems, Testing, Documenting, Training, Conversion and Maintenance, Rapid Application Development Model. End User Computing, CASE Tools and Object Oriented Systems.	**Lecture/ Assignment**
UNIT 4 :		
Class	**Learning Objective**	**Assessment/Evaluation**
9 classes	Management Issues in MIS - Information Security and Control - Quality Assurance -Ethical and Social Dimensions - Intellectual Property Rights as related to IT Services 1 IT Products - Managing Global Information Systems. Enterprise Resource Planning (ERP), Customer Relationship Management (CRM), Security and Ethical Challenges Of IT, Ethical Responsibility - Business Ethics, Technology Ethics; Cyber Crime and Privacy Issues.	**Lecture/MCQ Test**

Unit 5 :		
Class	**Learning Objective**	**Assessment/Evaluation**
8 classes	UNIT V Strategic MIS Characteristics of Strategic MIS, Strategic Planning for MIS, Development of SMIS. MIS Strategy and Implementation of SMIS. Applications of MIS in functional areas as well as in the service sector should be covered with the help of minimum 3 case studies. Emphasis should be, given on management oriented problems and cases as compared to technical problems expected from computer science/ compLizer management students.	**Lecture/ Presentation** **Class**

Suggested Reading

1 Goyal P. D. (2000), Management Information System: Managerial perspectives, Macmillan India
Limited
2 Davis B Gordon(1984) Management Information systems: Conceptual Foundations structure and development
(2nd Edition) McGraw Hill International edition
3 Gary W. Hensen and James v. Hansen, Database management and design
4 Arun Majumdar, Pritimoy Bhattacharyya, Database Management Systems

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COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2023
MBA FT – Batch (2021-23)
Course: Strategic Management
Course Code: MBA 401
Credit: 04
Session Duration: 60 Minutes

</div>

FACULTY (Name): Sugandha Muduli

Telephone : 7978410491

E-Mail : sugandha.muduli@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 Indentify the factors that impact strategic decision-making implementation and evaluation.

CO2: Conduct an organizational resource-based situational analysis, including a comprehensive environmental scan.

CO3: Design, deploy and evaluate business strategies.

CO4: Evaluate corporate competitive positions and develop an understanding of the global marketplace and its impact on strategic analysis.

 CO5: Implement tools and techniques for strategic analysis and decision making.

Course Pedagogy: *Presentation,*

Lecture

Course Readings:

•   Grant, R. M., Grant, R. M., & Grant, R. M. (2005). Cases to accompany Contemporary strategy analysis fifth edition. Malden, MA: Blackwell Publishing.

• Hitt,M.A.,Freeman,R.E.,&Harrison,J.S.(Eds.).(2005).TheBlackwellHandbookofStrategic Management. Oxford, UK: Blackwell Publishing Ltd. https://doi.org/10.1111/b.9780631218616.2006.x

• Huff, A. S. (Ed.). (2009). Strategic Management: Logic & Action. Hoboken, NJ: John Wiley & Sons.

• Hussey, D. E. (1998). Strategic Management: From Theory to Implementation (4th ed). Oxford; Boston: Butterworth-Heinemann.

• Kim, W. C., & Mauborgne, R. (2005). Blue ocean strategy: how to create uncontested market space and make the competition irrelevant. Boston, Mass: Harvard Business School Press.

• Lynch, R. L. (2006). Corporate strategy (4th ed). Harlow, England; New York: FT/Prentice Hall.

• Wheelen, T.L., &Hunger, J.D.(2012).Strategic management and business policy: Toward global sustainability (13th ed). Upper Saddle River, N.J: Pearson PrenticeHall.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Introduction to Strategic Management, Business Policy	PPT +Lecture+board
2.		Basic Concept of Strategic management, Vision, Mission, Objectives.	PPT +Lecture+board
3.		Basic Model of Strategic Management	PPT +Lecture+board

4.		Strategic Decision Making: Mintzberg's Modes of Strategic Decision Making	PPT +Lecture+board
5.		Strategic Decision-Making Process	PPT +Lecture+board
6.		The Strategic Audit: Aid to Strategic Decision- Making and Global Competitiveness.	PPT +Lecture+board
7.		Revision	Discussion
8.	**UNIT 2**	Environmental Scanning: Industry Analysis, Competitive Intelligence	PPT +Lecture+board
9.		A Resource-Based Approach to Organizational Analysis, Core and Distinctive Competencies	PPT +Lecture+board
10.		Using Resources to Gain Competitive Advantage, Determining the Sustainability of an Advantage	PPT +Lecture+board
11.		Business Models, Value-Chain Analysis, Scanning Functional Resources and Capabilities	PPT +Lecture+board
12.		Basic Organizational Structures.	PPT +Lecture+board
13.		Case Study based on Competitive advantage.	Discussion
14.	**UNIT 3**	Strategy Formulation: Situation Analysis and Business Strategy Situation Analysis: SWOT Analysis	PPT +Lecture+board
15.		Generating a Strategic Factors Analysis Summary (SFAS) Matrix; Finding a Propitious Niche	PPT +Lecture+board

16.		Review of Mission and Objectives; Generating Alternative Strategies by Using a TOWS Matrix	PPT +Lecture+board
17.		Porter's Competitive Strategies; Nature of Competitive Advantages and Sustainability.	PPT +Lecture+board
18.		Case Study on Porter's Competitive Strategy	Discussion

19.		Case Study on Porter's Competitive Strategy	Discussion
20.	**UNIT 4**	Strategy Formulation: Corporate Strategy Different Levels of Strategy.	PPT +Lecture+board
21.		Various Corporate Strategies: Growth/ Expansion, Diversification, Stability, Retrenchment & Combination Strategy, Low Cost, Differentiation and Focus Strategies	PPT +Lecture+board
22.		Various Corporate Strategies: Growth/ Expansion, Diversification, Stability, Retrenchment & Combination Strategy, Low Cost, Differentiation and Focus Strategies	PPT +Lecture+board
23.		Functional Strategy; Portfolio Analysis; BCG Growth- Share Matrix; GE Matrix	PPT +Lecture+board
24.		Horizontal Strategy and Multipoint Competition, Strategic Choice	PPT +Lecture+board
25.		Case Study on various corporate strategies.	Discussion
26.	**UNIT 5**	Strategy Implementation Who Implements Strategy?	PPT +Lecture+board
27.		Structure Follows Strategy; Stages of Corporate Development; Organizational Life Cycle	PPT +Lecture+board
28.		Advanced Types of Organizational Structures; Reengineering and Strategy Implementation	PPT +Lecture+board
29.		McKinsey 7S Strategy.	PPT +Lecture+board
30.		Strategy Evaluation: need and Process.	PPT +Lecture+board
31.		Strategic Control: Informational Control, Behavioral Control, Premise control, Strategic surveillance, Special alert control, Implementation control; Balance Scorecard and Strategy Map.	PPT +Lecture+board
32.		Revision	Discussion.

Session Plan

Class: MBA (Business Analytics) Semester – I	Subject Faculty: Dr. Shivani Sharma
Subject: Financial Reporting and Analysis (MBA BA 103)	Subject Credit: 4
Session: July to Dec 2022	Lecture Hours: 38

S. No.	Particular Unit Wise	Detailed Topics	No.of Hours	Teaching Pedagogy
1	Unit 1: Financial Analysis and reporting: An Introduction	Chapter 1: Financial Reporting: An Overview- Concept of financial reporting, financial reporting and financial statements, objectives of financial reporting, uses of financial information, benefits of financial reporting, Qualitative characteristics of financial reporting information.	3	Lecture/ PPT
		Chapter 2: Conceptual Framework- Concept, need and benefits of conceptual framework, ASB' framework for preparation and presentation of financial statements, IASB's (earlier IASC) conceptual framework, USA's FASB's conceptual framework.	2	Lecture/ PPT
2	Unit 2: Understanding Financial Statements	Chapter 3: Understanding Financial Statement; Nature, Legal Requirements under Companies Act 2013, Preparation of Statement of Profit & Loss Account and Balance Sheet; Cash Flow Statement (IND AS 3)- Classification of Cash Inflows and Outflows, presentation of cash flow statement, preparation of cash flow statement. Cash Flow Statement (IND AS 7); Major changes in AS 7 vis-a-vis notifies AS 3.	3	Lecture/ Practical/ PPT
		Chapter 4: Additional Disclosure Statements; need for additional disclosure statements, director's report, auditor's report on financial statement; Corporate Governance- Concept of Corporate Governance, benefits, regulatory framework (SEBI guideline and listing agreement).	3	

3	Unit 3: Elements of Financial Statements	Chapter 5: Inventory, meaning of inventory, objectives of inventory measurement, Inventory Systems, Inventory Costing methods (Cost price methods, average price methods, normal price methods, specific identification method). Lower of Cost or market (LCM rule).	3	
		Chapter 6: Assets- Meaning and characteristics of Assets, Assets valuation; objectives/concepts, types of assets, Introduction to IND AS 10 (Property, Plant and Equipment), Provisions and features of IND AS 16; IND AS 19- Provisions of Lease.	3	Lecture/ PPT
		Chapter 7: Liabilities- meaning of Liabilities, types of liabilities, features of AS 22 about accounting for taxes on Income.	2	
		Chapter 8: Revenues, Expenses, Gains and Losses- Concept of revenues and expenses, revenue recognition criteria, concept of gains and losses, difference between revenue and gains.	2	Lecture/ PPT
4	UNIT 4: Analysis and Interpretation of Financial Statements	Chapter 9: Financial Statement Analysis- Meaning and Objectives, Types of financial Analysis, Techniques of Financial Statement Analysis, Financial Statement Valuation by types of Industry.	3	
		Chapter 10: Ratio Analysis- meaning, advantages, practical problems on different classification of ratios.	3	
		Chapter 11: Expanded Analysis- Use of ratios for industry wise implications; Special Industries i.e., Banks, Utilities, Oil and Gas, Transportation, Insurance, Real Estate Companies. development of financial reporting by corporate sector, financial ratio used in annual reports, management use of financial analysis, Graphing financial Information, management discussion & Analysis.	3	Lecture/ PPT

| 5 | UNIT 5: Accounting Standards in India | **Chapter 12:** Accounting Standards- meaning, benefits of accounting standards, standard setting, difficulties in standard setting, types of accounting standard, standard setting in India, Existing procedure for setting standard, **Applicability of Accounting Standards** | 2 | |
| | | **Chapter 13:** Convergence with IFRSs- nature of Harmonization, convergence of accounting standards, Arguments for global convergence, benefits of global accounting standards, IASB and harmonization, Indian Accounting Standard (IND AS), History of IFRS-converged Indian Accounting Standards (IND AS), Government of India-commitment to IFRS converged IND AS. | 3 | |

Prestige Institute of Management and Research, Gwalior

Session Plan

Class: MBA (Business Analytics) I Semester

Subject Name: Introduction to Business Analytics

Sub. Code: MBA BA 104

Session: July-Dec 2022   **Lecture hours: 37**

Objective: *To equip students with knowledge and skills of analyitcs needed to succeed in this era of information and big data. This subject focuses on business analytics and their applications.*

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation / learning
Unit I	Introduction of Business Analytics	9		
1.	Business Analytics overview and its definition and uses for fact based decision making	1	Lecture/Live example	Question and Answer
2.	Visual perspective of Business analytics by using Statistical, Data mining, Business Intelligence and modeling	1	Lecture/Live Example	Question and Answer, Live problem discussion
3.	Benefits and challenges of Business Analytics and Types of Analytics (Descriptive, Predictive, Prescriptive)	1	Lecture/Live Example	Question and Answer
4.	Historical Overview of Data	1	Lecture/Live Example	Question and Answer
5.	Data Scientist vs. Data Engineer vs. Business Analyst	1	Lecture/Live Example	Question and Answer
6	Career in business analytics	1	Lecture/Live Example	Question and Answer
7	Data Science: What and Why Data Science	1	Lecture/Live Example	Question and Answer
8	Applications for data science (Banking, Health care, transport, E-commerce etc…)	1	Lecture/Live Example	Question and Answer

9	Data Scientists Roles and Responsibility (Identifying the dataanalytics problems, Determining the correct data sets and variables, Cleaning and validating the data to ensure accuracy, completeness, and uniformity)	1	Lecture/Live Example	Question and Answer
Unit II	**Data Science Project Life cycle and Data**	**11**		
1.	Data Science Basics and Steps of Data Science Project Life Cycle	1	Lecture	Question and Answer
2.	Business Requirement and Data Acquisition of Data Science Project Life Cycle (Business Understanding, What constitutes relevant search results in Google, For Amazon the type of data required)	1	Lecture/Live Example	Question and Answer
3.	Data Preparation, Hypothesis and Modeling (understand more about the data and prepare it for further analysis, E.g. let's say Uber wanted to understand whether people would opt to be drivers for them, Descriptive and Predictive modeling, 3 distinct stages training, Validation and testing)	1	Lecture	Question and Answer
4.	Evaluation and Interpretation, Deployment, Operations, Optimization (evaluate the goodness of our model, launch our model into production, Test and Optimize the model)	1	Lecture/live example	Question and Answer
5.	Basics of Data and its Overview	1	Lecture	Question and Answer
6	Data Collection (gathering and measuring information, Planning Data Collection and Analysis, use of existing data, common sources of existing data, prepare Key Evaluation Question (KEQ))	**2**	Lecture/live example	Question and Answer
7	Data Management, Big Data Management (data management for developing effective processes, Data Quality: (Validity, Reliability, Completeness, Precision, Integrity, Timeliness) social media and weblogs data, deep, real-time analytics and business intelligence)	**1**	Lecture/live example	Question and Answer
8	Organization/sources of data, Importance of data quality, Dealing with missing or incomplete data	**1**	Lecture/live example	Question and Answer

9	Data Visualization (Know Your Audience, Choose The Right Chart Type, Take Advantage Of Color Theory and so on)	1	Lecture/live example	Question and Answer
11	Data Classification (on the basis of nature of variable, source of collection, presentation and content)	1	Lecture/live example	Question and Answer
Unit III	**Data Mining Basics**	07		

1.	Introduction to Data Mining (DBMS, RDBMS, Distributed Data, Data Mining) and Its Origin (brief History of Data Mining) KDD – Knowledge Discovery in Data Base (Selection, Preprocessing, Transformation, Data Mining, Pattern Interpretation and Evaluation, Knowlwdge)	2	Lecture/live example	Question and Answer
2.	Data Mining Tasks (Descriptive Data Mining and Predictive Data Mining)	1	Lecture/live example	Question and Answer
3.	OLAP and Multidimensional data analysis (Relational OLAP (ROLAP), Multi-dimensional OLAP (MOLAP), Hybrid OLAP (HOLAP) = ROLAP + MOLAP)	2	Lecture/live example	Question and Answer
4	Basic concept of Association Analysis and Cluster Analysis	2	Lecture/live example	Question and Answer
Unit IV	Introduction to Machine Learning	05		
1.	AI/ML History and Evolution	1	Lecture	Question and Answer
2.	Statistics Vs Data Mining Vs, Data Analytics Vs, Data Science	1	Lecture/live example	Question and Answer
3.	Supervised Learning, Unsupervised Learning, Reinforcement Learning	2	Lecture/live example	Question and Answer
4.	Frameworks for building Machine Learning Systems	1	Lecture/live example	Question and Answer
Unit V	Application of Business Analysis	05		
1.	Retail Analytics (Personalization, eCommerce Optimization, Brand Evaluation, In-Store Shopping Experience, Dynamic Pricing)	1	Lecture/live example	Question and Answer

2.	Marketing Analytics (Challenges faced by today's marketing decision makers, Need for better marketing decision making, Skills needed for Marketing Analytics)	1	Lecture/live example	Question and Answer
3.	Financial Analytics: why Financial Analytics (Reduce risk and instill confidence, Stay ahead of the demand curve …) Benefits of FA (Finance efficiency, scalability, agility, More effective and value added audits, Finance supported and advanced analytics)	1	Lecture/live example	Question and Answer
4	Healthcare Analytics (Reasons for Growing Complexity/ Abundance of Healthcare Data, Big Data Challenges in Healthcare, Overall Goals of Big Data Analytics in Healthcare)	*1*	Lecture/live example	Question and Answer
5	Supply Chain Analytics (Core Component of Supply Chain Analytics, the importance of Supply Chain	*1*	Lecture/live example	Question and
	Analytics, The future of Supply Chain Analytics)			Answer

Ram K Paliwal
Assistant Professor
Department of Computer Applications & Sciences
Prestige Institute of Management, Gwalior.

COURSE OUTLINE

Prestige Institute of Management & Research , Gwalior

Term : MBA BA– I –A – Batch (2022-23)

Course: Business Environment, Course Code -   Credit :4

Session Duration : 60 Minutes

FACULTY (Name): Dr. Gaurav Jaiswal

Telephone : 9425336448

E-Mail : gaurav.jaiswal@prestigegwl.org

Office Hours : 9.00 to 5.20 pm

Consulting Hours : 10.00 am to 5 pm

Course Objectives: The course explains the application of research to various functions of management.

Course Outcomes: Students are able -

1. The basic objective of the course is to develop understanding and provide knowledge about business environment to the management students.
2. To promote basic understanding on the concepts of Business Environment and international business environment.
3. Understanding of the environmental factors influencing business organizations.
4. Understand various government policies, institutions and its role in business.
5. Understand the concept, role and process of EXIM policy, LPG, FDI, WTO, Global environment.
6. CO5: Practical learning of SWOT, Stock Exchange and Analysis of companies.

Course Pedagogy : Lecture method along with class room discussion, case study teaching, class room presentations and practical project.

Course Readings:

Prescribed Book(s):

- Cherunilam, F. (2010). Business Environment. Himalaya Publishing House.
- Misra, S. K., & Puri, V. K. (2004). Economic Environment of Business. Himalaya Publishing House.

Course Name' *This course outline has been prepared by **Faculty Name** ,PIMR-G **Batch***

- Shaikh, S. (2010). Business Environment, 2/E. Pearson Education India.
- Paul, J. (2010). Bussiness. Environment. Tata McGraw-Hill Education.

Course Evaluation Criteria :

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)
Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		
Class Presentation	(3)	(3)	(2)	(3)
Corporate Readiness & Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Session Details :

Session No.	Unit	Topics / Assignments	Methodology/Instructional techniques
1	Unit - I	The Concept of Business Environment, Significance and Nature	Lecture

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

2.		Dynamics of Business Environment – Technological, Political, Social and Cultural Environment.	Lecture
3.		Environment Scanning: Meaning, Nature and Scope, Process of Environmental Scanning,	Lecture
4.		Technological Environment and environmental Management	Lecture
5.		Interaction between Internal and External Environments,	Lecture
6.		Social Responsibility of Business Enterprises.	Lecture
7.	Unit - II	An introduction to MRTP Act	Lecture
8.		An introduction to Competition Act	Lecture
9.		An introduction to SICA (Special Provisions) 1985	Lecture
10.		An introduction to FEMA Act	Lecture
11.		An introduction to Consumer Protection Act, The Changing Dimensions of these Laws and their Impact on Business.	Lecture
12.		Case Study – 1	Class Room Discussion
13.	Unit - III	Philosophy and Strategy of Planning in India	Lecture
14		Industrial Policy in Recent Years;	Lecture
15		Policy with regard to Small Scale Industries;	Lecture

16		Monetary Policy and Fiscal Policy,	Lecture
17		Features and components of Indian Financial system recent developments- Stock Exchanges	Lecture

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

18		Investor Protection and Role of SEBI and RBI	Lecture
19		Banking Structure Reforms-: Narasimhan committee recommendations, BASEL norms; Financial Sector Reforms.	Lecture
20	Unit - IV	Consumerism	Lecture
21		New Economic Policy- Globalization, Liberalization and Privatization;	Lecture
22		EXIM policy	Lecture
23		FDI Policy	Lecture
24		Global environment, Multinational Corporation (MNCs) and Transnational Corporations (TNCs)	Lecture
25		Understanding of WTO, trading blocks, Dumping and Anti-dumping measures; Global Competitiveness.	Lecture
26		Case Study No. 2	Class room discussion
27		EXERCISE – NEWS PAPER CUTTING	Class room discussion
28	Unit - V	SWOT analysis practical.	Class room discussion
29		Understanding Stock Exchange Data.	Class room discussion
30		Comparative Analysis of companies	Class room discussion
31		Class Presentation	Class room discussion
32		Class Presentation- Continued	Class room discussion

33		Class Presentation	Class room discussion
34		Class Presentation	Class room discussion

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

	Prestige Institute of Management and Research Gwalior

Session Plan	Course: MBA (Business Analytics)	Faculty: Prof. Rajesh Gupta
	Subject Code and Name: MBA-BA-106 Business Statistics	Session: July-Dec 2022
	No. of Sessions Required: 44 Hours	
Course Objective	This course aims to equip students coming from diverse streams to handle data meaningfully and to ensure that statistics is interpreted correctly.	

Unit	Time	Topic	Teaching Objectives	Methodology
Unit - I	3Hrs	Basic concept of Statistics: Importance of Statistics, data collection methods: Primary and secondary data, data classification, data tabulation.	To know the meaning and characteristics of statistical terms	Lectures through white Board/ PowerPoint Presentation
	3 Hrs	Presentation of Data: Bar Diagrams, Histograms, Frequency Polygon, and Frequency Distribution Curves.	To understand the art of presentation of data	
Unit - II	4 Hrs	Measures of Central Tendency and Dispersion: Mean, Median and Mode and their implications	To learn the key concepts of central tendency of data and its measurement tools	Lectures through white Board/ PowerPoint Presentation/ Quizzes
	4 Hrs	Range, Mean Deviation, Standard Deviation, Coefficient of variation (C.V.), Skewness, Kurtosis.	To learn the key concepts of dispersion, symmetry and shape of data and its measurement tools	
Unit - III	4 Hrs	Correlation: Meaning and types of Correlation, Karl Pearson and Spearman Rank Correlation.	Enable to bi-variate analysis tool. The art of computation of measures of correlation	Lectures through white Board/ PowerPoint Presentation/ Quizzes
	4 Hrs	Regression: Meaning, Regression Equations and their Application, Partial and Multiple Correlation and Regression.	To understand Use regression models to analyses the underlying relationships between the variables.	
Unit - IV	4 Hrs	Probability: Concept of Probability and its Uses in Business Decision, Addition and Multiplication Theorems, Bayes Theorem and its applications.	Apply probability rules and concepts relating to discrete and continuous random variables.	

	5 Hrs	Probability Theoretical Distribution: Concept and Application of Binomial, Poisson and Normal Distribution.		Lectures through white Board/ PowerPoint Presentation/ Quizzes
Unit - V	2 Hrs	**Test of Significance**: Sampling Distribution, Formulation of hypothesis	Conduct and interpret a variety of hypothesis tests to aid decision making in a business context.	Lectures through white Board/ PowerPoint Presentation
	8 Hrs	Application of Z- test, t- test, F- test, Chi-square test, Techniques of association of attributes.		
	1 Hr	Introduction to Business Analytics		
	2 Hrs	Use of spread sheet to analyze data: descriptive and predictive analytics.		

Recommended/ Reference Books:	
1.	Herkenhoff, L., & Fogli, J. (2013). *Applied Statistics for Business and Management using Microsoft Excel*. New York, NY: Springer NewYork
2.	Keller, G. (2015). *Statistics for Management and Economics, Abbreviated*. Cengage Learning
3.	Levine, D. M., Berenson, M. L., Stephan, D., & Lysell, D. (1999). *Statistics for managers using Microsoft Excel* (Vol. 660). Prentice Hall Upper Saddle River, NJ.
4.	Beri, G.C. (2009). *Business Statistics*. McGraw Hill Education
5.	Black, Ken. *Applied Business Statistics*. Wiley India

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term : JAN- JULY 2023

MBA – Batch (2022-24)
Course: Marketing Management
Course Code: MBA BA 201
Credit: 4
Session Duration: 60 Minutes

FACULTY (Name): Dr. Sneha Rajput

Telephone : 09827662240

E-Mail : sneha.rajput@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Objective: The overall objectives are to understand consumers and to identify profitable Marketing strategies. Understand the Marketing context: Market, performance metrics, and role of strategic planning in marketing. Describe marketing strategies of segmenting, targeting, positioning, and differentiation. Know how to use marketing functions of product, pricing, distribution, and marketing communication for a firm's Marketing strategy. Evaluate several customer relationship management (CRM) strategies using analytics.

Course Outcome

On completion of the course students will
CO1: Memorize the concepts related to marketing management.
CO2: Explain the concepts of the marketing mix.
CO3: Apply various marketing mix tools.
CO4: Examine the effectiveness of various strategies used for marketing.
CO5: Evaluate the corporate and unit level marketing plan.
CO6: Synthesize the integrated and comprehensive marketing plan**.**

Course Pedagogy:

Lecture, Case study, hands on analysis

Course Readings:

Course Name' *This course outline has been prepared by **Faculty Name** ,PIMR-G **Batch***

Prescribed Book(s): Kotler, keller, Koshy and Jha (2000) Marketing Management: A south Asian perspevctive. McGraw Hill Education. **Reference Book(s)**

- Kotler, P., Keller, K. L. ,Koshy, A., Jha, M. Marketing Management: A South AsianPerspective. New Delhi: Pearson Education , 14th edn,.2013
- Rajan, S. Marketing Management. India: New Delhi: Tata McGraw-Hill Education. 4thedn,2005
- Digital Marketing: Strategy, Implementation and Practice, Chaffey D., Ellis-Chadwick F., Pearson, 5th Edition, 2012 **Course Evaluation Criteria:**

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(5)	(5)	(5)
Case Analysis & Presentation	(3)	(5)	(3)	(5)
Story Telling	(4)			
LTM		(5)		
Class Presentation	(3)	(5)	(2)	(3)
Corporate Readiness & Personality Development	(2)			
Class Room Attendance	(4)		(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Session Details:

Lectures	UNIT	Topics	Pedagogy
1	UNIT 1	Introduction to Marketing Management and various elements in MM	PPT +Example of Maslow Theory
2		Importance and Scope of MM	Lecture+ Interaction
3		Traditional Philosophies of MM: Prodcution, Product and Selling	Lecture+ Interaction
4		Modern Philosophies of MM: Marketing and Societal	Lecture+ Interaction
5		Three Levels of Management	Lecture+ Interaction
6		Managerial Roles and Seven Skills	Lecture+ Interaction
7		Marketing Environment: Micro and Macro	Lecture+ Interaction
8	ABL	Managerial Roles and Seven Skills	Group Activity
9	ABL	TATA CSR: Societal Concept	Class Discussion
10	ABL	Customer experience: I phone	Word Cloud
11	UNIT 2	Market Segmentation	PPT+ Maruti Suzuki Case Segmentation Desgin/ Mahindra and Mahindra Seg Design
12		Benefits , purpose and Limitation of Segmentation	Lecture+ Interaction
13		Targeting: Process of Targeting	Lecture+ Interaction
14		Targeting: Bases of Target	Lecture+ Interaction
15		Target Strategies	Lecture+ Interaction
16		Introduction to Consumer Behavior	Lecture+ Interaction
17	ABL	Segmentation: Maruti Suzuki	Brain Storming session
18	ABL	Segmentation: Samsung	Brain Storming session
19		Differentiation: errors	Lecture+ Interaction
20	ABL	COKE VS PEPSI	read the differences
21	**UNIT 3**	Marketing Mix Decisions, Product Decision	PPT + Case of a Detergents
22		New Product Development and Necessity for development	Lecture+ Interaction
23		Failure of New Products, New product planning and development	Lecture+ Interaction
24		Product Mix	Lecture+ Interaction

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

25		**Branding**	Lecture+ Interaction
26		**Branding (Conti)**	Lecture+ Interaction
27		Product life cycle stage, strategies of different stages of PLC	Lecture+ Interaction
28		Channel of distribution for consumer/ industrial product	Lecture+ Interaction
29		Factor affecting of channel of distribution, Management of channels	Lecture+ Interaction
30		Value chain	Lecture+ Interaction
31	ABL	PLC of Some Famous products	Class Discussion
32	ABL	Product Mix: HUL	Class Discussion
33		Pricing decisions, pricing objective and policies method of setting pricing	Lecture+ Interaction
34		Pricing strategies,	Lecture+ Interaction
35	**UNIT 4**	Marketing Knowledge Management	Lecture+ Interaction
36		Social Media Marketing	Lecture+ Interaction
37		Real-Space Approaches, Marketing Databases and	Lecture+ Interaction
38		Data Warehouses; Data Analysis and Distribution	Lecture+ Interaction
39	ABL	Case Study - D mart (Sales promotion)	Class Discussion
40	**UNIT 5**	Four E frame Work	Class Presentation
41		Categories in Social Media	Class Presentation +LIVE
42		Current trends in wholesaling and retailing, retail distribution of system	Class Presentation +Class Discussion
43		Types of retailers	Class Presentation +Class Discussion
44		**Search Engine Optimization**	Class Presentation +Class Discussion
45	ABL	Social Listening User-generated content	Class Discussion
46	abl		hANDS ON

Course Name' *This course outline has been prepared by **Faculty Name** ,PIMR-G **Batch***

		Prestige Institute of Management and Research, Gwalior			
		Session Plan			
		Subject Name: Operations & Supply Chain Management Faculty Name: Dr. PRAVEEN ARONKAR			
		Class: MBA BA II , 202		Session: JAN-JUN 2023	
Unit	**Topic**		**Objectives**	**Tools used**	**Session**
1	Introduction of subject		To explain the concept of production	Lecture	1
	Production systems, P&O Mgmt definitions		To describe Prod Systems and explain definitions	Lecture and discussion	2
	Responsibilities of Pro Mgmt		To discuss various responsibilities of op manager	Lecture and discussion	3
	New Product Development, Product Design		To describe the concept of New Prod Dev and Prod Design	Lecture	4
	Plant Location		To explain diff techniques of Plant Location using examples	Examples, Numericals	5
	Plant Layout, Objective Questions		To discuss diff Layouts	Lecture	6
	Concepts, feature & benefits of SCM		To discuss basic Concepts, feature & benefits of SCM	Lecture and discussion	7
	Various flows of SCM, key issues of SCM		To discuss various flows of SCM, key issues of SCM	Lecture and discussion	8
2	Forecasting Types & Methods		To explain concept of forecasting and methods used	Lecture and discussion	9
	Qunatitative forecasting using examples		To explain Naïve, Moving and Wt Moving Average Methods	Examples, Numericals	10
	Qunatitative forecasting using examples		To explain Exponential Smoothing Method	Examples, Numericals	11

		Qunatitative forecasting using examples	To explain Forecasting through Regression and Box Jenkins	Examples, Numericals	12
		Production Planning, Capacity management	Tpo discuss Production Planning, Capacity management	Lecture	13

		Line of Balance, Schedule types & principles	To discuss Line of Balance, Schedule types & principles	Lecture and discussion with examples	14
3		Production Planning, Aggregate Production Planning	To explain Prod Planning and APP	Lecture	15
		Aggregate Production Planning in services and diaggergating	To discuss Aggregate Production Planning in services and diaggergating	Lecture	16
		Inventory management, objectives, factors, process	To discuss concept of Inventory Management	Lecture	17
		Inventory control techniques,	To explain ABC, VED,EOQ, SED, FSN and EOQ	Lecture and discussion with examples	18
4		The role of Network Design in the Supply Chain, Factors influencing Network Design Decisions,	To discuss the role of Network Design in the Supply Chain, Factors influencing Network Design Decisions,	Lecture and discussion	19
		Logistics as part of SCM, Logistics Costs, Different Models, Logistics SubSystem, Inbound and Outbound Logistics	To discuss Logistics as part of SCM, Logistics Costs, Different Models, Logistics Sub- System, Inbound and Outbound Logistics	Lecture and discussion	20

	Bullwhip Effect in Logistics, Distribution and Warehousing Management.	To discuss Bullwhip Effect in Logistics, Distribution and Warehousing Management.	Lecture and discussion	21
	Centralized and Decentralized Purchasing, Functions of Purchase Department and Purchase Policies,	To discuss Centralized and Decentralized Purchasing, Functions of Purchase Department and Purchase Policies,	Lecture and discussion	22

	Single Vendor Concept, Management of Stores, Accounting for Materials.	To discuss Single Vendor Concept, Management of Stores, Accounting for Materials.	Lecture and discussion	23
5	Class presentations	To test presentation skills of students	students presentation	24
	Class presentations	To test presentation skills of students	students presentation	25
	Class presentations	To test presentation skills of students	students presentation	26
	Class presentations	To test presentation skills of students	students presentation	27
	Internal	To test the understanding of students	Objective	28
	Role of Computer/ IT in Supply Chain Management, The Supply Chain IT Framework	To discuss Role of Computer/ IT in Supply Chain Management, The Supply Chain IT Framework	Lecture and discussion	29

	Customer Relationship Management, Internal Supply Chain Management, Supplier Relationship Management, The Transaction Management Foundation	To discuss Customer Relationship Management, Internal Supply Chain Management, Supplier Relationship Management, The Transaction Management Foundation	Lecture and discussion	30
	The Future of IT in the Supply Chain, Risk Management in IT, Supply Chain IT in Practice.	To discuss The Future of IT in the Supply Chain, Risk Management in IT, Supply Chain IT in Practice.	Lecture and discussion	31

PRESTIGE
INSTITUTE OF MANAGEMENT, GWALIOR
UGC NAAC ACCREDITED 'A' GRADE INSTITUTE
UGC APPROVED AUTONOMOUS INSTITUTE

Session Plan

Class: MBA (Business Analytics) Semester – II	Subject Faculty: Dr. Shivani Sharma
Subject: Corporate Finance (MBA BA 203)	Subject Credit: 4
Session: January to June 2022	Lecture Hours: 38

Objective: This course is intended to introduce the basic theory, concepts and practical applications in corporate finance and to enable students to analyze various corporate decisions.

Teaching Pedagogy: Lectures, classroom discussions, mini projects/assignments, case analysis and student presentations.

S. No.	Particular Unit Wise	Detailed Topics	No. of Hours	Teaching Pedagogy	Learning Objectives
1	Unit 1: Introduction to Finance & Corporate Finance	Concept of Finance & Corporate Finance	1	Lecture/ PPT	Learning involves the fundamentals, various models and agency problems of Corporate Finance.
		Objectives and Scope of Corporate Finance	1	Lecture/ PPT	
		Corporate Governance and Agency Problem	1	Lecture/ PPT/Examples/Case Discussion	
		Concept of Corporate valuation	1	Lecture/ PPT/Examples	
		Corporate valuation Models	1+1+1	Lecture/ PPT/Numerical	
		Introduction to start-up finance and Financial Decisions, Time Value of Money.	1	Lecture/ PPT/Examples	
		Total Hours	**8**		
2	Unit 2 : Investment and Financing Decision	Types of Decisions in Investment and Financing and concept of Opportunity Cost.	1	Lecture/ PPT/Examples	Learning involve knowledge about various techniques used for analyzing various longterm projects and
		Cost of Debenture	1	Lecture/ PPT/Numerical	
		Cost of Preference and Equity capital	1	Lecture/ PPT/Numerical	
		Composite Cost of Capital	1+ 1	Lecture/ PPT/Numerical	
		Capital Budgeting Decisions: Concept and Methods	1+1	Lecture/ PPT/Examples	
		Calculation of NPV and IRR	1+1	Lecture/Numerical/Case Assignments	

		Excel Application in Analysing Projects	1	Lecture/Numerical	Financing Decisions.
		Total Hours	**10**		
3	Unit 3: Financial Decision.	Basics of Capital Structure Decision making	1	Lecture/ PPT/Examples	Students will understand about various capital structure techniques and selecting best source of finance.
		Capital Structure Theories: Relevance and Irrelevance theory	1+1	Lecture/ PPT/Numerical	
		Leverage analysis – financial, operating and combined leverage along with its implications.	1 + 1	Lecture/ PPT/Numerical	
		EBIT- EPS Analysis and Point of Indifference.	1	Lecture/ PPT/Numerical	
		Total Hours	**6**		
4	Unit 4: Dividend Decisions.	Concept and factors affecting of Dividend policy	1	Lecture/ PPT/Examples	The learning involves various dividend models and its applicability, working capital management and corporate valuation in mergers and acquisitions
		Forms of dividends and types of dividend policies	1	Lecture/ PPT/Examples	
		Dividend Models: Walter and Gordon Model, Miller-Modigliani (MM) Hypothesis	1+1	Lecture/ PPT/Numerical	
		Overview of Working Capital Decision: Concept, Components, Factor Affecting working Capital Requirement.	1	Lecture/ PPT/Examples	
		Working Capital Management: Management of Cash, Inventory and Receivables.	1+1	Lecture/ PPT/Numerical	
		Mergers and Acquisition: Introduction.	1	Lecture/ PPT/Examples	
		Exchange Ratio, Synergy Benefits, Post Merger EPS, Post Merger Price of share, Required rate of return of merged company, De-Merger.	1+1 +1	Lecture/ PPT/Numerical/Case Discussion	
		Total Hours	**11**		

5	Unit 5: Corporate Finance Report.	Research on an Industry (Application of the learnings of each of the four units).	1+1+1	Lecture/PPT	To familiarize students about practical aspects of corporate finance.
		Total Hours	**3**		

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH, GWALIOR
SESSION PLAN
(Session January- June 2023)

SUB: HUMAN RESOURCE MANAGEMENT   FACULTY: Dr. GAURAV
JAISWAL
SUBJECT CODE: MBA-BA-205   CLASS: MBA (BA) II A

HOURS REQUIRED: 34 HOURS

Learning Objective:
- To make the students familiar with HRM concept, objectives and its importance in organization.
- To acquaint the students with HRP and associated Operational roles of procurement, placement, promotion & transfer concepts in HRM.
- To make the students understand the role of HR within the functioning of an organization.
- To introduce the students with compensation components and other schemes of components for other employees.
- To summarize them the major activities associated with human resource management.

Session Wise Unit Plan:

Session No.	Unit	Topics / Assignments	Methodology/Instructional techniques
1	Unit - I	Meaning of Human Resource Management, Nature of HRM. Scope of HRM, HRM objectives	Lecture
2.		Evolution of HRM	Lecture
3.		Functions of HRM,	Lecture
4.		HR Competencies & Roles	Illustrations
5.		Managing Human Resource, Human Capital	Lecture
6.		Case Study Discussion	Class Interaction
7.	Unit - II	Human resource planning	Lecture
8.		Job Analysis and Job design,	Lecture
9.		Recruitment, Types of recruitment, Placement and induction.	Lecture
10.		Selecting human resources, Selection methods, Various types of tests,	Lecture

11.		Training & Training Methods, Development	Lecture
12.		Role Play – The Interview Board	Class Discussion
13.		Performance Management- Importance & Process	Lecture
14	Unit - III	Methods of Appraisals	Lecture
15		Internal Mobility of The Employee-Transfer, Promotion	Lecture
16		Separation	Lecture
17		Employee Welfare	Lecture
18		Developing the Appraisal Forms	Practical Exercise
19	Unit - IV	**Employee Absenteeism:** Types of Absenteeism, Controlling Absenteeism;	Lecture
20		**Employee Turnover:** Concept and Types of Employee Turnover	Lecture
21		Transfers - Meaning, types, objectives.	Lecture
22		**Compensation Management** - Components of Pay	Lecture
23		**Contemporary issues in HRM-** HR Audit	Lecture
24		HRIS, SHRM, IHRM - A Brief Introduction.	Lecture
25		Case Study - 2 Training at Modern Auto	Class Discussion
26	Unit - V	**Practical component:** Writing a job advertisement.	Lecture
27		Self Appraisal & Peer Appraisal	Lecture
28		Offer Letter & Pay Slips	Lecture
29		Ask students to collect manpower data of your institute and prepare HR Dashboards.	Lecture
30		Case Study – 3, Issue of Employees Compensation	Class Discussion
31		Class Presentation	Class Discussion
32		Class Presentation- continued	Class Discussion
33		Class Presentation- continued	Class Discussion

34		Class Presentation- continued	Class Discussion

Suggested Readings:

1. Gary Dessler - A framework for Human Resource Management, Pearson education, Ltd.
2. K. Aswathappa, Human Resource and Personnel Management, Tata Mc-Graw Hill
3. Edwin B. Flippo, Personnel Management, McGraw Hill.
4. V.S.P. Rao, Human Resource Management, Excel Books
5. Snell S and Bohlander G (2007). Human Resource Management, Cengage Learning (Thomson Learning), Indian Edition
6. Pattnayak B, (2014), Human Resource Management, 4th Edition, pHI
7. Reinventing Human Resources Management: challenges and New Directions By Ronald J. Burke; Cary L.

Dr. Gaurav Jaiswal
MBA (BA) - II - A

Course Objective

To understand the role of consumer behaviour in marketing and to identify qualitative and quantitative methods of measuring consumer behavior

Course Outcomes: On the completion of the course, the student will be able to:

CO1a: Understand the application and methods of consumer research
CO1b: Acquire the knowledge of individual determinants of consumer behavior
CO2: Understand the facets of group dynamics with reference to consumer behaviour
CO3: Comprehend the communication and consumer decision-making process.
CO4: Describe various models of consumer behaviour and application of CB in industrial

CO-PO Matrix

Course Outcomes	PO1	PO2	PO3	PO4	PO5
CO1a	3	2	3	3	2
CO1b	3	3	2	3	3
CO2	3	2	3	3	3
CO3	3	3	3	3	3
CO4	3	2	3	3	3

Course Pedagogy:

Lecture, Case study, hands on analysis

Course Readings:

Prescribed Book(s):

1. *Leon G.Schiffman and Leslie LasarKanuk, Consumer Behavior, Pearson Education, India, 2002.*

2. *Paul Peter et al., Consumer Behavior and Marketing Strategy, Tata McGraw Hill, Indian Edition, 7th Edition 2005.*

Reference Book(s)

1. *Assel, Consumer Behavior - A Strategic Approach, Biztranza, 2008.*
2. *Sheth Mittal, Consumer Behavior- A Managerial Perspective, Thomson Asia (P) Ltd., 2003.*
3. *Abbael, Consumer behavior: A strategic approach (Indian edition 2005) Wiley 2012.*
4. *Hed, Hoyer. Consumer behavior, 2008 edition Wiley 2012.*
5. *Das Gupta. Consumer behavior, 2008 edition, Wiley 2012.*

6. *Shri Prakash. Theory of Consumer behavior, I edition, Vikas 2012. 8. Srabanti Mukherjee, Consumer behavior, Cengage Learning, 2012.*

Course Evaluation Criteria:

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)
Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		
Class Presentation	(3)	(3)	(2)	(3)
Corporate Readiness Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Session Details:

	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Introduction to Consumer Behavior, nature and importance	PPT + Lecture

	Unit	Topics Covered	Pedagogy
2.		Application of CB in Marketing	PPT + Lecture
3.		Various Methods and techniques of Consumer Research	PPT + Lecture
4.		Various Methods and techniques of Consumer Research	PPT + Lecture + Video on Coke Green consumer research.
5.		Consumer Research Process	PPT + Lecture
6.		New Developments in field of consumer research	PPT + Lecture
7.	**ABL**	Qualitative Research	Introduction: Data Mining
8.	**ABL**	Qualitative Research	Data Mining
9.	**ABL**	Qualitative Research	Case Study using www.amazon.in

10.	**UNIT 2**	Elements of perception, dynamics of perception	Learning through Movies, Rosho-Man Explaining difference in perception
11.		dynamics of perception	PPT + Lecture
12.		Consumer Imagery	PPT + Lecture
13.		Learning theories and principles	Role play +PPT + Lecture
14.		Personality theories	PPT + Lecture
15.	**ABL**	Personality theories	PPT + Lecture+ Management game on personality
16.	**ABL**	Attitude & Motivation	PPT + Lecture+ Case Study: Motivational theory in practice at Tesco
17.	**UNIT 3**	References group influence, types factors affecting groups, application of reference group concept	PPT+ Lecture
18.		Family	Role Play + PPT+ Lecture
19.		Family	PPT+ Lecture
20.		Diffusion of innovation	PPT+ Lecture
21.		Diffusion of innovation (conti)	PPT+ Lecture
22.		adaptation process	PPT+ Lecture
23.		adaptation process(conti)	PPT+ Lecture

24.	**ABL**	Family Chart Analysis	Group discussion
25.	**ABL**	Reference group study	Flow chart
26.	**ABL**	Survey activity on Personality	Survey Tool
27.	**UNIT 4**	Components of Communication	PPT+ Lecture
28.		Communication process	PPT+ Lecture
29.		Designing persuasive communication	PT+ Lecture

30.		Consumer decision making Process	PPT + Lecture
31.		Consumer decision making Process	Role Play + PPT + Lecture
32.		Consumer satisfaction + Consumer commitment	PPT + Lecture
33.	**ABL**	Communication Game	**ABL**
34.	**ABL**	#hashtags and boycotts	**ABL**
35.	**UNIT 5**	Traditional Model of consumer behaviour	PPT + Lecture + Role Play
36.		Economic, social model of CB	PPT + Lecture
37.		Nicosia, & Engel-Kolleat and Blackwell Model	PPT + Lecture
38.		Input and output process	PPT + Lecture
39.		Howard and Sheth Model	PPT + Lecture
40.		Engel-Kolleat and Blackwell Model	PPT + Lecture
41.		Meaning scope and characteristics of industrial markets	PPT + Lecture
42.		Factors affecting industrial buying participants and buying process	PPT + Lecture
43.	**ABL**	Case Study Consumer Purchase Decision	Group Discussion
44.	**ABL**	Online Vs. Traditional Model of consumer behavior	Hands on
45.	**ABL**	Causal Based Research: Research design	Hands on
46.	**ABL**	Hand on: Sampling	Hands on
47.	**ABL**	Handshake with SPSS	Hands on
48.	**ABL**	Finding authencity of responses: MS EXCEL	Hands on
49.	**ABL**	Presentation of consumer opinion	Hands on
50.	**ABL**	Presentation of consumer opinion	Hands on

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code : Social Media And Web Analytics MBA BA 304	Name: Bharti Gole
Semester : MBA_BA_ 3rd Semester	Length of Period: 60 Min
Session: (June 2022 – Dec 2022)	Total :

Course Objective:

The aim of this course is to showcase the opportunities that exist today to leverage the power of the Web and social media and to equip students with skills to collect, analyze and derive actionable insights from web clickstream, social media chatter, usability testing and experiments. A key feature of this course is the use of hands-on software tools for analyzing web and social media interactions **Course Outcomes:**

On completion of the course students will be able to:

CO1: Understand the role of web analytics within the digital marketing landscape

CO2: Identify, define and interpret commonly used web metrics and KPIs

CO3:Understand analytical methods to transform social media data into marketing insights

CO4: Understand the process of informed decision making using case based method

CO5:Understand how to effectively use insights to support website design decisions, campaign optimization, search analytics, etc.

CO6:To be proficient in analyzing unstructured data such as Social Media comments, customer reviews to understand the sentiments of the customers

PEDAGOGY: Lectures method

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Class Presentations

(b) MCQ and subjective test.

(c) Assignments/ Quizzes/Case study etc.

Linkage with Other Courses:

UNIT-1		
Class	**Learning Objective**	**Assessment/Evaluation**
10 classes	**Social Media & Analytics:** Introduction to Social Media, Social Media Landscape, Social Media Analytics & its Need. SMA in Small and Large Organisations; Application of SMA in Different Social Media Platforms. **Introduction to Web Analytics:** Definition, Process, Key Terms: Site References, Keywords and Key Phrases; Building Block Terms: Visit Characterization Terms, Content Characterization Terms, Conversion Metrics; Categories: Offsite Web, on Site Web; Web Analytics Platform, Web Analytics Evolution, Need of Web Analytics, Advantages & Limitations.	**Lecture**
UNIT 2:		
Class	**Learning Objective**	**Assessment/Evaluation**
6 classes	**Network Fundamentals:** The Social Networks Perspective - Nodes, Ties and Influencers, Social Network, Web Data and Methods. **Data Collection and Web Analytics Fundamentals:** Capturing Data: Web Logs, Web Beacons, Java Script Tags, Packet Sniffing; Outcome Data: E-commerce, Lead Generation, Brand/ Advocacy and Support; Competitive Data: Panel Based Measurement, ISP Based Measurement, Search Engine Data; Organisational Structure. Type and Size of Data, Identifying Unique page Definition, Cookies, Link Coding Issues	**Lecture**
UNIT 3 :		
Class	**Learning Objective**	**Assessment/Evaluation**

Class	Learning Objective	Assessment/Evaluation
9 classes	**Web Metrics & Analytics:** Common Metrics: Hits, Page Views, Visits, Unique Page Views, Bounce, Bounce Rate & its Improvement, Average Time on Site, Real Time Report, Traffic Source Report, Custom Campaigns, Content Report, Google Analytics; Key Performance Indicator: Need, Characteristics, Perspective and Uses. Graphs and Matrices- Basic Measures for Individuals and Networks. Random Graphs & Network Evolution, Social Context: Affiliation & Identity **Web analytics Tools:** A/B testing, Online Surveys, Web Crawling and Indexing. Natural Language Processing Techniques for MicroText Analysis	Lecture

UNIT 4 :

Class	Learning Objective	Assessment/Evaluation
9 classes	**Facebook Analytics:** Introduction, Parameters, Demographics. Analyzing Page Audience: Reach and Engagement Analysis. Post-Performance on FB; Social Campaigns: Goals and Evaluating Outcomes, Measuring and Analyzing Social Campaigns, Social Network Analysis Like Instagram, Twitter, LinkedIn, YouTube etc. AdWords, Benchmarking, Categories of Traffic: Organic Traffic, Paid Traffic; **Google Analytics:** Brief Introduction and Working, Google Website Optimizer, Implementation Technology, Limitations, Performance Concerns, Privacy Issues.	Lecture

Unit 5 :

Class	Learning Objective	Assessment/Evaluation
8 classes	Practical: Students should analyze the social media of any ongoing campaigns and present the findings. Project	**Class Presentation**

Suggested Reading

Centricity, John Wiley & Sons; Pap/Cdr edition (27 Oct 2009)

Usability Metrics, Morgan Kaufmann; 1 edition (28 April 2008)

Investment, John Wiley & Sons (16 April 2010) (B) Brian Clifton, Advanced Web Metrics with Google Analytics, John Wiley & Sons; 3rd Edition edition (30 Mar 2012)

Prestige Institute of Management and Research, Gwalior

Session Plan

Class: MBA (Business Analytics) MBA-BA –402

VI Semester

Subject Name: Cyber Security & Law   **Lecture hours: 38**

Objective: *To equip students with knowledge and skills of the law regarding Information-technology including computers and the internet to legal informatics and supervises the digital circulation of information, software, information security, and e-commerce. This subject focuses on Cyber security and its applications.*

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation / learning
Unit I	**Cyber Security & Law**	**9**		
1.	Introduction to Computers, Classification, Computer Input-Output Devices, Computer Security Terms, Computer Ethics	3	Lecture/Live example	Question and Answer
2.	Business and Professional Ethics,	1	Lecture/Live Example	Question and Answer, Live problem discussion
3.	Need for cyber security;	1	Lecture/Live Example	Question and Answer
4.	Cyber Frauds and crimes,	2	Lecture/Live Example	Question and Answer
5.	Digital Payments	1	Lecture/Live Example	Question and Answer
6	Various Search Engines.	1	Lecture/Live Example	Question and Answer
Unit II	**Cyberspace**	**11**		

1.	Cyberspace	1	Lecture	Question and Answer
2.	Regulation of cyber space – introducing cyber law, Scope of Cyber laws – e-commerce;	3	Lecture/Live Example	Question and Answer

3.	online contracts, IPRs (copyright, trademarks and software patenting);	2	Lecture/Live Example	Question and Answer
4.	e-taxation, e-governance and cyber crimes,	2	Lecture/live example	Question and Answer
5.	Human rights in cyberspace	1	Lecture	Question and Answer
6	International Co-operation in investigating cybercrimes	**1**	Lecture/live example	Question and Answer
7	Challenges to Fighting Cybercrime	**1**	Lecture/live example	Question and Answer
Unit III	**Cyber Laws**	**07**		
1.	Need for Cyber Rules & Regulations;	1	Lecture/live example	Question and Answer
2.	Scope and Significance of Cyber laws: Information Technology Act 2000	1	Lecture/live example	Question and Answer
3.	Amendments in IT Act, Network and Network Security	1	Lecture/live example	Question and Answer
4	Access and Unauthorized Access, Data Security	1	Lecture/live example	Question and Answer
5	E Contracts and E Forms. Penal Provisions for Phishing, Spam, Virus, Worms, Malware, Hacking, Trespass and Stalking	3	Lecture/live example	Question and Answer
Unit IV	**E- Commerce**	**07**		
1.	Definition of E-commerce, Introduction to E-Commerce-UNCITRAL	1	Lecture	Question and Answer

2.	Types of E-commerce, Important Issues in Global Ecommerce, Electronic signatures – technical issues and legal issues,	2	Lecture/live example	Question and Answer
3.	Electronic Contracts– E-Commerce Trends and Prospects, E-commerce and Taxation,	2	Lecture/live example	Question and Answer
4.	E-commerce and Banking – Online Credit Card Payments, Ecommerce and Retailing – ECommerce and Corporate finance.	2	Lecture/liv e example	Question and Answer
Unit V	**Cyber security & Data Privacy Laws**	**05**		
1.	Legal framework of Data Privacy	1	Lecture/liv e example	Question and Answer
2.	Need for Data Privacy Laws,	1	Lecture/liv e example	Question and Answer
3.	Right to privacy under Indian Constitution	2	Lecture/liv e example	Question and Answer
4	Data Privacy and Confidentiality.	*1*	Lecture/liv e example	Question and Answer

Anurag Sharma
Assistant Professor
Department of Law
Prestige Institute of Management, Gwalior.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: 2023

MBA BA 4– Session (JAN-JUNE 2023)

Course: Marketing Analytics

Course Code – DSEC-02

Credit: 3

Session Duration: 50 Minutes

FACULTY (Name): AP. Ankita Sharma **Telephone**:

9179738138

E-Mail: Ankita.sharma@prestigegwl.org

Course Objectives:

This course will provide students with an introduction to marketing analytics.

The students will learn various tools for generating marketing insights from data in such areas as segmentation, targeting and positioning, satisfaction management, customer lifetime analysis, customer choice, product and price decisions using conjoint analysis, and text analysis and search analytics.

Course Outcomes:

CO1a: Understand various marketing models and metrics

CO1b: Demonstrate Competitive analysis

CO2: Explain Price analytics

CO3: Understand Promotion analytics

CO4: Understand Sales analytics

CO/PO Matrix					
Course Outcomes	PO1	PO2	PO3	PO4	PO5
CO1a	2	3	1	2	-
CO1b	3	3	3	2	1
CO2	3	3	3	2	1
CO3	3	3	2	3	1
CO4	2	3	2	2	2

Course Pedagogy: Digital smart board/LCD, Laptop, Case studies, Activities/Exercises, Role plays, group discussions, case reports, class presentations,

Suggested Readings:

- Bendle, N.T., Farris, P.W., Pfeifer, P.E., Reibstein, D.J. Marketing Metrics, Pearson Education, Third Edition.
- Grigsby, M. (2018). Marketing Analytics: A Practical Guide to Improving Consumer Insights Using Data Techniques. Kogan Page Publishers.
- Sorger, S. (2013), Marketing Analytics: Strategic Models and Metrics, Admiral Press.
- Venkatesan, R., Farris, P., Wilcox, R.T. (2014), Cutting Edge Marketing Analytics: Real World Cases and Data Sets for Hands On Learning, Pearson Education.
- Winston, W. L. (2014). Marketing analytics: Data-driven techniques with Microsoft Excel. John Wiley & Sons.

Session Details:

Unit Description	Session (1 hour)	Topics Covered	Pedagogy
Unit 1	**1**	Introduction to marketing analytics, models and metrics,	PPT LECTURE
	2	Market Insight: Market terminology, market data sources, market sizing, pestle market analysis	PPT LECTURE
	3	porter five forces analysis. Market segmentation: creating segments using cluster analysis.	PPT LECTURE
Unit 2	**4**	Competitive Analysis: Competitive information, analysis and action process.	PPT LECTURE
	5	Product and Service Analytics: Conjoint analysis	PPT LECTURE
	6	decision tree models, portfolio resource allocation	PPT LECTURE Q&A
	7	product and service metrics, attribute preference testing	PPT LECTURE
Unit 3	**8**	Price analytics: pricing techniques and assessments	PPT LECTURE
	9	profitable pricing, pricing for business markets	PPT LECTURE

	10	price discrimination	PPT

			LECTURE
	11	Distribution Analytics: Distribution channel characteristics.	PPT LECTURE
	12	retail location selection, channel evaluation and selection	PPT LECTURE
	13	multi-channel distribution, distribution channel metrics.	PPT LECTURE
Unit 4	14	Promotion Analytics: Promotion budget estimation	PPT LECTURE
	15	promotion budget allocation, promotion metrics for traditional and social media	PPT LECTURE case study
	16	Social media analytics. Data mining.	PPT LECTURE Case discussion
	17	Online Advertising, Pay Per Click (PPC)	PPT LECTURE
	18	Google Adsense. Measuring advertising effectiveness.	PPT LECTURE
Unit 5	19	Sales Analytics: Consumer sales process	PPT LECTURE
	20	ecommerce sales model, sales metrics	PPT LECTURE

	21	profitability metrics, support metrics	PPT LECTURE
	22	Sales forecasting methods; Simple moving method	
	28	weighted moving average method	PPT LECTURE
	29	exponential smoothening method, regression method	PPT LECTURE
	30	Trend analysis	PPT LECTURE
	31	Measuring customer satisfaction: Swedish customer satisfaction barometer, American customer satisfaction index.	PPT LECTURE

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

BCA – 2022-26 Batch (July - December)

Semester: I

Course: Programming in C,

Course Code – BCA 101

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): AP Nitin Paharia

Telephone: 0751-4097038, 8109343419

E-Mail: Garima.mathur@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:30 – 5:20

Course Objectives: It aims to start off the development of problem solving ability using computer programming.

Course Outcomes: After completion of course the students will be able to:

CO1a: Understand the problem solving constructs and techniques through flowcharts

CO1b: Understand various tokens and predefined functions of C language

CO2: Understand & apply control statements and arrays to solve problems for Computers

CO3: Create modular program using functions and utilize various storage class

CO4: Understand & apply pre-processor directives, structures, and union in solving problems

Course Pedagogy: Digital smart board/LCD, Laptop, Programming Exercises.

Course Readings: Books

Prescribed Book(s):

Course Name: **Programming in C**, *This course outline has been prepared by AP Nitin Paharia ,PIMR-G,* **Batch: July-December 2022**

- Kanitkar Y. *Let us C*. BPB Publicatiuon.
- *C Programming*. Schaum's series.
- Balgurusuamy. *Programming in ANSI C*. Tata McGraw Hill **Reference Book(s):**

- Venu Gopal, Mastering C, Tata McGraw Hill
- DEITEL and DEITEL, How to program in C, Pearson **Course Evaluation Criteria:**

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)
Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		
Class Presentation	(3)	(3)	(2)	(3)
Corporate Readiness & Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Course Name: **Programming in C**, *This course outline has been prepared by AP Nitin Paharia ,PIMR-G, Batch: July-December 2022*

Session Details:

Class (Min 35- 40 Lectures) Class Tutorials (Min 15)	Topic Contents ; Source reference	Pedagogy
1	program concept, algorithms, flow charts - symbols	PPT, Board, Examples
2	rules for making flow chart, types of flowchart, advantage & disadvantage	PPT, Board, Examples
3	Writing flowchart	Assignment activity
4	techniques of problem solving: programming techniques – top down, bottom up, modular, structured	PPT, Board, Examples
5	techniques of problem solving features, merits & demerits	PPT, Board, Examples
6	programming logic- simple, branching, looping.	PPT, Board, Examples
7	Writing flowchart	Assignment activity
8	Testing & debugging & their tools.	PPT, Board, Examples
9	Programming in c including features of 'c', c tokens, variables, identifiers, keywords	PPT, Board, Examples
10	data types, constants	PPT, Board, Examples
11	operator and expression, operators: arithmetic, logical, relational, conditional and bit wise operators	PPT, Board, Examples
12	precedence and associativity of operators, type conversion in expression	PPT, Board, Examples
13	basic input/output and library functions single character input/output i.e. getch(), getchar(). Getche(),	PPT, Board, Examples

	putchar(),formatted input output i.e. printf() and scanf().	

Course Name: **Programming in C**, *This course outline has been prepared by AP Nitin Paharia ,PIMR-G,* **Batch: July-December 2022**

14	Writing Program	Assignment activity
15	Writing Program	Assignment activity
16	Writing Program	PPT, Board, Examples
17	**Branching constructs:** If statement, if.....else statement, nesting of if....else statement, else if ladder	PPT, Board, Examples
18	Writing Program	Assignment activity
19	the ?: operator, switch statement, compound statement	PPT, Board, Examples
20	Writing Program	Assignment Activity
21	loop controls: for, while, dowhile loops	PPT, Board, Examples
22	Writing Program	Assignment Activity
23	Writing Program	Assignment activity
24	break, continue, goto statement	PPT, Board, Examples
25	Writing Program	Assignment activity
26	arrays : what is array, declaring initializing 1d, 2d and 3d array	PPT, Board, Examples
27	Writing Program	Assignment Activity
28	String: declaration, string functions – strcat, strcpy, strcmp, strlen, strstr.	PPT, Board, Examples
29	Writing Program	Assignment Activity
30	**Functions:** Categories of functions user defined and library function	PPT, Board, Examples
31	function arguments, return values and nesting of function, calling of functions	PPT, Board, Examples
32	scope and life of variables - local and global variable	PPT, Board, Examples
33	storage classes - auto, extern, static	PPT, Board, Examples
34	pointers: operations on pointers, operators for pointers	PPT, Board, Examples
35	pointers and function, array of pointers, pointer and strings	PPT, Board, Examples
36	Writing Program	Assignment Activity
37	Writing Program	Assignment Activity

Course Name: **Programming in C**, *This course outline has been prepared by AP Nitin Paharia ,PIMR-G,* **Batch: July-December 2022**

38	**Preprocessor directives:** #define, defining functions like macros, include	PPT, Board, Examples
39	conditional compilation directives	PPT, Board, Examples
40	Structures: the concept of structure, initializing a structure, the structure tag, dot operator	PPT, Board, Examples
41	array of structure, structure and pointer, arrow operator and nesting of structure	PPT, Board, Examples
42	Unions: initialization and use of it in a program	PPT, Board, Examples
43	Command line arguments	PPT, Board, Examples
44	Writing Program	Assignment Activity
45	Writing Program	Assignment Activity
46	Writing Program	Assignment Activity

Course Name: **Programming in C**, *This course outline has been prepared by **AP Nitin Paharia** ,PIMR-G*, **Batch: July-December 2022**

1. Session Plan Information	
Subject &Code :BCA – 202: DBMS	Name: Bharti Gole
Semester : Semester	Length of Period: 60 Min
Session: (Jan 2023 - July 2023)	Total :

Course Objective:

This course covers fundamentals of database architecture, database management systems, and database systems. Principles and methodologies of database design, and techniques for database application development.

Course Outcomes:

CO-1: Understand key concepts of database, ER model and relational model, principles of transaction concept and distributed database.

CO-2: Acquire knowledge about Integrity rules and apply various normalization techniques.

CO-3: Execute various advance SQL queries related to relational algebra.

CO-4: Develop an enterprise data model that reflects the organization's fundamental business rules.

CO-5: Knowledge about Protection of database against crashes, Backup and Integrity violation..

PEDAGOGY: Lectures method

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Class Presentations

(b) MCQ and subjective test.

(c) Assignments/ Quizzes/Case study etc.

Linkage with Other Courses:

UNIT-1		
Class	**Learning Objective**	**Assessment/Evaluation**
10 classes	Introduction: Database system concepts, Data base system, Advantages of database systems; Data Architecture of data system: View/Schema, logical, conceptual and physical and their interrelationship DDL, DML and data dictionary, Data base administrator. Entity Relationship Model as a tool of conceptual design: Entities &Entity set, Relationship & Relationship set, Attributes, Mapping Constraints, Keys, Entity-Relationship diagram (E-R diagram): Strong & weak entities, Generalization, Specialization, Aggregation, Reducing ER diagram to tables.	**MCQ test /Subjective test/ Class Presentation/ Assignment**
UNIT-2		
Class	**Learning Objective**	**Assessment/Evaluation**
10 classes	Relational, Hierarchical and Network Model their advantages and disadvantages, storage organization for Relations. Rational Model: Structure tupple Attributes, Normalization: First, Second, Third & BCNF Normal Forms, key, primary key, Candidate key, Integrity rules: Entity integrity, Referential integrity rule.	**MCQ test / Subjective test/ Class Presentation/ Assignment**
UNIT-3		
Class	**Learning Objective**	**Assessment/Evaluation**
6 classes	Relational Algebra: Select, Project, Cross Product, Different types of Joins i.e. Theta Join, Equi Join, Natural join, Outer Join, Set Operations, Definition of Union, Set Difference, Cartesian Product, Selection, Intersection, Relational Query Language.	**MCQ test / Subjective test/ Class Presentation/ Assignment**
UNIT-4		
Class	**Learning Objective**	**Assessment/Evaluation**
6 classes	Functional Protection and Crash Recovery: Protection, against crashes, Different types of crashes, Backup, Journal, Rollback, Committed and Uncommitted transactions, Security on Database.	**MCQ test / Subjective test/ Class Presentation/ Assignment**
UNIT-5		
Class	**Learning Objective**	**Assessment/Evaluation**

8 classes	Transaction concept, Transaction state, serializability security or Database: user identification. Physical Protection and maintenance, Transmitted of Rights. Integrity: Integrity violation, Implementation of check's in enforcing integrity; Concept of Distributed database.	MCQ test / Subjective test/ Class Presentation/ Assignment

Suggested Text Books:

1. Ullman. Principles of Database Systems, 2e. Galgotia Publications.

2. Silberschatz, Korth, & Sudershan. Database System Concepts, 5e. McGraw Hill.

3. Desai, Bipin C. An Introduction to Database System. Galgotia Publications.

Reference Books

1. Date, C.J. An Introduction to Data Base Systems, 8e. Narosa Publications.

2. Patric, O`neil, & Elizabeth, O`neil. Database Principles, Programming and Performance,

2e. Margon Kaufmann Publishers Inc.

3. Ramez, Elmasri, & Shamkant. B. Fundamentals of Database Systems, 6e. Navathe

Addison-Wesley.

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code : Mathematics –II (Calculus) (BCA 204)	**Name: Asst. Prof. Smrita Bhadouria**
Semester : Second	**Length of Period: 60 minute**
Session: (Jan-June)-2023	**Total : 60 Hrs.**

Course Objective: The objective of this course is to familiarize the students with core concepts of calculus.

Course Outcomes: Upon successful completion of this course students will be able to

	PO1	PO2	PO3	PO4	PO5
CO1a: Able to understand the concept of approximate numbers, errors in numbers, representation of number in computer's memory and zeroes or roots of polynomial and/or transcendental equations.	2	*	*	*	2
CO1b: To understand and learn various iterative techniques to solve simultaneous linear equations.	1	*	*	*	1
CO2: To develop mathematical relationships for given observations of the variable using Interpolation techniques.	2	*	*	*	1
CO3: Able to understand the concept concerning numerical differentiation and Integration for a class of equidistant and unequal arguments.	1	*	*	*	1
CO4: To learn and understand numerical solution of ODE by techniques of Iterative methods.	1	*	*	*	1

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PEDAGOGY: Concept based lectures accompanied by practical problems or numerical **Teaching Aids:** White Board Power Point Presentation

Teaching Methods:
The course will use the following pedagogical tools:
(a) Discussion covering a cross section of decision situations.
(b) Discussions on issues and topics.
(c) Assignments/ Quizzes/ Class participation etc.

Linkage with Other Courses: Computer Sciences, Engineering

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
Quiz	5
Assignment	5
Class Presentation	5
Comprehensive Viva	5
Final Exam	60
Total	100

Session Detils :

Syllabus of Unit-1
Successive, Leibnitz Theorem, Taylor's & Maclaurin' s series, Tests for Concavity and Convexity, Points of Inflexion, Multiple Points, Asymptotes, Tracing of Curves in Cartesian and polar coordinates.

Session	Topics	Learning Objective	Learning Outcomes	Assessment/Evaluation/ Material
Day-1-2	Concept of Successive differentiation and its Numerical	To provide understanding of existence of nth order derivative.	At the end of the topic student will able to understand how successive differentiation is used to find nth order derivatives	3-5 problems will be given
Day 3-4	Leibnitz Theorem and its Numerical	To Provide the nth derivative of Product of Two functions	Students will able to solve nth derivative of Product of two functions	3-5 problems will be given

Day-5-6	Taylor's theorem and its Numerical	To define the Taylor series and generated by a function at a point.	Students will able to Determine the value of known Taylor series for function at particular points	3-5 problems will be given
Day-7	Maclaurin's theorem and its Numerical	To define the Maclaurin ' s series and generated by a function at origin	Students will able to Determine the value of known Maclaurin's series for function at particular points	3-5 problems will be given
Day-08	Test of concavity and convexity	To understand the shapes of curve in particular interval	Will be able to determine where a function is concave upward or concave downward with the use of calculus	Short type questions will be given
Day- 09-10	Introduction of Point of Inflexion and its numerical	To understand the		
Day-1113	Tracing in Cartesian form (Concept & Numerical)	To Sketch Cartesian curve, polar curves and reciprocal curves.	Will be able to trace the curve for different fields	Numerical based on tracing will be given
Day -14	Tracing in polar form (Concept & Numerical)			

Syllabus of unit-2

Partial differentiation: Function of several variables, Limits, continuity and differentiability, Partial

derivatives, Euler's Theorem, Mean value theorem & Taylor's theorem for functions of two variables.

Session	Topics	Learning Objective	Learning Outcomes	Assessment/Evaluation/ Material
Day-15	Concept of Limit of a function for two variables and its conditions	To Understand the concept of limit and continuity of function of two variables	Will be able to understand the key concept and application of limit and continuity of function of two variables	1. One to one interaction with students on current topic
Day- 16	Numerical on limit			
Day-17	Concept and condition for Continuity of Function two variable			
Day-1819	Numerical on Continuity			

Day-20	Concept and condition for differentiability of	To Understand the concept of differentiability	Will be able to understand concept of differentiability of	2. Numerical based on topic will be given to students
	Function of two variables	of function of two variables	function of two variables	
Day-21	Numerical			3. Assignment related to topics will be given
Day-22	Concept of Partial Derivatives and its numerical	To Understand the rate of change of function of two or more variables	Students Will able to find the partial derivatives of function	
Day-2324	Euler's Theorem and its application	To understand homogeneous function and prove Euler's theorem along useful corollaries.	Students will able to understand use of Euler's theorem for homogeneous function	
Day-25	First mean value theorem	Applying Partial Derivatives at different points of given interval using different theorems	Students will able to apply concept of partial derivatives in Mean value theorem and Taylor's theorem for two variables	
Day -26	Taylor's theorem and its numerical			

Syllabus of unit-3:

Envelopes, Maxima, Minima and saddle points of functions of two variables, Lagrange's multiplier method

Session	Topic	Learning Objective	Learning Outcomes	Assessment/Evaluation/ Material
Day-27	Concept of envelopes numerical of envelope of one parameters	To Obtain the envelope of family of Curves	Students will able to find the envelope of Family of one parameter and two Parameter	1. Short type questions will be given to student to identify parameters in curves 2. Numerical Based on Envelope will be given
Day-28-29	Numerical of envelope when two are connected by relation parameters			
Day-30	Concept of Maxima and Minima for two variables	Obtain Maxima and minima for a function of two variables	Students will be able to understand find maxima and minima of function of two variables	Numerical Based on maxima & minima will be given

Day-31	Numerical on maxima and minima and saddle points			
Day-32	Concept of Lagrange's	To obtain Maximum and	Student will able to find the maxima and minima	Numerical will be given to students
	multiplier	Minimum value of function of more than two variables	by Lagrange's multipliers	
Day-33-34	Numerical on Lagrange's multiplier			

Syllabus of unit-4:

Differential Equations of First Order and First Degree: Separation of variables, Homogeneous Differential Equations, Reducible to Homogeneous Differential Equations, Linear Differential Equations, Reducible to Linear Differential Equations, Bernoulli's Equation, Exact Differential Equations, Change of Variables.

Session	Topics	Learning Objective	Learning Outcomes	Assessment/Evaluation/ Material
Day- 35	Introduction of Differential equation and its various types degree and order of D.E.	To Identify the various types of Differential equation with the help of degree and order	Students will able to Identify the various types of Differential equation with the help of degree and order	Numerical based on different method will be given to students
Day-3637	Methods of ODE of First order and first degree (Separation of variable)	To Solve the different methods of differential equation of first order and first degree.	Students will be able to Solve the different methods of differential equation of first order and first degree.	
Day-38	Homogeneous Differential Equations			
Day-39	Reducible to Homogeneous Differential Equations			
Day-40	Linear Differential Equations			
Day-4142	Reducible to Linear Differential Equations, Bernoulli's Equation			
Day-43	Exact Differential Equations,			
Day-44	Change of Variables.			

	Subject Quiz			

Syllabus of unit-5
Linear Differential Equations of Higher order with constant coefficients, Differential Equations reducible to Linear Differential Equations with Constant Coefficients, Simultaneous differential equation of first order.

Session	Topics	Learning objectives	Learning Outcomes	Assessment/Evaluation/ Material
Day-45	Concept of Linear Differential Equations of Higher order with constant coefficients	To Understand the Concept of Linear Differential Equations of Higher order with constant coefficients	Student will be able to understand the Concept of Linear Differential Equations of Higher order with constant coefficients	Numerical based on C.F. and P.I. will be given to students
Day-46	Numerical based on C.F.(Complementary function)	To Learn the concept of finding C.F.	Students will able to find the C.F. of LDE of higher order with constant coefficient	
Day-4750	Numerical based on C.F.(Complementary function) and P.I. (Particular Integral)	To Learn the concept of finding C.F. and P.I	Students will able to find the C.F. and P.I. of LDE of higher order with constant coefficient	
Day-5153	Concept Differential equation reducible to Linear Differential Equations with Constant Coefficients and its numerical	To Understand the concept of differential equation reducible to Linear Differential Equations with Constant Coefficients.	Students will able to solve the problem based on Differential equation reducible to Linear Differential Equations with Constant	Numerical will given to students
Day-5457	Simultaneous differential equation of first order.	To understand the concept of Simultaneous differential equation of first order.	Students will able to solve the problem based on Simultaneous differential equation of first order.	

Suggested Readings:

1. **Stewart,J.-** Calculus with Early Transcendental Functions (Cengage Learning)

2. **Robert T. Smith & Roland B. Minton-** Calculus-Single variable (McGraw-Hill)
3. **Tom M. Apostol-** CALCULUS- VOLUME 1 One-Variable Calculus, with an Introduction to Linear Algebra (Willy Eastern)
4. **Prasad, G. -** Differential Calculus (Pothishala Private Ltd.)

5. Raisinghania, M. D. *Ordinary and Partial Differential Equations*. S. Chand & Company Ltd.

Reference Books:

1. **Agrawal,D.C. –** Calculus-I (Shree Sai Prakashan,Merut)
2. **Prasad, G. -** Integral Calculus (Pothishala Private Ltd.)
3. **Agrawal, D.C. –** Advanced Calculus (Shree Sai Prakashan,Merut)
4. **Agrawal, D.C. –** Differential Equation (Shree Sai Prakashan,Merut)

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code: Object Oriented Programming in C++ **BCA 302**	**Name: Asst. Prof. Shruti Dubey**
Semester : III Semester	**Length of Period: 50 mins**
Session: (July2022-December 2022)	**Total : 47Hrs.**

Course Objective:
l. To strengthen the problem solving ability by applying the characteristics of an objectoriented approach.
2. Demonstrate adeptness of object oriented programming in developing solutions to problems demonstrating usage of data abstraction, encapsulation, and inheritance. 3. To introduce object oriented concepts in C++

PEDAGOGY: Lectures method
Teaching Aids: PPTs, White Board,

Teaching Methods:

The course will use the following pedagogical tools:

(a) Class Presentations

(b) MCQ and subjective test.

(c) Assignments/ Quizzes/Case study etc.

Session Plan:

Syllabus of Unit-1		
Introduction, OOP languages, characteristics of OOP's languages, application of OOP's, OOP's paradigm, concepts, benefits of OOP's, disadvantage of OOP's. Application of OOP's., Cl*r.r & Objects: Specifying a Class, Creating Objects, Accessing Class members, Defining member function, Outside Member Functions as inline, Accessing Member Functions within the class, Static data member, Access Specifiers: Private, Protected and Public Members. Passing objects to function, Returning objects, Object assignment, This pointer.		
UNIT I	**Learning Objective**	**Assessment/Evaluation**

	Explain what constitutes an objectoriented approach to programming and identify potential benefits of Object-oriented programming over other approach.	**Lecture** **MCQ test / Subjective test/ Class Presentation/ Assignment**
DAY(1-7)		

Unit-2

Constructor & Destructor: Introduction, Constructor, Parameterized constructor, Multiple constructor in a class, Constructor with default argument, Copy constructor, Default Argument, Destructor. Array, Pointers, and references: Array of objects, Pointers to object, Pointer to class members. References: Reference parameter, passing references to objects, returning reference, Independent reference, The Dynamic Allocation operators, initializing allocated memory, Allocating Array, Allocating objects.

UNIT 2	**Learning Objective**	**Assessment/Evaluation**
DAY(8 -16)	Analyze and decompose problem specifications from Object Oriented Perspectives	**Lecture** **MCQ test / Subjective test/ Class Presentation/ Assignment**

Unit 3

Function & operator overloading : Function overloading, Overloading constructor function finding the address of an overloaded function, Operator Overloading: Creating a member op..ut6r function, Creating Prefix & Postfix forms of the increment & decrement operation, Overloading the shorthand operation (i.e. +:,-: etc), Operator overloading restrictions, Operator overloading using friend function, Overloading New & Delete, Overloading some special operators, Overloading [ ], ( ), -, comma operator, Overloading << and >>

UNIT 3	**Learning Objective**	**Assessment/Evaluation**
DAY(1 7-26)	Understanding the concept of different features of OOPs	**Lecture** **MCQ test / Subjective test/ Class Presentation/ Assignment**

unit-4:

Inheritance: Base class Access control, Inheritance & protected members, protected base class inheritance, inheriting multiple base classes, Constructors, destructors & Inheritance, When constructor & destructor function are executed, Passing parameters to base class Virtual functions, Early Vs. late constructors, Granting access, Virtual base classes. Virtual functions & Polymorphism: Virtual function, Pure bind

UNIT IV	**Learning Objective**	**Assessment/Evaluation**

DAY(27-34)	Develop console application, using object-oriented approach.	**Lecture** **MCQ test / Subjective test/ Class Presentation/ Assignment**

unit-5

The C+r I/O system basics: C++ 5lsrrrs, The basic stream classes: C++ predefined streams, Formatted VO: Formatting using the ios members, Using manipulators to format VO, Creating your own manipulators, - File Management: Introduction - File handling, File structure, File handling function, File types, Streams, Text, Binary, File system basics, The file pointer, Opening a file, Closing a file, Reading and Writing File.

UNIT V	**Learning Objective**	**Assessment/Evaluation**
DAY(35-41)	Use of File handing in CPP programming	**Lecture** **MCQ test / Subjective test/ Class Presentation/ Assignment**

Suggested Reading:

Suggested Text Books:

l. R. Subburaj. Object Oriented Programming With C++. Vikas Publishing House, New Delhi.

2. E. Balguruswamy. C++. TMH Publication.

Reference Books:

l. Schildt H. C++ The complete reference. TMH Publication.

2- stroustrup B. The c++ Programming Language. Addison-wesley.

PRESTIGE INSTITUTE OF MANAGEMENT AND RESEARCH GWALIOR

Department of Computer Applications & Sciences	
Session Plan	
Subject: WEB TECHNOLOGY	Class- BCA 3RD SEMESTER
Weekly Lecture :03 Lectures	
Subject Teacher : MAHENDRA SINGH YADAV	Total Lectures: 35 Hours

Objective:
        The objective of this subject is to gain and exhibit a good understanding of the principles and tools for creating an efficient static websit*e.*

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation / learning
	Unit I	**09**		
1.	Differentiate page layout design container structure and attributes. ,	1	Lecture & Practical	LAB TEST
2.	Identify properties of styling text content., Compare site structure and links.	2	Lecture & Practical	LAB TEST
3.	Understand how to work with images in a web site.,	1	Lecture & Practical	LAB TEST
4.	1.Explain creating basic tables. 2.Recognize HTML Tags and structure. 3.Describe the process to creating lists. 4. Describe the process to page layout design container structure and attributes. 5. Describe the process to styling text content.	2	Lecture & Practical	LAB TEST
5.	Identify HTML Tags and structure., Describe the process of creating lists.	3	Lecture & Practical	LAB TEST
	Unit II	**10**		

1.	Java script Operators, Javascript events & Selectors, Javascript Array & functions	3	Lecture	Question and Answer
2.	Describe the process to with images in a web site.	2	Lecture	LAB TEST
3.	Describe the process of defining margins and borders.	1	Lecture	LAB TEST
4.	Describe the process of creating basic tables.	1	Lecture	LAB TEST
5.	Describe the process of site structure and links.	3	Lecture	LAB TEST
	Unit – III	**05**		
1.	PHP INTRODUCTION, PHP VERSIONS	1	Lecture	LAB TEST
2.	PHP OPERATORS, ASSOCIATIVITY & PRECEDENCE.	2	Lecture	LAB TEST
3.	CAPTURING FORM DATA , GET 7 POST METHOD	2	LAB	LAB TEST
	Unit – IV	**08**		
1.	PHP CODITIONAL EVENTS & LOOPS	2	Lecture & Activity	LAB TEST
2.	PHP FUNCTIONS & ARGUMENTS	1	Lecture & Activity	LAB TEST
3.	PHP STRINGS & STRING RELATED LIBRARIES	1	Lecture & Activity	LAB TEST
4.	REGULAR EXPRESSIONS IN PHP & DATABASE CONNECTIVITY	04	Lecture & Activity	LAB TEST
	Unit-V	**03**		
1.	Database design concepts, sql	1	Lecture & Activity	Question and Answer
2.	Communicating with MYSQl	1	Lecture & Activity	Question and Answer

3.	Mysql functionality	1	Lecture & Activity	Question and Answer

Prepared By:

Mahendra Singh Yadav
Assistant Professor
Department of Computer Science & Applications
Prestige Institute of Management & Research, Gwalior.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

BCA – 2021-24 Batch (Jan - June)

Semester: IV

Course: Programming in Java,

Course Code – BCA

Credit: 04

Session Duration: 50 Minutes

FACULTY (Name): Nitin Paharia

Telephone: 0751-4097038, 8109343419

E-Mail: nitin.paharia@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:30 – 5:20

Course Objectives:
1. To understand the basic concepts and fundamentals of platform independent object oriented language.
2. To demonstrate skills in writing programs using exception handling techniques and multithreading.
3. To understand streams and efficient user interface design techniques.
4. To understand java frameworks for window application

Course Outcomes: : After successful completion of the course, the students are able to CO1a: Use the syntax and semantics of java programming language
CO1b: To understand the basic concepts of OOP using java.
CO2: Develop reusable programs using the concepts of inheritance, polymorphism, interfaces and packages.
CO3: Apply the concepts of Multithreading and Exception handling to develop efficient and error free codes.

Course Name: **Programming in JAVA**, *This course outline has been prepared by **Nitin Paharia** ,PIMR-G, **Batch: Jan-Jun 2023***

CO4: Design event driven GUI applications which mimic the real word scenarios.

Course Pedagogy: Digital smart board/LCD, Laptop, Exercises.
Course Readings: Books **Suggested**
Textbooks:

1. Schildt, H. (2017). *Java- The Complete Reference Tenth Edition*. McGraw Hill Education
2. Balaguruswamy, E. (2019). *Programming with Java Sixth Edition.* McGraw-Hill Publications **Reference Books:**
1. Sierra, Kathy & Bert Bates (2009). *Head First Java.* O'Reilly Publications
2. Horstmann, Cay S. & Gary Cornell (2007). *Core Java, Volume I—Fundamentals*. Prentice Hall Publications
3. Horstmann, Cay S. (2017). *Core Java Volume II - Advanced Features*. Pearson Education

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
MCQ	5
Class Presentation	5
MCQ	5
Project Presentation	5
Final Exam	60
Total	100

Session Details:

Course Name: **Programming in JAVA**, *This course outline has been prepared by* ***Nitin Paharia*** *,PIMR-G,* ***Batch: Jan-Jun 2023***

Class (Min 35- 40 Lectures) Class Tutorials (Min 15)	Topic Contents ; Source reference	Pedagogy
1	Introduction to Java, Versions of Java	PPT, Board, Examples
2	Features of java, C++ V/s Java	PPT, Board, Examples
3		Assignment activity
4	Setting up Java environment, Java virtual machine.	PPT, Board, Examples
5	Constants & Variables, Declaration of Variables, Types of Variables	PPT, Board, Examples
6		Assignment activity
7	Scope of Variables, Data Types in Java	PPT, Board, Examples
8	Operators in Java, Control Statements in Java	PPT, Board, Examples
9		Assignment activity
10	Arrays: Creating One Dimensional & Two Dimensional Arrays	PPT, Board, Examples
11		Assignment activity
12	Basic concepts of OOPS: OOPS terminology, Classes, Methods, Creating Instance	PPT, Board, Examples
13	Class Variables, Accessing Class Members	PPT, Board, Examples
14	Constructors, Method Overloading	PPT, Board, Examples
15		Assignment activity
16	Inheritance and its Types in Java	PPT, Board, Examples
17	Method Overriding, Final Variables, Methods and Classes, finalize method	PPT, Board, Examples
18	Abstract Methods & Classes Visibility Control in Java	PPT, Board, Examples

Course Name: **Programming in JAVA**, *This course outline has been prepared by* **Nitin Paharia** *,PIMR-G,* **Batch: Jan-Jun 2023**

19	**Interfaces**: Defining Interfaces, Implementing and Inheriting Interfaces	PPT, Board, Examples
20		Assignment activity
21	**Concept of Package:** In-built Packages, Using In-Built Packages	PPT, Board, Examples
22	Creating User Defined Packages	PPT, Board, Examples
23	Accessing a User-Defined Package , Adding a Class to a Package	PPT, Board, Examples
24	**Working with Strings:** String, StringBuffer, and StringBuilder	PPT, Board, Examples
25		Assignment activity
26	**Collections Framework:** Set, List	PPT, Board, Examples
27	Queue, Maps	PPT, Board, Examples
28	**Exception Handling in Java:** Types of Exceptions in Java, Try-Catch-Finally	PPT, Board, Examples
29	Using Multiple Catch Blocks, Nested Try, Throw and Throws Keyword	PPT, Board, Examples
30		Assignment activity
31	**Multithreading in Java:** Java Thread Model	PPT, Board, Examples
32	Life Cycle Of a Thread, Creating Threads	PPT, Board, Examples
33	Extending Thread Class, Stopping & Blocking A Thread, Thread Exceptions	PPT, Board, Examples
34	Thread Priority, Thread Synchronization, Implementing Runnable Interface, Inter Thread Communication	PPT, Board, Examples
35	**Introduction to GUI Programming in Java**	PPT, Board, Examples
36		Assignment activity

Course Name: **Programming in JAVA**, *This course outline has been prepared by* **Nitin Paharia** *,PIMR-G,* **Batch: Jan-Jun 2023**

37		Assignment Activity
38	AWT: Basic GUI Components	PPT, Board, Examples
	of AWT, Event Handling	
39	Java Swing: Basic GUI Components of Swing	PPT, Board, Examples
40	Difference between AWT and Swing	PPT, Board, Examples

Course Name: **Programming in JAVA**, *This course outline has been prepared by* **Nitin Paharia** *,PIMR-G,* **Batch: Jan-Jun 2023**

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR

Department of Computer Science & Applications	
Session Plan	
Subject: PYTHON PROGRAMMING	**Class- BCA IV SEMESTER**
Weekly Lecture :04 Lectures	
Subject Teacher : MAHENDRA SINGH YADAV	**Total Lectures: 45 Hours**

Objective:
      The objective of this subject is to gain and exhibit a good understanding of the principles and tools for creating an efficient static websit*e.*

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation / learning
Unit I		**10**		
1.	Brief History of Python, Python Versions, Installing Python, Environment Variables Getting Help, Dynamic,Types,Python Reserved Words, Naming Conventions	2	Lecture	Question and Answer
2.	Introduction to tokens, keywords, literals, Accepting input and displaying output, Introduction to IDLE	2	Lecture	Question and Answer
3.	Operators and Expressions: Different categories of operators, Operators and operands, Expression.	1	Lecture	Question and Answer
4.	Operator precedence, Introducing operator precedence by adding parenthesis.	2	Lecture	Question and Answer
5.	String Methods,The format Method,Numeric Data Types,Conversion Functions, Simple Output,Simple Input, The % Method,The print Function	3	Lecture	Question and Answer
Unit II		**07**		
1.	Conditionals: if, if else, if else if ladder, nested conditionals, ternary operator equivalent	2	Lecture	Question and Answer

2.	Loops: for loop, while loop, iterators	2		Lecture	Question and Answer

3.	Jump statements like break, continue, else & pass	1		Lecture	Question and Answer
4.	Relational and Logical Operators, Bit Wise Operators	2		Lecture	Question and Answer
5.					
Unit III		**10**			
1.	Python collections , List, List Functions & Methods;	2		Lecture	Question and Answer
2.	Sets: Working with Set & Frozen Set	1		Lecture	Question and Answer
3.	Tuples: Accessing Tuples, Tuple Operations, Working with Tuples, Tuple Functions & Methods;	2		Lecture	Question and Answer
4.	Strings: String functions and string manipulations, Using the split() and strip() function	3		Lecture	Question and Answer
5.	Dictionaries: Accessing Values in dictionaries, Dictionary Operations, Working with Dictionary, Dictionary Properties, Dictionary Functions & Methods;	2		Lecture	Question and Answer
Unit IV		**07**			
1.	Functions: Defining & Calling a function, Types of functions, Default Arguments.	2		Lecture & Activity	Question and Answer
2.	Variable-length Arguments, Non-keyword Variable Arguments (Tuple), Keyword Variable Arguments (Dictionary).	2		Lecture & Activity	Question and Answer
3.	Anonymous functions, Global & Local variables	1		Lecture & Activity	Question and Answer

4.	Exception handling: Exception classes hierarchy, try, except, finally, Raising an exception, user defined exceptions	2	Lecture & Activity	Question and Answer
Unit V		**11**		
1.	Object oriented programming: Introduction to classes, Using methods, Using object data, Understanding inheritance, Applying Polymorphism to classes	5	Lecture & Activity	Question and Answer
2.	Regular expressions: Introduction to regular expressions, Search with re,Replace with re, Reusing re	2	Lecture & Activity	Question and Answer
3.	Importing & Exploring Data using Python Modules	1	Lecture & Activity	Question and Answer
4.	Introduction of numpy module, numpy operations	2	Lecture	Question and Answer
5.	Introduction of pandas module, pandas operations	1	Lecture	Question and Answer

Prepared By:

Mahendra Singh Yadav
Assistant Professor
Department of Computer Science & Applications
Prestige Institute of Management & Research, Gwalior.

	Prestige Institute of Management and Research Gwalior

Session Plan	**Course:** BCA		**Faculty:** Dr. Rajesh Gupta
	Subject Code and Name: BCA 403 – Statistical Methods		**Session:** Jan- June 2023
	No. of Sessions Required: 36 Hours		
Course Objective	The students learn both descriptive and inferential statistics to decision making.		

Unit	Time	Topic	Teaching Objectives	Methodology
Unit - I (A)	6 Hrs	Frequency distribution and Frequency charts, Histogram, Frequency polygons, Frequency curves and Cumulative frequency distribution, Ogive curves.	To know the meaning of data and its distributions using tables and graphs	PPt
		Measures of Central Tendency: Arithmetic Mean and its computations	To learn art of computation	Lecture & Quizzes
		Median and Mode, its implications and computations		
		Concept of Partition Values: Quartiles, Deciles and Percentiles and its computations	To learn the key concepts of positional values	
Unit - I (B)	3 Hrs	Measures of Dispersion: concept and computation of Range, Semi-inter Quartile range and its coefficient		Lecture & Quizzes
		Concept and computation of Mean Deviation and standard deviation and its coefficient	Enable to differ between central tendency and dispersion of data	
Unit - I (C)	3 Hrs	Concept and computation of Skewness and its measures: Karl Pearson's , Bowley's and Kelly's coefficient of Skewness		Lecture & Quizzes
		Concept and computation of Kurtosis and its measures based on moments.	Learning the characteristics of symmetry and shape of data	

Unit - II	4 Hrs	Basic concepts of Probability and its computation	To learn the key concepts of Probability	PPt, Lectures and Quizzes
		Problems based on addition and multiplication theorems	To compute probability problems based on its rule.	Application based problems
Unit - III	6 Hrs	Meaning of Probability distributions: Binomial distributions and its problems	To understand discrete probability distributions	
		Poission distributions and its problems		
		Normal distributions and its problems based on area property	To understand continuous probability distributions	
Unit - IV	6 Hrs	Meaning and types of correlation, Measures of correlation: Scatter plot	Understand the purpose of correlation	PPt and lecture
		Karl Pearson's coefficient of correlation and its computation	To develop computation skills	Application based problems
		Measures of correlation: 3. Spearman's Rank Correlation case (a) when ranks are not repeated case (b) when ranks are repeated	Understand when and how to use rank correlation	
		Regression Analysis: its meaning and various types of regression equations and its coefficients	To know about regression and its use as cause and effect between the variables	Application based problems
		An overview on the concept of partial and multiple correlations	Understand the key concepts of partial and multiple correlation	
Unit- V	8 Hrs	Basic elements of statistical inference: sampling, sampling distributions, hypotheses, level of significance, df, test statistic, critical region	To know fundamentals of Statistical Inference	PPt and lecture
		Application of test-statistic: Z-test		
		Application of test-statistic: t-test	Learn to apply statistical test to the problems of parametric nature	Application based problems
		Application of test-statistic: F-test (one way ANOVA)		
		Application of test-statistic: ChiSquare test	Learn to apply statistical test to the problems of nonparametric nature	

		Association of attributes: Basic Terminologies, Yule's coefficient of association of attributes	To understand the association between attributes	Lecture

Recommended/ Reference Books:	
1.	**C.B. Gupta** - An Introduction to Statistical Methods. Vikas Publ. House
2.	**S.C. Gupta** - Fundamental of Statistics. Sultan Chand & Sons
3.	**H.C Saxena and J.N Kapoor-** Mathematical Statistics. S. Chand and Company

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

BCA – 2020-23 Batch (July - December)

Semester: V

Course: Artificial Intelligence,

Course Code – BCA 503

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): AP Nitin Paharia

Telephone: 0751-4097038, 8109343419

E-Mail: Garima.mathur@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:30 – 5:20

Course Objectives: This course is designed to familiarize the students with basic principles, techniques, and applications of Artificial Intelligence.

Course Outcomes: After completion of course the students will be able to:

CO1a: Demonstrate fundamental understanding of the AI history and its foundations.

CO1b:Understand elements constituting problems and learn to solve it by various uninformed and informed (heuristics based) searching techniques

CO2: Understand different methods of knowledge representation and reasoning.

CO3:Be able to describe and apply the artificial neural network models and their learning algorithms in solving problems

CO4:Be able to describe different activation function, regularization techniques, Fuzzy Sets and Fuzzy Logic

Course Pedagogy: Digital smart board/LCD, Laptop, Exercises.

Course Readings: Books

Course Name: **Programming in C**, *This course outline has been prepared by AP Nitin Paharia ,PIMR-G, Batch: July-December 2022*

Suggested Textbooks:
- Patterson, Dan W. (2007). *Introduction to AI and ES*. Pearson Education
- Rich, Elaine & Kevin Knight. *Artificial Intelligence*. Tata McGraw Hill
- Russel, Stuart & Peter Norvig (2007). *AI- A Modern Approac, 2e.* Pearson Education

Reference Books:
- Clocksin, W.F. & Mellish (2001). *Programming in PROLOG, 3e.* Narosa Publishing House
- Bratko, Ivan (2000). *Prolog Programming for Artificial Intelligence,3e.* Addison-Wesley, Pearson Education

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	16
Quiz / Written Test	6
Class Presentation	2
Class Room Attendance	4
Assignment	3
Seminar Presentation	4
Final Exam	
Total	

Course Name: **Programming in C**, *This course outline has been prepared by **AP Nitin Paharia** ,PIMR-G,* **Batch: July-December 2022**

Session Details:

Class (Min 35- 40 Lectures) Class Tutorials (Min 15)	Topic Contents ; Source reference	Pedagogy
1	Introduction: Introduction to Artificial Intelligence, Historical Backdrop, what is Intelligence, The bottom line	PPT, Board, Examples
2	Defining the problem as state space search	PPT, Board, Examples
3	Class Assignment	Assignment activity
4	production system and their types	PPT, Board, Examples
5	characteristics of problem and production system	PPT, Board, Examples
6	Class Assignment	Assignment activity
7	State Space Search: Generate and test, Simple search, Quality of solution Depth First Search (DFS)	PPT, Board, Examples
8	Breadth First Search (BFS), Comparison of BFS and DFS	PPT, Board, Examples
9	Class Assignment	Assignment activity
10	Depth Bounded DFS (DBDFS), Depth First Iterative Deepening(DFID)	PPT, Board, Examples
11	Class Assignment	Assignment activity
12	Heuristic Search: Heuristic Functions, Best First Search	PPT, Board, Examples
13	Hill Climbing, Local Maxima, Solution Space Search	PPT, Board, Examples
14	Variable Neighborhood Descent, Beam Search	PPT, Board, Examples
15	Class Assignment	Assignment activity
16	Tabu Search, Peak to Peak Methods	PPT, Board, Examples
17	Knowledge Representation, Problems in representing knowledge	PPT, Board, Examples
18	knowledge representation	PPT, Board, Examples

Course Name: **Programming in C**, *This course outline has been prepared by AP Nitin Paharia ,PIMR-G,* **Batch: July-December 2022**

	using propositional	
19	predicate logic	PPT, Board, Examples
20	Class Assignment	Assignment activity
21	comparison of propositional and predicate logic	PPT, Board, Examples
22	Resolution, refutation	PPT, Board, Examples
23	deduction, theorem proving, inferencing	PPT, Board, Examples
24	monotonic and no monotonic reasoning.	PPT, Board, Examples
25	Class Assignment	Assignment activity
26	Learning: Introduction to learning, Neural Networks: Introduction	PPT, Board, Examples
27	Model Representation	PPT, Board, Examples
28	Gradient Descent vs. Perceptron Training, Stochastic Gradient Descent	PPT, Board, Examples
29	Multilayer Perceptrons, Multiclass Representation, Backpropagation Algorithm	PPT, Board, Examples
30	Class Assignment	Assignment activity
31	Learning rate and it's significance	PPT, Board, Examples
32	Activation functions: sigmoid, tanh, relu	PPT, Board, Examples
33	Softmax	PPT, Board, Examples
34	problems of overfitting in neural networks; regularization techniques: L1 and L2 regularization	PPT, Board, Examples
35	dropout, data augmentation, early stopping	PPT, Board, Examples
36	Class Assignment	Assignment activity
37	Fuzzy Sets and Fuzzy Logic: Introduction to Classical Sets and Fuzzy Sets	Assignment Activity
38	Classical set and Fuzzy sets –	PPT, Board, Examples
39	Membership Functions	PPT, Board, Examples
40	Operations and Properties	PPT, Board, Examples

Course Name: **Programming in C**, *This course outline has been prepared by **AP Nitin Paharia** ,PIMR-G,* **Batch: July-December 2022**

41	Class Assignment	Assignment Activity
42	Fuzzy Relations – Equivalence	PPT, Board, Examples
	& Tolerance	
43	Class Assignment	Assignment Activity
44	Fuzzification, Membership Value Assignment	PPT, Board, Examples
45	Fuzzy to Crisp	PPT, Board, Examples
46	Class Assignment	Assignment Activity

Course Name: **Programming in C**, *This course outline has been prepared by AP Nitin Paharia ,PIMR-G,* *Batch: July-December 2022*

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject &Code :BCA – 502: Computer Networking	Name: Bharti Gole
Semester : Semester	Length of Period: 60 Min
Session: (July 2022 – Dec 2022)	Total :

Course Objective:

1. Build an understanding of the fundamental concepts of computer networking.

2. Familiarize the student with the basic taxonomy and terminology of the computer networking area.

3. Introduce the student to advance networking concepts, preparing the student for entry Advance courses in computer networking.

4. Allow the student to gain expertise in some specific areas of networking such as the design and maintenance of individual networks.

Course Outcomes:

On completion of the course students will be able to:

CO1: Independently understand basic computer network technology.

CO2: Understand and explain Data Communications System and its components.

CO3: Identify the different types of network topologies, protocols and n/w devices.

CO4: Enumerate the layers of the OSI model and TCP/IP. Explain the function(s) of each layer.

CO5: Understand and building the skills of sub netting and routing mechanisms.

PEDAGOGY: Lectures method

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Class Presentations

(b) MCQ and subjective test.

(c) Assignments/ Quizzes/Case study etc.

Linkage with Other Courses:

UNIT-1		
Class	**Learning Objective**	**Assessment/Evaluation**
6 classes	Data Communication System: Purpose, Components: Source, transmitter, transmission System, receiver, and destination. Data transmission: Frequency, Spectrum and Bandwidth. Timedomain and frequency domain Concepts. Relationship between data-rate and Bandwidth. Network topology with advantages and disadvantages.	**MCQ test /Subjective test/ Class Presentation/ Assignment**
UNIT-2		
Class	**Learning Objective**	**Assessment/Evaluation**
10 classes	Analog and digital data transmission. Data and Signal. Analog and digital signaling of analog and digital data. Modem, modulation techniques, codec, digital transmitter etc. Transmission impairments: attenuation and attenuation distortion, delay distortion, noise.	**MCQ test / Subjective test/ Class Presentation/ Assignment**
UNIT-3		
Class	**Learning Objective**	**Assessment/Evaluation**
8 classes	Introduction to Network, OSI reference model, TCP/IP reference model. Transmission Media: Magnetic Media, Twisted-Pair cables, Baseband & Broadband Coaxial cables, Fiber Optics, Wireless Transmission: Radio Transmission, Microwave Transmission, Bluetooth, Infrared, Virtual LAN.	**MCQ test / Subjective test/ Class Presentation/ Assignment**
UNIT-4		
Class	**Learning Objective**	**Assessment/Evaluation**
10 classes	ISDN; ATM; data link layer: services, framing, error control, error-detecting & correcting codes. Data link protocols: stopand-wait protocol, sliding window protocol. HDLC; static & dynamic channel allocation in LANS & MANS, FDDI.	**MCQ test / Subjective test/ Class Presentation/ Assignment**
UNIT-5		
Class	**Learning Objective**	**Assessment/Evaluation**
6 classes	Multiple Access Protocols: ALOHA, CSMA/CD; IEEE standards 1002.3 and Ethernet, 1002.4: Token Bus; 1002.5: Token Ring. Bridges, Routers, Gateways, Routing Algorithm, Congestion control Algorithm, Internetworking, The TCP/IP Protocol, IP Addressing, Subnets, Supernets, IPv6.	**MCQ test / Subjective test/ Class Presentation/ Assignment**

Suggested Reading

1. Tanenbaum A. Computer Networks. Prentice Hall-publisher.
2. Forouzan. Data Communication & Networking. Mc Graw Hill Publisher.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

BCA – 2020-23 Batch (Jan - June)

Semester: VI

Course: Mobile Application Development,

Course Code – BCA

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Nitin Paharia

Telephone: 0751-4097038, 8109343419

E-Mail: nitin.paharia@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:30 – 5:20

Course Objectives: This course is designed to familiarize the students with CUI of Linux and android application development

Course Outcomes: After completion of course the students will be able to:

CO1a: To understand Lunix features and commands

CO1b: to understand mobile OS

CO2: to understand architecture of android OS

CO3: to understand android framework and their components

CO4: To develop mobile app in android device

Course Pedagogy: Digital smart board/LCD, Laptop, Exercises.

Course Readings: Books

Course Name: **Mobile Application Developmet**, *This course outline has been prepared by*
Nitin Paharia ,PIMR-G, Batch: Jan-Jun 2023

Suggested Text Books:

1. Cinar O. *Beginning Android 4*. Apress Publication.
2. Meier R. *Professional Android 4 Application Development.* Wrox Publication.

Reference Books:
1. Kothari P. *Android Application Development*. Black Book. Dream Tech Publication.
2. Novák I., Arvai Z., Balássy G., Fulop D. *Beginning Windows 8 Application Development*. Wrox Publication.

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
MCQ	5
Class Presentation	5
MCQ	5
Project Presentation	5
Final Exam	60
Total	100

Session Details:

Course Name: **Mobile Application Developmet**, *This course outline has been prepared by*
Nitin Paharia ,PIMR-G, **Batch: Jan-Jun 2023**

Class (Min 35-40 Lectures) Class Tutorials (Min 15)	Topic Contents ; Source reference	Pedagogy
1	Linux introduction and file system - Basic Features, Advantages	PPT, Board, Examples
2	, Installing requirement, Basic Architecture of Unix/Linux system, Kernel, Shell.,	PPT, Board, Examples
3	Linux standard directories	Assignment activity
4	Commands for files and directories cd, ls, cp, md, rm, mkdir, rmdir, pwd,	PPT, Board, Examples
5	more, less, creating and viewing files using cat, file comparisons – cmp & comm,	PPT, Board, Examples
6		Assignment activity
7	View files, disk related commands, Filters, Redirection Operator	PPT, Board, Examples
8	File permission command	PPT, Board, Examples
9		Assignment activity
10	An Introduction to Mobile Computing- mobile Application Programming	PPT, Board, Examples
11		Assignment activity
12	Different Platforms. Operating systems-Architecture	PPT, Board, Examples
13	working of Android, iOS and Windows phone	PPT, Board, Examples
14	Comparison of Android, iOS and Windows phone	PPT, Board, Examples
15		Assignment activity
16	Android Development Environment -Advantages and Future of Android	PPT, Board, Examples
17	Android Origin, Version and API level, Use of Android Studio.	PPT, Board, Examples

Course Name: **Mobile Application Developmet**, *This course outline has been prepared by*
Nitin Paharia ,PIMR-G, Batch: Jan-Jun 2023

18	Android Software Development Platform - Understanding Java SE and the Dalvik Virtual Machine,	PPT, Board, Examples
19	The Directory Structure of an Android Project	PPT, Board, Examples
20		Assignment activity
21	Common Default Resources Folders, The Values Folder	PPT, Board, Examples
22	Leveraging Android XML, Screen Sizes,	PPT, Board, Examples
23	Launching Your Application, Configure Virtual Device/Real Device for execute Android Apps	PPT, Board, Examples
24	Android Framework Overview- The Foundation of OOP	PPT, Board, Examples
25		Assignment activity
26	The APK File, Android Application Components	PPT, Board, Examples
27	Android Activities: Defining the UI	PPT, Board, Examples
28	Android Services: Processing in the Background	PPT, Board, Examples
29	Broadcast Receivers: Announcements and Notifications,	PPT, Board, Examples
30		Assignment activity
31	Activity Life Cycle	PPT, Board, Examples
32	Fragment and Intents	PPT, Board, Examples
33	Working with the User Interface Using Views and ViewGroups	PPT, Board, Examples
34	Different Layouts	PPT, Board, Examples
35	Handling UI Events	PPT, Board, Examples
36		Assignment activity
37	Handling Pictures and Menu with Views	PPT, Board, Examples
38	Storing the Data Persistently	PPT, Board, Examples

Course Name: **Mobile Application Developmet**, *This course outline has been prepared by*
Nitin Paharia ,PIMR-G, **Batch: Jan-Jun 2023**

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2023
BBA – Batch (2021-24)
Course: Financial Management
Course Code: BBA 403
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Ajay Jain

Telephone: 9893939736

E-Mail: ajay.jain@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1: Demonstrate a good understanding of concepts, goals and functions of financial management

CO2: Analyze the pattern of fund requirement and associated risk through financial planning

CO3: Evaluate various theories of dividend and capital budgeting techniques to allocate funds to the most attractive investment opportunity

CO4: Estimate various capital structure theories and factors affecting capital structure decisions in a firm.

CO5: Determine optimum capital structure and cost of capital of various sources like debt, equity, preference & retained earnings

CO6: Examine the determinants of working capital requirement of the company and its tools for smooth functioning of business.

Course Pedagogy:

Lecture, PPT.

Course Readings:

Suggested Readings:

- *M.Y. Khan & P.K. Jain. (2013). Financial Management. New Delhi: Tata McGraw Hill.*

- *I.M. Pandey (2010). Financial Management, New Delhi: Vikas Publications.*

- *R.K. Sharma & Shashi K. Gupta (2014). Financial Management. Ludhiana: Kalyani Publications.*

Course Evaluation Criteria:
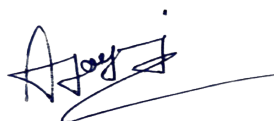
Instruments	Marks
Mid Term Exam	
Quiz/Written Test	
Case Analysis and Presentation	40
Class Participation	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Concept and nature of financial management	PPT +Lecture
2.		Types of financial decisions	PPT +Lecture
3.		Importance and objectives of financial management. Organisation and responsibilities of finance functions.	PPT +Lecture
4.		Role and status of financial executives in organisation structure.	PPT +Lecture
5.		Time value of money	PPT +Lecture
6.		Calculation of Time value of money	PPT +Lecture

7.		Revision	Discussion
8.	**UNIT 2**	Short-term, medium term and long term financial planning	PPT +Lecture
9.		Capitalisation	PPT +Lecture
10.		Types of securities and their evaluation of income	PPT +Lecture
11.		Calculation of risk & return	PPT +Lecture
12.		Calculation of risk & return	PPT +Lecture
13.		Revision	Discussion
14.	**UNIT 3**	Nature, importance and principles of capital budgeting	PPT +Lecture
15.		Techniques of capital budgeting: nondiscounting techniques	PPT +Lecture
16.		NPV, DPBP	PPT +Lecture
17.		IRR	PPT +Lecture
18.		Capital budgeting practices in India.	PPT +Lecture
19.		Dividend theories	PPT +Lecture
20.		Dividend models	PPT +Lecture
21.		Factors affecting dividend, dividend policy in India.	PPT +Lecture
22.	**UNIT 4**	Concept of capital structure, objectives and determinants of optimum capital structure.	PPT +Lecture
23.		Approaches to capital structure: Relevance	PPT +Lecture

24.		Irrelevance theories	PPT +Lecture
25.		Cost of capital	PPT +Lecture
26.		Leverages	PPT +Lecture
27.		Leverages	PPT +Lecture
28.		Revision	Discussion
29.	**UNIT 5**	Concepts of working capital and determinants of working capital	PPT +Lecture
30.		Operating and cash cycles, risk-return trade off	PPT +Lecture
31.		Cash management	PPT +Lecture
32.		Inventory management	PPT +Lecture
33.		Receivables management	PPT +Lecture
34.		Tools for analysis of working capital	PPT +Lecture
35.		Revision	Discussion

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior
BBA IV– Batch (Jan-June, 2023)
Course: Business Research
Course Code – BBA 401
Credit: 04
Session Duration: 50 Minutes

FACULTY (Name): Dr. Chanda Gulati

Telephone: 0751-4097020

E-Mail: chanda.gulati@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:00 – 5:20

Course Objectives: The course intends to develop understanding of basic research, tools used in research and analysis of research.

Course Outcomes: On completion of course, the students will be able to:

CO1: Understand the concept, process, design, tools and techniques of RM.
CO2: Apply tools, techniques/methods to assist various functions of management.
CO3: Analyses the data collected.
CO4: Evaluating the results, interpret and present findings.
CO5: Preparing research report

Course Pedagogy: Digital smart board/LCD, Laptop, PASW, Excel, Activities/Exercises

Course Readings: Books, and Research papers

Course Evaluation Criteria:

Course Name: **Business Research,**   *This course outline has been prepared by* **Dr. Chanda Gulati***, PIMR-G,* **Batch: Jan-June, 2023**

Instruments	Marks (Semester 1)
Mid Term Exam	(20)
Quiz	(5)
Presentation	(5)
Research report +Excel	(5+5)
Final Exam	(60)
Total	100

SYLLABUS

Unit -I: Concept of Research Concept of Business Research and Its Application, Types of Research, Research Process.

Unit -II: Research Problem, Reviewing Literature and formulation of objectives & Hypothesis Concept of research problems- selection & formulation. Conducting Literature Review Sources & procedure, Setting Objectives, Hypothesis Formulation- Types of Hypothesis

Unit -III: Research Design Concept & types of research design, Sampling Design- Related concepts, Data Collection Methods- Primary & Secondary, Scaling Techniques - Types of Scaling Data- Nominal, Ordinal, Interval & Ratio

Unit -IV: Analysis Coding, Editing and Tabulation of Data. Application through software: Methods of Descriptive Analysis- Concept of Mean, Median Mode, Standard Deviation, Variance, Various Kinds of Charts and Diagrams Used in Data Analysis; Methods of Inferential Statistics: T-test, ANOVA, Correlation and Regression

Unit -V: Research Communication Format of research report, Precautions in report writing; Footnoting, Referencing: APA, HBR,IEEE and Index.

Readings:

- Cooper, Donald R and Schindler, Ramela (2000) Business Research Methods, Tata Mc Graw Hill

- Levin & Rubin (2004), Statistics for Management, 8ft Ed, Prentice Hall of India

- Srivastava, Shenoy and Sharma (2002). Quantitative Techniques for Business Decisions, 4th Ed, Allied Publishers.

Course Name: **Business Research,** *This course outline has been prepared by **Dr. Chanda Gulati**, PIMR-G, **Batch: Jan-June, 2023***

- Dr. S. Shajahan (2004),Research Methods for Management 2'd Edition, Jaico Publishers ☐ Ranjit Kumar, (2005), Research Methodology, Pearson Education

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH, GWALIOR (MP)

SESSION PLAN

Jan-June, 2023

Business Research

Session No.	Topics / Assignments	
1	Concept of Business Research and Its Application	Lecture + Presentation
2	Types of Research	L + Presentation
3	Research Process	L + Presentation
4	Research Problem	L + Presentation
5	Literature & Objective Formulation	L + Presentation
6	Literature & Objective Formulation	Excel based RoL
7	Literature & Objective Formulation	Excel based RoL
8	Hypotheses: Concept & types	L + Presentation
9	Research Design	L + Presentation
10	Sampling design	L + Presentation
11	Data Collection methods	L + Presentation
12	Design Survey questionnaires	L + Presentation
13	Scaling Techniques	L + Presentation
14	Data Collection & Tabulation	L + Presentation, Excel

Course Name: **Business Research,** *This course outline has been prepared by **Dr. Chanda Gulati**, PIMR-G, **Batch: Jan-June, 2023***

15	Descriptive Analysis	L + Presentation
16	Descriptive Analysis	Exercise
17	Inferential Analysis	L+ Presentation
18	Correlation & Regression	Presentation, Exercise on SPSS
19	Correlation & Regression	Presentation, Exercise on SPSS
20	T-test & Anova	Presentation, Exercise on SPSS
21	T-test & Anova	Lab Sessions
22	Correlation & Regression	Lab Sessions
23	Report Writing : Format	L+ Presentation
24	Precautions in report writing & Footnoting	L+ Presentation
25	Referencing: APA, HBR,IEEE and Index	L+Presentation
26	Research Report Presentation	Presentation
27	Research Report Presentation	Presentation

Course Name: **Business Research,** *This course outline has been prepared by* **Dr. Chanda Gulati***, PIMR-G,* **Batch: Jan-June, 2023**

SESSION PLAN

Prestige Institute of Management & Research, Gwalior

Term : July-Dec (2022-23)

MBA – Batch (2020-23)
Course: Consumer Behavior
Course Code: BBA 502 MM
Credit: 6
Session

Duration: 60 Minutes

FACULTY (Name): Dr. Abhijeet Singh Chauhan

Telephone : 7415321226

E-Mail : abhijeet.chauhan@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes
After completion of this course, the students will
CO1: Discuss the rationale for studying consumer behavior.
CO2: Identify and explain factors that influence consumer behavior inclusive of society and culture and demonstrate how knowledge of consumer behavior can be applied to marketing.
CO3: Develop an understanding of the motivational factors in consumer behavior and will be able to measure consumer personality.
CO4: Demonstrate the impact of reference groups in influencing buying decisions.
CO5: Explain the diffusion of innovation and various models of consumer decision making

Course Pedagogy:

Lecture, Case study, hands on analysis

Suggested Readings:
- *Leon G.Schiffman& Leslie L.Kanuk: Consumer Behaviour, Prentice Hall Publication, latest*
- *Edition*
- *Solomon, M.R.: Consumer Behaviour – Buying, Having, and Being, Pearson Prentice Hall.*
- *Blackwell, R.D., Miniard, P.W., &Engel, J. F.: Consumer Behaviour, Cengage Learning.*
- *Hawkins, D.I., Best, R. J., Coney, K.A., & Mookerjee, A: Consumer Behaviour – Building Marketing*
- *Strategy, Tata McGraw Hill.*
- *Kotler, P. & Keller, K. L.: Marketing Management (Global Edition) Pearson.*

Evaluation Criteria

Course Evaluation Criteria:

Instruments	Marks (BBA Sem V)
Mid Term Exam	20
Quiz/Written Test	5
Case Analysis	3
Class Presentation	4
Summer Internship	4
Class attendance	4
Final Exam	60
Total	100

Session Details:

	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Introduction to Consumer Behavior, nature and importance	PPT + Lecture

2.		Application of CB in Marketing	PPT + Lecture
3.		Various Methods and techniques of Consumer Research	PPT + Lecture
4.		Various Methods and techniques of Consumer Research	PPT + Lecture + Video on Coke Green consumer research.
5.		Consumer Research Process	PPT + Lecture

6.		New Developments in field of consumer research	PPT + Lecture
7.		Qualitative Research	Introduction: Data Mining
8.		Qualitative Research	Data Mining
9.		Qualitative Research	Case Study using www.amazon.in
10.	**UNIT 2**	Elements of perception, dynamics of perception	Learning through Movies, Rosho-Man Explaining difference in perception
11.		dynamics of perception	PPT + Lecture
12.		Consumer Imagery	PPT + Lecture
13.		Learning theories and principles	Role play +PPT + Lecture
14.		Personality theories	PPT + Lecture
15.		Personality theories	PPT + Lecture+ Management game on personality
16.		Attitude & Motivation	PPT + Lecture+ Case Study: Motivational theory in practice at Tesco
17.	**UNIT 3**	References group influence, types factors affecting groups, application of reference group concept	PPT+ Lecture
18.		Family	Role Play + PPT+ Lecture
19.		Family	PPT+ Lecture
20.		Diffusion of innovation	PPT+ Lecture

21.		Diffusion of innovation (conti)	PPT+ Lecture
22.		adaptation process	PPT+ Lecture
23.		adaptation process(conti)	PPT+ Lecture
24.		Family Chart Analysis	Group discussion
25.		Reference group study	Flow chart
26.		Survey activity on Personality	Survey Tool

27.	**UNIT 4**	Components of Communication	PPT+ Lecture
28.		Communication process	PPT+ Lecture
29.		Designing persuasive communication	PT+ Lecture
30.		Consumer decision making Process	PPT + Lecture
31.		Consumer decision making Process	Role Play + PPT + Lecture
32.		Consumer satisfaction + Consumer commitment	PPT + Lecture
33.		Communication Game	**Role play**
34.		#hashtags and boycotts	PPT + Lecture
35.	**UNIT 5**	Traditional Model of consumer behaviour	PPT + Lecture + Role Play
36.		Economic, social model of CB	PPT + Lecture
37.		Nicosia, & Engel-Kolleat and Blackwell Model	PPT + Lecture
38.		Input and output process	PPT + Lecture
39.		Howard and Sheth Model	PPT + Lecture
40.		Engel-Kolleat and Blackwell Model	PPT + Lecture
41.		Meaning scope and characteristics of industrial markets	PPT + Lecture

42.		Factors affecting industrial buying participants and buying process	PPT + Lecture
43.		Case Study Consumer Purchase Decision	Group Discussion
44.		Online Vs. Traditional Model of consumer behavior	PPT + Lecture
45.		Causal Based Research: Research design	PPT + Lecture
46.		Hand on: Sampling	PPT + Lecture
47.		Handshake with SPSS	Hands on
48.		Finding authencity of responses: MS EXCEL	Hands on
49.		Presentation of consumer opinion	PPT + Lecture
50.		Presentation of consumer opinion	PPT + Lecture

Prestige Institute of Management & Research, Gwalior

July-Dec (2022-23)

MBA – Batch (2022-25)
Course: Fundamentals of Management
Course Code: BBA 101
Credit: 6
Session Duration: 60 Minutes

FACULTY (Name): Dr. Abhijeet Singh Chauhan

Telephone : 7415321226

E-Mail : abhijeet.chauhan@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes: Upon successful completion of this course students will be able to

CO1: Understand the concept of Management, its levels and functions.
CO2: Determine the managerial roles and skills, with special attention to managerial responsibility for effective and efficient achievement of goals.
CO3: Understand the planning process, its types and various decision making models. CO4: Ascertain the nature of organization structure, and its different types explaining Span of Control.
CO5: Understand group behavior in organizations, including communication, leadership, power and politics, conflict, and negotiations.
CO6: Understand the organizational system, including organizational structures, culture, human resources, and change.

Course Pedagogy:

Lecture, Case study, hands on analysis

Suggested Readings:
- *Gilbert, D.R. Stoner, F. & Freeman, R.E. (2001). Management. Pearson Education.*
- *Weihrich, H. & Koontz, H. (2005). Management: A Global Perspective. Tata McGraw Hill.*
- *Robbins, S. P. & Coulter, M. (2012). Management. Pearson.*
  Ouchi, W. G. & Dowling, J. B. (1974). Defining the Span of Control. Administrative Science Quarterly. 357-365.

Evaluation criteria

SEMESTER I

S.No		Paper code	Course	Internal Component Marks		External Exams Marks		Total	Credit	EVALUATION	
				Max	Min	Max	Min			IE	EE
1	MAJOR	101	FUNDAMENTALS OF MANAGEMENT AND ORGANISATIONAL BEHAVIOUR	40	14	60	21	100	6	40	60
2	MINOR	102	BUSINESS MATHEMATICS AND STATISTICS IN DECISIONSMAKING	40	14	60	21	100	6	40	60
3	GEC	103	GENERIC ELECTIVE I (ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT)	40	14	60	21	100	4	40	60
4	AEC	104	ENVIRONMENTAL SCIENCE	40	14	60	21	100	4	40	60

Session Details:

	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Concept	PPT + Lecture
2.		Cont.	PPT + Lecture

3.		Nature and functions of Management	PPT + Lecture
4.		Nature and functions of Management	PPT + Lecture
5.		Evolution of Management	PPT + Lecture
6.		Cont.	PPT + Lecture
7.		Planning Concept	PPT + Lecture
8.		Types of Plans	PPT + Lecture
9.		Cont.	PPT + Lecture
10.		Planning Process	PPT + Lecture
11.		Case on Management	Case study
12.		Case on Planning	Case study
13.	**UNIT 2**	**Organizing:** Concept	PPT + Lecture
14.		Cont.	PPT + Lecture
15.		Organizational structure	PPT + Lecture
16.		Cont.	PPT + Lecture
17.		Organizational design	PPT + Lecture
18.		Cont.	PPT + Lecture
19.		Principles of Organizing	PPT + Lecture
20.		Cont.	PPT + Lecture

21.		Staffing	PPT + Lecture
22.		Principles of Staffing	Case study
23.		Case study on Authority and Responsibility	Case study
24.		Case study on Authority on Organizing	Case study
25.		Case study on Staffing	Case study
26.	**UNIT 3**	**Directing:** Concept	PPT+ Lecture
27.		Cont.	PPT+ Lecture
28.		Principles of Directing	PPT+ Lecture
29.		Cont	PPT+ Lecture
30.		Techniques of Directing	PPT+ Lecture
31.		Cont.	PPT+ Lecture
32.		Case study on Directing	Case study
33.		Role play on Directing	Role Play
34.	**UNIT 4**	**Controlling:** Concept	PPT+ Lecture
35.		Cont.	PPT+ Lecture
36.		Process	PT+ Lecture
37.		Types	PPT + Lecture
38.		Balanced score card	Video + PPT + Lecture
39.		Factors	PPT + Lecture
40.		Control effectiveness	PPT + Lecture
41.		Case study on controlling	**Case study**

SESSION PLAN

Prestige Institute of Management & Research, Gwalior

Term : Jan-June (2022-23)

BBA– Batch (2020-23)
Course: Marketing of Services
Course Code: BBA -MM- 603
Credit: 6
Session Duration: 60 Minutes

FACULTY (Name): Dr. Abhijeet Singh Chauhan

Telephone : 7415321226

E-Mail : abhijeet.chauhan@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes

Co1: Students will be able to learn growth and importance of services and basics of service. Co2: Students will be able to learn marketing mix in service marketing and its implementation.

Co3: Students will be able to learn service marketing strategy, how to frame them and how to use them so to have Competitive advantage'

Co4: Students will be able to learn concept, dimensions and process of services and models of services and demand management in services'

Co5: Students will, be able to learn importance of relationship building and how to use them to build a strong Personal-Professional relationship and they also able to learn about different service industries prevailing in Indian economy

Course Pedagogy:

Lecture, Case study, hands on analysis

Suggested Readings:

1. Fisk, R. P., Grove, S. J., & John, J.: Interactive services marketing. New York. Houghton Mifflin.

2. Glynn, W. J., & Barnes, J. G.: Understanding services management - Integrating marketing, organizational behaviour, operations and human resources management, Prentice Hall.

References:

1. Gronroos, C.: Service Management and Marketing - A customer relationship management approach, New York: John Wiley.

2. Hoffman, K. D., & John, E. G. B.: Marketing of services: Concepts strategies and cases, Thomson-South Western.

3. Shanker, R. (2002). Services Marketing: The Indian perspective, Excel Books.

Course Evaluation Criteria:

Instruments	Marks (BBA Sem VI)
Mid Term Exam	20
Quiz/Written Test	5
Case Analysis	5
Class Presentation	5
PD workshop	5
Final Exam	60
Total	100

Session Details:

	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Growth and Importance of Services	PPT + Lecture
2.		Service Industry: A Global Issue	PPT + Lecture
3.		Service Marketing Environment	PPT + Lecture
4.		Growth of Service sector	PPT + Lecture +. Video
5.		Basics of services	PPT + Lecture
6.		Characteristics and Classification of services	PPT + Lecture
7.		Challenges and Strategic issues in service marketing	PPT + Lecture

8.		Segmentation of services	PPT + Lecture

9.		Targeting and Positioning of Services	PPT + Lecture
10.	**UNIT 2**	Introduction of Marketing Mix	PPT + Lecture
11.		Price and Place	PPT + Lecture
12.		Product	PPT + Lecture
13.		Promotion	PPT + Lecture
14.		Process and People	PPT + Lecture
15.		Physical evidence	PPT + Lecture
16.		Case study of Dominos	Case study
17.	**UNIT 3**	Introduction to Marketing strategy	PPT+ Lecture
18.		Segmentation	PPT+ Lecture
19.		Targeting and Positioning of services	PPT+ Lecture
20.		Product Innovation	PPT+ Lecture
21.		Product Innovation	PPT+ Lecture
22.		Competitive differentiation	PPT+ Lecture
23.		Competitive differentiation	PPT+ Lecture
24.		Competitive advantage	Group discussion
25.		Competitive advantage	PPT+ Lecture
26.		Value Chain Analysis	PPT+ Lecture
27.	**UNIT 4**	Concept of Service Quality	PPT+ Lecture
28.		Dimensions of Service quality	PPT+ Lecture

29.		Service quality models	PT+ Lecture
30.		Gronroos Model	PPT + Lecture
31.		Parasuraman Model	PPT + Lecture
32.		Applications and limitations	PPT + Lecture
33.		Productivity in services	PPT + Lecture
34.		Demand Management in services	PPT + Lecture
35.	**UNIT 5**	Relationship Marketing	PPT + Lecture
36.		Customer life time value	PPT + Lecture
37.		Customer life time value	PPT + Lecture
38.		Fundamental of Customer Satisfaction	PPT + Lecture
39.		Model of Customer Satisfaction	PPT + Lecture
40.		Handling complaints	PPT + Lecture
41.		Services recovery	PPT + Lecture
42.		Service Industry	PPT + Lecture
43.		Insurance industry	PPT + Lecture
44.		Banking Industry	PPT + Lecture
45.		Hospitality Industry	PPT + Lecture
46.		Tourism Industry	PPT + Lecture
47.		Education Industry	PPT + Lecture

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code : Statistics in Decisions, BBA-102	**Name: Asst. Prof. Dr. Mamta Sharma**
Semester : 1st	**Length of Period:** 30 hrs
Session: (July-Dec 2022)	

Course Objective: The objective of this course is to familiarize the students with Algebra and Calculus.

Course Outcomes: 1. Knowledge in statistics provides you with the necessary tools and conceptual foundations in quantitative reasoning to extract information intelligently from the given data.

2.   The objective of this course is to familiarize students with the basic statistical tools used in summarize and analyze quantitative information for decision making.

3.   The student is expected to be equipped with the tools of processing and description of statistical data.

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PEDAGOGY: Concept based lectures accompanied by practical problems or numerical **Teaching Aids:** Smart Board, Power Point Presentation

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussion covering a cross section of decision situations.

(b) Discussions on issues and topics.

(c) Assignments/ Quizzes/ Class participation etc.

Linkage with Other Courses: Managerial Economics

Session Plan:

Unit 1: Concept, Scope, Importance and limitations of Statistics, Frequency distributions, Graphs- Bar diagram, Histograms, Pie diagrams. Averages: Arithmetic Mean, Median, and Mode, Uses and limitations of averages.

UNIT I	
Day-1	Introduction of statistics
Day-2	Scope, importance of statistics and limitations of statistics
Day-3	Frequency distributions
Day-4	Introduction of data representation; Concept of Bar diagram and its types
Day-5	Concept of Histogram, Pie Diagram and its applicability in different fields
Day-6	Introduction of Measures of Central Tendency: Mean, Median, Mode and their implications
Day-7	Detailed Introduction about series (I*ndividual, Discrete & Continuous)* and formulas with respect to Mean
Day-8	Numerical based on Mean
Day-9	Concept of Median, Mode and its numerical

Outcomes: At the end of the Unit the students will be able to understand the meaning and use of statistical terms used in business statistics. They will learn Draw, interpret and compare pie charts, bar charts Histograms and frequency diagrams and they would also be able to understand and apply descriptive statistical measures to business situations.

Syllabus of unit-2: Measure of Dispersion- Range, Mean Deviation, Standard Deviation, Coefficient of variation (C.V.), Skewness and its coefficient.

UNIT II	
Day-10	Introduction Measures of Dispersion and its methods; (Methods based on Range)
Day-11	Mean deviation and its numerical
Day-12	Standard deviation and its numerical
Day-13	Coefficient of Variation
Day-14	Introduction of measures of skewness, its types and methods

Outcomes: At the end of this unit the students would be able to understand basic concepts of dispersion and skewness.

Syllabus of unit-3: Correlation: Concept and Importance of Correlation, Types of Correlation, Karl Pearson's correlation coefficient, Spearman's Rank correlation coefficient.

UNIT III	
Day-15	Correlation: Definition & its types
Day-1617	Numerical to find the Karl Pearson coefficient of Correlation
Day-18	Numerical to find the Spearman's coefficient of Correlation

Day-1921	Class Presentation based on unit I, II & III

Outcomes: At the end of this unit the students will be able to understand and learn simple linear correlation analysis and their application in decision making.

Unit 4: Probability: Random Experiment, Event- simple and composite, equally likely events, mutually exclusive events, Independent and dependent events, Definition of probability, Addition and multiplication theorem of probability.

UNIT IV	
Day-22	Theory of Probability- Experiments, Sample Space, and Events- simple and composite
Day-23	equally likely events, mutually exclusive events, Independent and dependent events
Day-24	Definition of probability
Day-25	Addition theorem of probability, numerical examples
Day-26	Practice questions
Day-27	Multiplication theorem of probability, numerical examples
Day-28	Practice questions
Day-29	**QUIZ**

Outcomes: At the end of these units the students would be able to understand basic concepts of probability in real life.

Suggested Readings:

1. Gupta S.P., Statistics, Sultan Chand and Sons, New Delhi
2. Varshaneya R.P., Statistics, Jawahar Prakashan, Agra
3. Shukla and Sahay, Sahitya Bhavan Publication, Agra
4. Gupta B.N., Sahitya Bhavan Publication, Agra

Reference Books:

1.   **Ken Black - Business Statistics (Willey India)**
2.   **Gupta S.C. - Fundamental of Statistics (Sultan Chand & Sons)**
3.   **Sancheti D.C. - Business Statistics (Sultan Chand & Sons)**
4.   **Srivastava,T.N. &Rego, Shailaja-Statistics for Management (Tata McGraw Hill)**

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: July-Dec 2022
B.A/B.B.A.LL.B/B.COM. LL.B. IX SEM
Course: ALTERNATIVE DISPUTE RESOLUTION
Course Code: BAL/BBL/BCL-905
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Anurag Sharma

Telephone : 9098036610

E-Mail : anurag.sharma@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1A: Understanding the concept of ADR, various Mechanism of ADR resolution of conflict which is a necessary component in the endeavours of developing expertise in juridical exercise.

CO1B: Involve with the modalities and techniques of Negation and Meditation for resolution of conflict which is a necessary component in the endeavours of developing expertise in juridical exercise.

CO2: Evaluate the proper deliverance of justice through Arbitration and conciliation process in India

CO3: Analyze the evolution of ADR concept in International Perspective.

CO4: Develop the approach innovatively to reach the needy ones through proper mechanism to provide them legal aid.

Course Pedagogy:

Lecture, PPT., Case study, Poems

Course Readings:

Text Books:

1. J. G. Merrills, *International Dispute Settlement*. U.K : Cambridge University Press, 2005(Fifth Edn)

2. Avtar Singh, *Law of Arbitration and Conciliation*, Eastern Book Company, 2013(10th Edn)

References:

1. Robert J. Niemic, Donna Stienstra and Randall E. Ravitz, *Guide to Judicial Management of Cases in ADR*, Federal Judicial Centre, 2001
2. J. Auerbach, *Justice Without Law?* Oxford University Press, 1983
3. Abraham P. Ordover and Andrea Doneff, *Alternatives to Litigation : Mediation, Arbitration, and the Art of Dispute Resolution,* Notre Dame: National Institute for Trial Advocacy, 2002

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	20
Quiz/Written Test	
Written Assignments	
Class Presentation	
Skill Development Workshops	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Meaning, Nature and Genesis of Alternative Dispute Resolution	PPT +Lecture
2.		Forms of ADR Mechanism	PPT +Lecture
3.		Legal Framework: Legal Services Authorities Act, 1987	PPT +Lecture
4.		Legal Framework: Legal Services	PPT +Lecture

		Authorities Act, 1987	
5.		Legal Aid	PPT +Lecture
6.			Discussion
7.	**UNIT 2**	Negotiation	PPT +Lecture
8.		Theories, Development and its types	PPT +Lecture
9.		Qualities of Negotiator and Process for Negotiation	PPT +Lecture
10.		International Negotiation	PPT +Lecture
11.		Mediation Good Offices	PPT +Lecture
12.			Quiz
13.	**UNIT 3**	Arbitration Agreement, Essentials, Rule of Severability	PPT +Lecture
14.		Composition of Arbitral Tribunal, Extent of Judicial Intervention, Interim Measures, Power of Court to refer Parties to Arbitration	PPT +Lecture

15.		Jurisdiction of Arbitral Tribunal, Competence, Competence of Arbitral Tribunal	PPT +Lecture
16.		Arbitral Award, Termination, Enforcement	PPT +Lecture
17.		Conciliation and its Mechanism	PPT +Lecture
18.		Conciliation and its Mechanism	PPT +Lecture
19.	**UNIT 4**	International Commercial Arbitration	PPT +Lecture

20.		New-York and Geneva Convention	PPT +Lecture
21.		UNCITRAL Model Law, Treaties etc	PPT +Lecture
22.		Enforcement of Foreign Award and Jurisdictional Issues	PPT +Lecture
23.		Enforcement of Foreign Award and Jurisdictional Issues	PPT +Lecture
24.			Class presentations
25.	**UNIT 5**	Legal Service Authorities Act, 1987	PPT +Lecture
26.		Lok Adalat	PPT +Lecture
27.		Lok Adalat	PPT +Lecture
28.		Legal Litreacy and Legal Aid Camp	PPT +Lecture
29.		Legal Litreacy and Legal Aid Camp	PPT +Lecture
30.			Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: July-Dec 2022
B.A/B.B.A.LL.B/B.COM. LL.B. VII SEM
Course: Company Law
Course Code: BAL/BBL/BCL-703
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Anurag Sharma

Telephone : 9098036610

E-Mail : anurag.sharma@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1A: Discover various fact scenarios the concept of separate legal entity.

CO1B: Understanding the various forms of corporate and non-corporate organization

CO2: Correlate the basic documents such as MOA and AOA required for company

CO3: Evolve corporate law resources and to learn company law both independently and cooperatively in a professional environment.

CO4: Understand the concept of Winding up of Company and legal liabilities of companies

Course Pedagogy:

Lecture, PPT., Case study, Poems

Course Readings:

Text Books:
1. Avtar Singh Indian Company Law (2018). Eastern Lucknow
2. L.C.B. Gower. Principles of Modern Company Law (1997) Sweet and Maxwell London.
3. Palmer Palmers Company Law (1987). Stevans, London
4. R.R. Pennington. Company Law (1990). Butterworths

5. A. Ramiya. Guide to the Companies Act. (1998), Wadhwa 6. S.M. Shah Lectures on Company Law (1998), Tripathi, Bombay

7. Indian Company Law Act2013.
8. Avtarsingh – Introduction to Company Law.
10. Dr. N.V. Paranjp – New Company Law 2016.
11. Prachi Manakr – In side in to the New Company 2018.
12. Karan Gupta – Introdrtic New coves20

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	20
Quiz/Written Test	
Written Assignments	
Class Presentation	
Skill Development Workshops	
Final Exam	80
Total	100
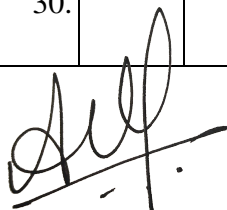
Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Theories of corporate personality	PPT +Lecture
2.		Creation and exemption of corporations	PPT +Lecture
3.		Creation and exemption of corporations	PPT +Lecture
4.		Lifting the corporate veil	PPT +Lecture
5.		Lifting the corporate veil	PPT +Lecture
6.			Discussion

7.	**UNIT 2**	Corporations	PPT +Lecture
8.		Partnership and other association of persons,	PPT +Lecture
9.		State corporations	PPT +Lecture
10.		Government companies	PPT +Lecture
11.		small scale, cooperative, corporate and joint sectors	PPT +Lecture
12.			Quiz
13.	**UNIT 3**	Promoters and its position	PPT +Lecture
14.		Need of company for development, formation of a company, registration and incorporation	PPT +Lecture
15.		Memorandum of association - various clauses - alteration therein - doctrine of ultra vires	PPT +Lecture
16.		Articles of association-binding force-alteration-its relation with memorandum of association-doctrine of constructive notice and indoor management- exceptions	PPT +Lecture
17.		Prospectus- issue - contents- liability for misstatements in lieu of prospectus Shares-general principles of allotment, statutory restrictions, transfer of shares, relationship between transferor	PPT +Lecture

		and transferee	
18.		Shareholder-who can be? And who cannot be shareholder- modes of becoming shareholder- calls on shares-forfeiture and surrender of shares lien on shares	PPT +Lecture
19.	**UNIT 4**	Directors - position-appointmentqualifications-vacation of officeremoval resignation- powers and duties of directors - meeting, registers, loans - remuneration of directors - role of nominee directors - companies for loss of office - managing directors and other managerial personnel	PPT +Lecture
20.		Meetings – kinds, procedure – voting	PPT +Lecture
21.		Dividends payment - capitalization – profit	PPT +Lecture
22.		Audit and accounts , Borrowing powers, effect of unauthorized borrowing - charges and mortgages – investments	PPT +Lecture
23.		Debentures - meaning - fixed and floating charges - kinds of debentures, share holder and debenture holder, remedies for debenture holders Protection of minority rights	PPT +Lecture
24.		Protection of oppression and mismanagement - who can apply? Powers of the company, court and of the central Government	Class presentations

		Investigations, powers	
		Private companies - nature and advantages- government companies holding and subsidiary companies	
25.	**UNIT 5**	Winding up -types – Concept (Dissolution and liquidation) (i) by court - reason - ground who can apply - procedure - powers of liquidator - powers of court - consequences of winding up order (ii) voluntary winding up	PPT +Lecture
26.		Legal liability of companies-civil and criminal	PPT +Lecture
27.		Remedies against civil, criminal and tortuous - specific relief Act, writs, liability under special statutes	PPT +Lecture
28.		subject to supervisions of courts 95	PPT +Lecture
29.		liability of past members - payment of liability preferential payment, unclaimed dividends winding up of unregistered company.	PPT +Lecture
30.			Discussion.

COURSE OUTLINE
Prestige Institute of Management & Research, Gwalior
Term: BALLB, BCOMLLB BBALLB - III
Course: FRENCH LANGUAGE,
Course Code -   Credit:4
Session Duration: 60 Minutes

FACULTY (Name): Vishesh Upmanyu
Telephone: 8109468064
E-Mail: vishesh.upmanyu@prestigegwl.org
Office Hours: 9.00 to 5.20 PM
Consulting Hours: 10.00 AM to 5 PM

Course objective:
- The aim of this course is to develop the knowledge of the French language among the student at a basic level.

Learning Objective:
- This paper is to make students understand the basics of the French language and its importance in today's time

Course Outcomes

- Demonstrate an elementary knowledge of Grammar and elementary French.

- Compare and contrast the similarities and differences between his/her own culture and those of various Francophone cultures.
- Combine sentences and phrases to express opinions on topics related to the self, personal interest, and everyday life.and written performance for learning purposes.

Suggested Readings
- POISSON-QUINTON Sylvie, S. A. L. A. (1999). Marina. Inwa/l, New Delhi: CLE international.
  Jones, A. (1995). Larousse dictionary of world folklore. Edinburgh: Larousse.

References:
- Price, W. L. (2008). 'There Is a Saviour'. In Bonne Route. New Delhi: Route Publishing.

• Jones, A. (1995). Larousse dictionary of world folklore. Edinburgh: Larousse.

Session Details:

Session		Topic	Sub-Topic	Tools used
1	Basic	**Introduction of French Language**	French culture, Cuisine	Discussion and explanation of basic concepts
2		**Les nombre cardinal**	Roman Numbers, counting in words	Explanation of concept through Board
3		**Les verbs**	Auxillary, infinative and prominal	Power Point Presentation (PPT), Examples
4	Leçon 1	**Bonjour Je m'appelle Anna situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
5		**Bonjour Je m'appelle Anna situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
6		**Interaction Situations 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
7		**Interaction situation 1 and 2**	Grammar (directions, conjugation and Articles	Initia part 1 Book, White Board & Examples
8	Leçon 2	**Bonjour, Vous parlez Francais 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
9		**la caisse? Gauche situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
10		**la caisse? Gauche situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples

11		**la caisse? Gauche situation 1 and 2**	Grammar (Introgative, conjugation of Plural and Genders	Initia part 1 Book, White Board & Examples
12	Leçon 3	**Vous vous appelez Comment ? situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
13		**Vous vous appelez Comment ? situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
14		**Vous vous appelez Comment ? situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
15		**Vous vous appelez Comment ? situation 1 and 2**	Grammar (Agreement with adjective, use of C'est)	Initia part 1 Book, White Board & Examples
16	Leçon 4	**C'est Juilette, elle est belle situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
17		**C'est Juilette, elle est belle situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
18		**C'est Juilette, elle est belle situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
19		**C'est Juilette, elle est belle situation 1 and 2**	Grammar (3rd Group Verb and Demonstrative adjective)	Initia part 1 Book, White Board & Examples
	Bilan 1	**Exercise of Unit 1**		
20	Leçon 5	**Elle a sept enfants situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
21		**Elle a sept enfants situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples

				Initia part 1 Book, White Board & Examples
22		**Elle a sept enfânts situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
23		**Elle a sept enfânts Situations 1 and 2**	Grammar (Negative ni…..ni, Question form words)	Initia part 1 Book, White Board & Examples
24	Leçon 6	**Bon anniversaries situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
25		**Bon anniversaries situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
26		**Bon anniversaries situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
27		**Bon anniversaries situation 1 and 2**	Grammar (Use of TU, VOUS et ON)	Initia part 1 Book, White Board & Examples
28	Leçon 7	**Combien ça coûte ? situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
29		**Combien ça coûte ? situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
30		**Combien ça coûte ? situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
31		**Combien ça coûte ? situation 1 and 2**	Grammar (Seasons, use of les gens)	Initia part 1 Book, White Board & Examples
32	Leçon 8	**L'addition, S'il vous plait situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
33		**L'addition, S'il vous plait situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board &

				Examples
34		**L'addition, S'il vous plait situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
35		**L'addition, S'il vous plait)situation 1 and 2**	Grammar (Les comparitive, les noms de pays)	Initia part 1 Book, White Board & Examples
36	Bilan 2	**Exercise of Unit 1**		

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COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: July- Dec 2022
B.A. LL.B./BBA LL.B./B.COM. LL.B. HONS. I SEM
Course: Law of Contract
Course Code: BAL/BBL/BCL- 106
Credit: 04
Session Duration: 60 Minutes

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FACULTY (Name): Dr. Aakash Gupta

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E-Mail : aakash.gupta@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Understand and apply the basic concepts and terminology of the law of contract **CO 1 B:** Demonstrate the various processes involved in contract formation;

CO2: Make aware the students and distinguish amongst the various processes involved in contract formation;

CO3: Identify the relevant legal issues that arises on a given set of facts in the area of contract law.

CO4: Select and apply a range of approaches to written communication, and apply the critical thinking required to bring about creative solutions to complex legal problems in the area of contract law.

Course Pedagogy:

Lecture, PPT., Case study, Poems

Course Readings:

Text Books:

1. Anson, Law of Contract , Oxford University Press, 2013 (32nd Edn)

2. Pollock & Mulla, The Indian Contract and Specific Relief Act, Lexis Nexis, 2013(14th Edn)

   References:

1. Avtar Singh, Law of Contract and Specific Relief , Eastern Book Company, 2013 (11th Edn)

2. Pollock & Mulla, The Indian Contract and Specific Relief Act, Lexis Nexis, 2019 (20th

   Edn) 3. Cheshire and Fifoot, Law of Contract, Lexis Nexis, 2010 (10th Edn)

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Legal Awareness Project	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Meaning, Nature and Scope of Contract	PPT +Lecture
2.		Offer/ Proposal: Definition	PPT +Lecture
3.		Communication, Revocation	PPT +Lecture

4.		General/ Specific Offer	PPT +Lecture
5.		Invitation to offer	PPT +Lecture
6.		Acceptance: Definition, Communication, Revocation	Discussion
7.		Effect of Void, Voidable, Valid, Illegal, Unlawful Agreements	PPT +Lecture
8.	**UNIT 2**	Formation of Contract	PPT +Lecture
9.		Tenders / Auctions	PPT +Lecture
10.		Process of online contract and legal obligations	PPT +Lecture
11.		Standard Form of Contract	PPT +Lecture
12.		Online Contracts	PPT +Lecture
13.		Obligations for Auctions	PPT +Lecture
14.	**UNIT 3**	Consideration	PPT +Lecture
15.		Privity of Contract	PPT +Lecture
16.		Capacity to Enter into a Contract	PPT +Lecture
17.		Minor's Position	PPT +Lecture
18.		Nature / Effect of Minor's Agreements	PPT +Lecture
19.	**UNIT 4**	Free Consent	PPT +Lecture
20.		Coercion, Undue Influence, Misrepresentation, Fraud, Mistake	PPT +Lecture
21.		Unlawful Consideration and Object	PPT +Lecture
22.		Discharge of Contracts	PPT +Lecture

23.		Impossibility of Performance and Frustration	PPT +Lecture
24.		Breach: Anticipatory and Present	PPT +Lecture
25.	**UNIT 5**	Remedies under Law of Contract	PPT +Lecture
26.		Breach of contract	PPT +Lecture
27.		Types of remedies	PPT +Lecture
28.		Damages	PPT +Lecture
29.		Quantum Merit	PPT +Lecture
30.		Quasi Contract	Discussion

Prestige Institute of Management & Research, Gwalior

Session: July- Dec 2022
B.A. LL.B./BBA LL.B./B.COM. LL.B. HONS. V SEM
Course: Law of Evidence
Course Code: BAL/BBL/BCL- 506
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Dr. Aakash Gupta

Telephone : 9806108372

E-Mail : aakash.gupta@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Understand the concept and nature of Law of Evidence

CO1 B: Acquaint with the principles of theory of relevancy

CO2: Study the provisions related to admission and confession with dying declaration

CO3: Evaluate the rules related to proof of facts

CO4: Develop the concepts related to emerging areas in the Law of evidence

Course Pedagogy:

Lecture, PPT., Case study, Poems

Course Readings:

Text Books:

1. M. Monir, Law of Evidence, Universal Law Publishing Co. Pvt. Ltd, 2018

2. Rattan Lal Dheeraj Lal, Law of Evidence, Lexis Nexis, 2017 **References:**

1. GS Pande, Indian Evidence Act, Allahabad Law Agency, 2020

2. Avtar Singh, Principles of Law of Evidence, Central Law Publications, 2015

3. Dr. Satish Chandra, Indian Evidence Act, Allahabad Law Agency

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Legal Research Paper	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Evidence and its Relationship with the Substantive and Procedural Laws	PPT +Lecture
2.		Definitions: Facts, Facts in Issue	PPT +Lecture
3.		Evidence Proved, Disproved, not Proved	PPT +Lecture
4.		Oral and Documentary Evidence	PPT +Lecture

5.		Factum Probandum and Factum Probans	PPT +Lecture
6.		Proof and Evidence	Discussion
7.		Latest amendments in Indian Evidence Law	PPT +Lecture

8.	**UNIT 2**	Logical Relevancy, Legal Relevancy	PPT +Lecture
9.		Admissibility and Reliability	PPT +Lecture
10.		Facts not otherwise Relevant (Plea of Alibi)	PPT +Lecture
11.		Doctrine of Res Gestae	PPT +Lecture
12.		Test Identification Parade	PPT +Lecture
13.		Conspiracy	PPT +Lecture
14.	**UNIT 3**	Statement – Admissions	PPT +Lecture
15.		Confessions	PPT +Lecture
16.		Dying Declarations	PPT +Lecture
17.		Relevancy of the Dying Declaration	PPT +Lecture
18.		Pakla Narayan Swami's Case	PPT +Lecture
19.	**UNIT 4**	Presumptions	PPT +Lecture
20.		Expert Opinion	PPT +Lecture
21.		Oral and Documentary evidence	PPT +Lecture
22.		Burden of Proof	PPT +Lecture
23.		Estoppel	PPT +Lecture
24.		Privileged Communications	PPT +Lecture
25.	**UNIT 5**	Evidence by Accomplice	PPT +Lecture
26.		Definition of Witness, Witness Protection Scheme	PPT +Lecture

27.		Examination of Witness, Cross Examination	PPT +Lecture
28.		Leading Questions and Hostile Witness	PPT +Lecture
29.		Evidentiary Value in DNA Test, Narco-analysis	PPT +Lecture
30.		Impact of Social Media in the Law of Evidence	Discussion

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COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: July-Dec 2022
BBA LLB 9th SEM – Batch (2018-2023)
Course: PRINCIPLES OF TAXATION LAW
Course Code: BBL 005
Credit: 04
Session Duration: 60 Minutes

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FACULTY (Name): Ajay Jain

Telephone: 9893939736

E-Mail: Ajay.jain@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Pedagogy: *Presentation,*

Lecture, Board

Course Readings:

Reference books:

1. Vinod Singhania & Kapil Singhania, *Direct Taxes Law and Practice*, Taxmann, 2014 Edition
2. Chaturvedi & Pithisaria, *Income Tax Act with Relevant Tax Allied Acts, 2013*, Lexis Nexis, Butterworths, Wadhwa, 2013
3. Sumit Dutt Majumdar, GST in India, 2nd edition., (New Delhi: Centax Publications Pvt. Ltd)
4. Taxmann's, Income Tax Act, 60th edn., (New Delhi: Taxmann Publication Pvt. Ltd.,)
5. R.K.Jhaand P.K. Singh, A Bird's Eye view of GST, 1st edn., (Hyderabad :Asian Law House, 2017).
6. Parameswaran, K. (1987), Power of Taxation under the Constitution, Eastern Book Company

Course Evaluation Criteria:

Instruments	Marks (Sem X)
Written Test	20
EML, Mock Interview & Debate	
Class Presentation & Quiz	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
31.	**UNIT1**	Types of Taxes and Distinction between Direct and Indirect tax	PPT +Lecture+board
32.		Previous Year and Assessment Year	PPT +Lecture+board
33.		Definition of Certain Terms: Persons, Assesse, Income, Application of	PPT +Lecture+board
		Income and Diversion of Income by overriding	
34.		Assesse and Assessment, Rates of Income Tax: Proportional and Progressive Rate of Taxation	PPT +Lecture+board
35.		Capital Receipt and Revenue Receipt, Agricultural Income	PPT +Lecture+board
36.	**UNIT 2**	Meaning and Rules for Determining Residential status of an Assesse	PPT +Lecture+board
37.		Charge of Income Tax and Scope of Total Income	PPT +Lecture+board

38.		Income Exempted from Tax and Deduction under Income Tax Law	Discussion
39.		Heads of Income and its Justification	PPT +Lecture+board
40.		Tax Treatment to Salary, Perquisites – Part 1	PPT +Lecture+board
41.		Tax Treatment to Salary, Perquisites – Part -2	PPT +Lecture+board
42.		Tax Treatment to Salary, Perquisites – Part -3	PPT +Lecture+board
43.	**UNIT 3**	Tax Treatment to Income from House property: Theories and numerical	PPT +Lecture+board
44.		Income from House property: Theories and numerical	PPT +Lecture+board
45.		Income from House property: Theories and numerical	PPT +Lecture+board
46.		Profits and Gains of Business &	PPT +Lecture+board

		Profession – Expenses allowed	
47.		Profits and Gains of Business & Profession – Expenses Disallowed	PPT +Lecture+board
48.		Profits and Gains of Business & Profession – Profit/Loss Accounts as Per Income Tax Provision	PPT +Lecture+board
49.		Profits and Gains of Business & Profession – Profit/Loss Accounts as Per Income Tax Provision	PPT +Lecture+board
50.		Capital Gain Taxation – Basic Concept & Provisions	PPT +Lecture+board

51.		Capital Gain Taxation – Numerical Questions	PPT +Lecture+board
52.	**UNIT 4**	Income from other Sources – Part 1	PPT +Lecture+board
53.		Set off and Carry Forward of Losses	PPT +Lecture+board
54.		Set off and Carry Forward of Losses	PPT +Lecture+board
55.		Deductions 80C to 80U	PPT +Lecture+board
56.		Refund and Tax Authorities	PPT +Lecture+board
57.		Return of Income and Assessment	PPT +Lecture+board
58.		Penalty and Prosecution for Tax Evasion	PPT +Lecture+board
59.		Search and Seizure	PPT +Lecture+board
60.	**UNIT 5**	Concept of Goods and Service Tax (GST)- The Constitution (122nd amendment) Act, 2017.	PPT +Lecture+board
61.		The Central Goods and Services Tax Act, 2017- Dual GST model taxation- GST Council- CGST;	PPT +Lecture+board
62.		GST levy on transaction sale, transfer, purchase, barter, lease, or import of goods and/or services.	PPT +Lecture+board
		IGST/SGST/UTGST/ compenation law to state Governments,	
63.		GSTN-Goods and Services Network Portal, Tax Invoice, GST on Import & Exports,	PPT +Lecture+board
64.		Benefits of GST to trade industry ecommerce & Service Sector and the consumers at large,	PPT +Lecture+board

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code: Property Law **BBL-505**	**Name: Asst. Prof. Aabil Husain**
Semester : V Semester	**Length of Period:60 mins**
Session: (July2022-December 2022)	**Total : 40 Hrs.**

Course Objective: The objective of this paper is to focus on concept and classification of property as well as principles governing transfer of immovable property. **Course Outcomes:**
CO1 A: Understand the concept and nature of Transfer of property.

CO1 B: Acquaint with the principles of transfer of specific immoveable property

CO2: Study the provisions related to Mortgage and charge
CO3: Evaluate the rules related of sale, gift, lease and actionable claims
CO4: Develop the concepts related to easement and license

PEDAGOGY: Lectures method, Case study, Research Articles etc.
Teaching Aids: PPTs, White Board

<u>Teaching Methods:</u>
The course will use the following pedagogical tools:
(a) Discussions on theories, and facts related to Property and Easement Law (b)
Assignments/ Research Articles / Class participation/ etc.

<u>Internal Evaluation:</u>

S. No.	Internal Components	Marks	
1	Midterm Exam		**20**
2.	Subjective test (4 marks) 1.Test 1 Subjective-2 Marks 2. Test 2 Subjective-2 Marks		**04**
3	Memorial Drafting		**04**
4	EML		**01**
5	Comprehensive Viva		**04**
6	PD Project Report		**02**
7	Research Article		**02**

8	Class Room Attendance		**03**
	Total		**40**

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Subjective test	4	Test will be conducted at the end of each Units.
Memorial Drafting	4	Marks are given on the basis of given moot proposition, students prepare a memorial both the side and concerning coordinator provide the marks according to prepared file
EML	1	A resource person delivered a lecture and marks given on the basis of active participation
Comprehensive Viva	4	Concerning coordinator makes panels for conduct Comprehensive Viva and panels ask question to the Students and it covered all the subjects syllabus .
PD Project Report	2	A panel ask the question of given topics to the student and marks provide the performance.
Research Article	2	Marks are given on the basis of Research Topics, students do research according to the topics and only 20 % plagiarism allowed.
Class Room Attendance	3	Marks are given on the basis of students' active participation, responses during the class and effective concentration during the lecture.

Session Plan:

Syllabus of Unit-1		
Concept of Property and General Principles Relating to Transfer of Property a. Concept of Property: Distinction between Movable and Immovable Property b. Conditions Restricting Transfer c. Definition of Transfer of Property d. Transferable and Non-Transferable Property e. Transfer to an Unborn Person and Rule against Perpetuity f. Vested and Contingent interest g. Rule of Election		
UNIT I	**Learning Objective**	**Assessment/Evaluation**

DAY(1-7)	To know the concepts of Property and General Principals Relating to Transfer of Property	REVISION, DISCUSSION..

Unit 2:

General Principles Governing Transfer of Immovable Property a. Transfer by Ostensible Owner b. Rule of Feeding Grant by Estoppel c. Rule of Lis pendens d. Fraudulent Transfer e. Rule of Art Performance f. Actionable Claim

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the Transfer of Ostensible Owner and other relevant General Principal.	REVISION, DISCUSSION.

Unit 3

Specific Transfers – I a. Mortgage: Definitions and Kinds, Rights and Liabilities of Mortgagor and Mortgagee b. Charge

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the Mortgage and Rights and Liabilities of Mortgagor and Mortgagee and charge	REVISION, Research Articles, DISCUSSION

Unit-4

Specific Transfer – II a. Sale b. Gift and c. Lease d. Actionable claims

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Concept of Gift, Lease and Actionable Claim	REVISION, DISCUSSION.

Unit-5

Easements a. Nature, b. characteristic, c. definition and essential creation of easement , d. kinds Riparian rights, e. Extinction, f. Sixpences and revival of easement, g. Licenses

UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Easements and kinds of Riparian Rights	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Mulla, Transfer of Property Act, Lexis Nexis, 2018

2. Poonam Pradhan Saxena, Property Law, 2017

3. James Charles Smith, Propert and Sovereignty (Law, Property and Society), Ashgate, 2014

4. Avtar Singh, Transfer of Property Act, Universal Publishing Pvt Ltd., 2016

5. Sandeep Bhalla, Digest of Cases on Transfer of Property in India 2013

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Dec-June 2022
B.A. LL.B./BBA LL.B./B.COMLL.B (HONS.) I SEM
Course: Law of Torts
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): AP Ashish Yadav

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E-Mail : ashish.yadav@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

☐ **CO1**: relate the principles of Tortuous Liability, the defenses available in an action for torts,
☐ **CO2:** contrast the capacity of parties to sue and be sued and matters connection therewith.
☐ **CO3**: evaluate the specific torts against the individual and property. With rapid industrialization, inadequacy of the law to protect the individual is exposed.
☐ **CO4**: develop on the alternative forms, and also the remedies provided under the Consumer Protection Act, 2019

Course Pedagogy:

Lecture, PPT., Case study, Discussion

Course Readings:

Text Books:

W.V.H. Rogers, *Winfield and Jolowicz on Tort*, Sweet & Maxwell, 2010 (18th Edn)

Ratanlal & Dhirajlal, *The Law of Torts*, Lexis Nexis, 2013 (26th Edn)

References:

B.M. Gandhi, *Law of Torts with Law of Statutory Compensation and Consumer Protection*, Eastern Book Company, 2011 (4th Edn)

R.K. Bangia, *Law of Torts including Compensation under the Motor Vehicles Act and Consumer Protection Laws*, Allahabad Law Agency, 2013

Ramaswamy Iyer's , *The Law of Torts*, Lexis Nexis, 2007 (10th Edn)

Consumer Protection (Amendment) Act, 1986

Motor Vehicle (Amendment) Act, 1988

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Research Paper Writing	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
107.	**UNIT1**	Definition of Tort	PPT +Lecture
108.		Development of Law of Torts	PPT +Lecture
109.		Distinction between Law of Tort, contract, Quasi-contract and crime	PPT +Lecture

110.		Constituents of Tort: *Injuria sine damnum*, *Damnum sine injuria*	PPT +Lecture
111.		Justification in Tort, *Volenti non-fit Injuria*, Necessity, Plaintiff's default	PPT +Lecture
112.		Act of God, Inevitable accidents, Private defense aw making and Custom Human and Divine law	PPT +Lecture
113.	**UNIT 2**	Negligence Nervous Shock	PPT +Lecture
114.		Nuisance	PPT +Lecture
115.		False Imprisonment and Malicious Prosecution	PPT +Lecture
116.		Judicial and Quasi-Judicial Acts	PPT +Lecture
117.		Parental and Quasi-Parental authority	PPT +Lecture
118.		Discussion	
119.	**UNIT 3**	Vicarious Liability	PPT +Lecture

120.		Doctrine of Sovereign Immunity	PPT +Lecture
121.		Strict and Absolute Liability	PPT +Lecture

122.		Defamation	PPT +Lecture
123.		Discussion	
124.	**UNIT 4**	Remedies under Law of Torts	PPT +Lecture
125.		Remedies under Law of Torts	PPT +Lecture
126.		Remoteness of Damage	PPT +Lecture
127.		Remoteness of Damage	PPT +Lecture
128.		Occupier's Liability for Dangerous Premises	PPT +Lecture
129.		Discussion	
130.	**UNIT 5**	Meaning of Consumer & Deficiency in Service	PPT +Lecture
131.		Consumer Protection Redressal Agencies	PPT +Lecture
132.		Insurer's Liability for Third Party Risk	PPT +Lecture
133.		Extent of Liability of Insurer under MV Act, 1988	PPT +Lecture
134.		Extent of Liability of Insurer under	PPT +Lecture
		MV Act, 1988	
135.		Claims Tribunal	PPT +Lecture
136.		Claims Tribunal	PPT +Lecture

Prestige Institute of Management & Research, Gwalior

Session: Jan- June 2023
B.A. LL.B./BBA LL.B./B.COMLL.B (HONS.) VI SEM
Course: Indian Legal and Constitutional History
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): AP Ashish Yadav

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Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

☐	**CO1A**: relate to law, legal institutions and administration system in India during British Rule
☐	**CO1B:** explain the administration of Justice in India
☐	**CO2**: analyze the colonial ruletill independent India
☐	**CO3**: evaluatethe present legal system in context of the Legal and Constitutional History of the colonial period
☐	**CO4**: develop an analogy with regard to growth of Administrative, Judicial and Legislative institutions in Colonial India to get an appropriate insight of the present institutions with various acts in the british period

Course Pedagogy:

Lecture, PPT., Case study, Discussion

Course Readings:
Text Books:

1. Surya Narayan Misra, An Introduction to Labour and Industrial Law, AllahabadLaw Agency,

2015 2. Kailash Rai History of Courts Ligislature and legal Profession in India

References:

1 M.P. Jam, Outlines of Indian Legal History

2 Abdul Hamid, Constitutional and Legal History of India

3 V.D. Kulshreshtra - Legal and Constitutional History of India

4 FI.V. Sreeriivasaamurthy, History for Law Students, Vol. II India

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
Quiz/Written Test	
Written Assignments	
Presentation	
Research Paper Writing	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
137.	**UNIT1**	Legal System in Ancient India - Legal literature	PPT +Lecture
138.		Role of Smriikaras - Manu,Brihaspati, Narada,	PPT +Lecture
139.		Yagyavalakya	PPT +Lecture
140.		Sources of law	PPT +Lecture
141.		Concept of Dharma	PPT +Lecture

142.		Law making and Custom Human and Divine law	Discussion

143.	**UNIT 2**	Judicial Institutions	PPT +Lecture
144.		Court of Guilds	PPT +Lecture
145.		Role of Village Panchayats	PPT +Lecture
146.		Government setup under Mughal Rulers	PPT +Lecture
147.		Sources and Character of Muslim Law	PPT +Lecture
148.		Discussion	
149.	**UNIT 3**	Administration of Justice in the Presidency Towns	PPT +Lecture
150.		Development of Courts Act,1946	PPT +Lecture
151.		Judicial Institutions under East India Company	PPT +Lecture
152.		Adalat system of Warren Hastings and his Judicial Plans, Regulating Act	PPT +Lecture
153.		Formation of Supreme Court	PPT +Lecture
154.	**UNIT 4**	Formation of Supreme Court 1861 and 1911	PPT +Lecture
155.		High Court under Indian Constitution Government of India Act 1915,	PPT +Lecture
156.		High Court under Indian Constitution Government of India Act 1915,	PPT +Lecture
157.		Privy Council as a Court of Appeal	PPT +Lecture
158.		Federal Court	PPT +Lecture
159.		Discussion	
160.	**UNIT 5**	Act of 1813	PPT +Lecture
161.		Indian Council Act 1861	PPT +Lecture
162.		Government of India Act 1909, 1919	PPT +Lecture

163.		Government of India Act, 1935	PPT +Lecture
164.		Government of India Act, 1935	PPT +Lecture
165.		Legal Profession and Indian Bar Council Act 1926	PPT +Lecture
166.		Advocate and 1961	PPT +Lecture

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2023
B.A. LL.B./BBA LL.B./B.COMLL.B (HONS.) X SEM
Course: Public International law
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): AP Ashish Yadav

Telephone : 7999733915

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Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Demonstrate knowledge, Evolution and Subject matter of Public International Law.
CO1 B: understanding of the international rights frame work, its origins and justifying theories
CO2: Differentiate the various contemporary international issues including extradition and asylum.
CO3: Differentiate the various contemporary international issues including extradition and asylum
CO4: Develop the capacity to assess how specific human rights may be asserted, enforced or violated;

Course Pedagogy:

Lecture, PPT., Case study, Discussion

Course Readings:

Text Books:

1. S.K. Kapoor, *International Law, Human Rights*, Central Law Agency,2009

2. R. P. Dhokalia, *The Codification of Public International Law*, United Kingdom: Manchester University Press,1970

References:

Starke, *Introduction to International Law* , Oxford University Press,2013

Shaw, *International Law*, Cambridge University Press, 2008 (6thEdn)

A. Boyle & C. Chinkin, *The Making of International Law, Foundations of Public International Law*, Oxford University Press,2007

Mark Villiger, "The Factual Framework: Codification in Past and Present", in *Customary International Law and Treaties*, Mark Villger, pp.63-113, The Netherlands: Martinus Nijhoff,1985

S.K. Kapoor, *International Law, Human Rights*, Central Law Agency,2009

Brownlie, *International Law and the Use of Force by States*, Oxford: Clarendon Press,1991

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
Quiz/Written Test	
Written Assignments	
Presentation	
Research Paper Writing	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
167.	**UNIT1**	Nature and Development of International Law Subject of International Law	PPT +Lecture
168.		States : Condition of Statehood, Territory And Underlying Principles, Sovereignty	PPT +Lecture

169.		International Organisation: Concept, Right and Duties under International Law	PPT +Lecture
170.		Relationship between international law and municipal law	PPT +Lecture
171.		Codification of International Law.	PPT +Lecture
172.		Discussion	Discussion
173.	**UNIT 2**	Treaties	PPT +Lecture
174.		Custom.	PPT +Lecture

175.		General Principles	PPT +Lecture
176.		Jurist Works	PPT +Lecture
177.		General Assembly Resolutions, Security Council Resolutions	PPT +Lecture
178.		Other Sources	PPT +Lecture
179.	**UNIT 3**	Recognition and theories	PPT +Lecture
180.		Recognition and theories	PPT +Lecture
181.		Extradition and Asylum	PPT +Lecture
182.		Extradition and Asylum	PPT +Lecture
183.		Law of The Sea	PPT +Lecture

184.	**UNIT 4**	Contemporary International Issues	PPT +Lecture
185.		Prohibition of the Use of Force	PPT +Lecture
186.		Exceptions to the Prohibition: Individual and Collective Self Defence	PPT +Lecture
187.		Adjudication: Labor Court, Tribunal and National Tribunal	PPT +Lecture
188.		Adjudication: Labor Court, Tribunal and National Tribunal	PPT +Lecture
189.		Responsibility to Protect	PPT +Lecture
190.	**UNIT 5**	Extradition : Definition , Purpose of Extradition , Legal Duty to Extradite Duty	PPT +Lecture
191.		Extradition of Political offender , Doctrine of Double Criminality , Rule of Specialty	PPT +Lecture
192.		Diplomatic Agent: Meaning and Functions, Immunities and Privileges	PPT +Lecture
193.		Consuls: Meaning, function, privileges and immunities	PPT +Lecture
194.		Diplomatic Agent: Meaning and Functions, Immunities and Privileges	PPT +Lecture
195.		Diplomatic Agent: Meaning and Functions, Immunities and Privileges	PPT +Lecture
196.		Basic Principles of International Criminal Law	Discussion

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: January- June 2023

B.A. LL.B./BBA LL.B./B.COM. LL.B. HONS. VI SEM
Course: Administrative Law
Course Code: BAL/BBL/BCL- 605
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail : hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Discuss the Evolution and Scope of Administrative Law;

CO 1 B: Describe the Legislative functions Administration Bodies;

CO2: Relate the judicial functions of Administrative bodies;

CO3: Illustrate the Discretionary powers of Administrative bodies;

CO4: Appraise the Judicial Control of Administrative Actions and Procedures.

Course Pedagogy:

Lecture, PPT, Case study, Hand-Outs, Case Notes

Course Readings:

Text Books:

1. H.W.R. Wade & C.F. Forsyth, Administrative Law, Oxford University Press, 2009 (12th

Edn) 2. M.P. Jain & S.N. Jain, Principles of Administrative Law, Lexis Nexis, 2013 (7th

Edn)

References:

1. I.P. Massey, Administrative Law, Eastern Book Company, 2012, (8th Ed.)

2. C.K. Takwani, Lectures on Administrative Law, Eastern Book Company, 2012 (5th Edn)

3. S.P. Sathe, Administrative Law, Lexis Nexis Butterworths Wadhwa, 2010 (7th Edn)

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Legal Awareness Project	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Nature, Scope and Development of Administrative Law	PPT +Lecture
2.		Nature, Scope and Development of Administrative Law	PPT +Lecture
3.		Nature, Scope and Development of Administrative Law	PPT +Lecture
4.		Rule of Law and Administrative Law	PPT +Lecture
5.		Separation of Powers and its Relevance	PPT +Lecture
6.		Relationship between Constitutional Law and Administrative Law	Discussion
7.		Classification of Administrative Law	Discussion
8.	**UNIT 2**	Legislative Functions of Administration	PPT +Lecture

9.		Meaning and Concept of Delegated Legislation	PPT +Lecture
10.		Constitutionality of Delegated Legislation	PPT +Lecture
11.		Control Mechanism i. Parliamentary Control of Delegated Legislation ii. Judicial Control of Delegated Legislation iii. Procedural control of Delegated Legislation	PPT +Lecture
12.		Control Mechanism i. Parliamentary Control of Delegated Legislation ii. Judicial Control of Delegated Legislation iii. Procedural control of Delegated Legislation	PPT +Lecture
13.		Sub-Delegation	PPT +Lecture

14.	**UNIT 3**	Judicial Functions of Administration	PPT +Lecture
15.		Need for Devolution of Adjudicatory Authority on Administration	PPT +Lecture
16.		Problems of Administrative Decision Making	PPT +Lecture
17.		Nature of Administrative Tribunals: Constitution, Powers, Procedures, Rules of Evidence	PPT +Lecture
18.		Principles of Natural Justice i. Rule against Bias ii. Audi Alteram Partem iii. Speaking Order (Reasoned Decisions)	PPT +Lecture
19.	**UNIT 4**	Administrative discretion	PPT +Lecture
20.		Act of State,	PPT +Lecture
21.		Tortious liability of the State.	PPT +Lecture
22.		Contractual liability of the State	PPT +Lecture

23.		Contractual liability of the State	PPT +Lecture
24.	**UNIT 5**	Administrative Discretion and Judicial Control of Administrative Action	PPT +Lecture
25.		Need and its Relationship with Rule of Law i.　Judicial Review of Administrative Action and Grounds of Judicial Review Failure to Exercise Discretion ii.　Illegality, Irrationality, Procedure Impropriety	PPT +Lecture
26.		Need and its Relationship with Rule of Law i. Judicial Review of Administrative Action and Grounds of Judicial Review Failure to Exercise Discretion ii. Illegality, Irrationality, Procedure Impropriety	PPT +Lecture
27.		Doctrine of Legitimate Expectations	PPT +Lecture
28.		Evolution of Concept of Ombudsmen	PPT +Lecture
29.		Lokpal and Lokayukta Act and other Anti-corruption Bodies and their Administrative Procedures	PPT +Lecture
30.		Lokpal and Lokayukta Act and other Anti-corruption Bodies and their Administrative Procedures	Discussion

Session: Jan-June 2023
BA LLB X Semester – Batch (2018-23)
Course: Indirect Taxation
Course Code: BAL 005
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Ajay Jain

Telephone: 9893939736

E-Mail: ajay.jain@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Pedagogy: *Presentation,*

Lecture, Board

Course Readings:

Reference books:

- Sweta Jain GST law and practice Taxman Publishers, July 2017
- V.S.Daty - GST- Input Tax Credi- Taxman Publishers, second edition August 2017
- C.A. Anurag Pandey- Law and Practice of GST- Sumedha Publication House 2017
- Dr. Vandana Banger- Beginners- Guide Aadhaya Prakashan Publisher 2017
- Dr. M. Govindarajan- A practical guide send text publishers July 2017

Course Evaluation Criteria:

Instruments	Marks (Sem X)
Written Test	20
EML, Mock Interview & Debate	
Class Presentation & Quiz	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	History of Taxation Tax System in India	PPT +Lecture board
2.		Objectives of Taxation Tax System in India	PPT +Lecture board
3.		Direct Taxes-Meaning and Types	PPT +Lecture board
4.		Indirect Taxes - Meaning and Types	PPT +Lecture board
5.		Powers of Union and State to levy taxes	PPT +Lecture board
6.		Constitutional Amendments leading to introduction of GST	PPT +Lecture board
7.		Powers of Union and State to levy taxes	PPT +Lecture board
8.		Importance of GST in India	PPT +Lecture board
9.	**UNIT 2**	Background behind implementing GST-	PPT +Lecture+board
10.		The Need & Objectives of GST,	PPT +Lecture+board
11.		GST- Taxes covered by GST	PPT +Lecture+board
12.		Business Impact, Benefits of GST-SGST-CGST	PPT +Lecture+board

13.		Definitions- Scope and Coverage, Scope of supply	PPT +Lecture+board
14.		Levy of tax- Rate Structure-Taxable Events	PPT +Lecture+board
15.		Types of Supplies Composite and Mixed Supplies	PPT +Lecture+board
16.		Supplies-Composition Levy.	PPT +Lecture+board

17.	**UNIT 3**	Return under GST	PPT +Lecture+board
18.		Refunds under GST	PPT +Lecture+board
19.		Input Tax Credit Eligibility and Conditions	PPT +Lecture+board
20.		Reverse Charge Mechanism	PPT +Lecture+board
21.		Transitional Provisions Composition under GST	PPT +Lecture+board
22.		Administrative structure of GSTOfficers as per CGST Act	PPT +Lecture+board
23.		GST-Officers as per CGST/SGST Act Jurisdiction- Appointment Powers.	PPT +Lecture+board
24.	**UNIT 4**	Assessment and Audit under GST	PPT +Lecture+board
25.		Demands and Recovery under GST	PPT +Lecture+board
26.		Appeals and revision under GST	PPT +Lecture+board
27.		Advance ruling Offences and Penalties under GST	PPT +Lecture+board
28.		National Anti-Profiteering Authority	PPT +Lecture+board
29.		GST Practitioners eligibility and Practice and Career avenues.	PPT +Lecture board
30.	**UNIT 5**	The custom duty- Levy and collection	PPT +Lecture+board
31.		Customs duty-Organisations of customs departments Officers' powers	PPT +Lecture+board
32.		Appellate Machinery- Infringement of the Law-Offences and Penalties	PPT +Lecture+board
33.		Exemptions from duty, Customs duty drawback	PPT +Lecture+board

34.		Customs duties free Zones. Export incentive schemes.	PPT + Lecture+board
35.		Export incentive schemes.	PPT + Lecture+board

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

FACULTY (Name): Ajay Jain

Telephone: 9893939736

E-Mail: ajay.jain@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Pedagogy: *Presentation,*

Lecture, Board

Course Readings:

Reference books:

1. Khan & Jain (2012). Cost Accounting, New Delhi: Tata Mc-Graw Hill Publishing House.

2. Sharma & Shashi K. Gupta (2014). Management Accounting, New Delhi: Kalyani Publishers.

3. Jain/Narangk, Advance Cost Accounting, 8th Rev ed. Kalyani publishers 2014.

4. Saxena V. Vasishth, C, Advance cost accounting and management accounting.4th edition Sultan Chand and Sons 2015.

5. Cost and Management Accounting, Inamdar, S.M 14th ed. Everest publication 1991.

Course Evaluation Criteria:

Instruments	Marks (Sem II)
Mid-Term Exam	20
Assignment, Class Presentation & Quiz	15
EML, PD, Workshop & Research Article	05

Final Exam	60
Total	100
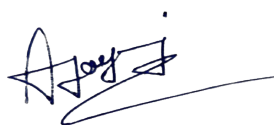
Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Concept of cost accounting, Nature, Scope, Objectives and Functions of cost accounting, Advantages and Limitations of cost accounting	PPT +Lecture+board
2.		Methods and Techniques of cost accounting.	PPT +Lecture+board
3.		Advantages and Limitations of cost accounting	PPT +Lecture+board
4.		Elements and Classification of cost, Concept of material control,	PPT +Lecture+board

SNO	Unit	Topics Covered	Pedagogy
5.		Economic order quantity,	PPT +Lecture+board
6.		Economic order quantity	PPT +Lecture+board
7.		Methods of pricing material issues,	PPT +Lecture+board
8.		Introduction to Techniques of Costing.	Discussion
9.	**UNIT 2**	Labour cost management	PPT +Lecture+board
10.		Methods of remuneration	PPT +Lecture+board
11.		Labour turnover, Labour cost control.	PPT +Lecture+board
12.		Classification of overheads, Codification of overheads,	PPT +Lecture+board
13.		Sources of collection of overheads	PPT +Lecture+board

14.		Departmentalization of overhead, Allocation, Apportionment, and Absorption of overheads.	PPT +Lecture+board
15.		Departmentalization of overhead, Allocation, Apportionment, and Absorption of overheads.	PPT +Lecture+board
16.		Departmentalization of overhead, Allocation, Apportionment, and Absorption of overheads.	PPT +Lecture+board
17.	**UNIT 3**	Preparation of cost sheet Part 1	PPT +Lecture+board
18.		Preparation of cost sheet- Part 2	PPT +Lecture+board
19.		Preparation of cost sheet- Part 3	PPT +Lecture+board
20.		Statement of cost, Tender price, or Quotation price,	PPT +Lecture+board
21.		Statement of cost, Tender price, or Quotation price,	PPT +Lecture+board

22.		Cost Audit and Cost Reduction, Introduction to Job Costing: Batch Costing	PPT +Lecture+board
23.		Contract Costing – Part 1	PPT +Lecture+board
24.		Contract Costing - Part 1	PPT +Lecture+board
25.	**UNIT 4**	Process Costing- Meaning, Accounting	PPT +Lecture+board
26.		Process Costing- Procedure of costing, Wastage, Scrap, Defectives, and Spoilage	PPT +Lecture+board

27.		Process Costing- Procedure of costing, Wastage, Scrap, Defectives, and Spoilage	PPT +Lecture+board
28.		Treatment of normal, abnormal losses and abnormal gain,	PPT +Lecture+board
29.		Inter-process profit	PPT +Lecture+board
30.		Process Costing- Practical Question	PPT +Lecture+board
31.		Process Costing- Practical Question	PPT +Lecture+board
32.		Process Costing- Practical Question	PPT +Lecture+board
33.	**UNIT 5**	Concept and Objectives of operating cost	PPT +Lecture+board
34.		Transport services - Concept & Practical Question	PPT +Lecture+board
35.		Transport services – Concept & Practical Question	PPT +Lecture+board
36.		Transport services – Concept & Practical Question	PPT +Lecture+board
37.		Hotel Costing - Concept & Practical Question	PPT +Lecture+board
38.		Canteen Costing – Concept & Practical Question	PPT +Lecture+board
39.		Cinema Costing - Concept & Practical Question	PPT +Lecture+board
40.		Hospital Costing - Concept & Practical Question	PPT +Lecture+board

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2023
BCOM LLB HONS. 2nd SEM – Batch (2021-26)
Corporate Accounting
Course Code: BCL- 201
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Mayuri Joshi

Telephone: 8305641272

E-Mail: mayuri.joshi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes: On Completion of this course, student will be able to-

☐ **CO1** Demonstrate good understanding of accounting treatment with respect to issue, redemption of shares and debentures in capital structure of company.
☐ **CO2** Analyse the role of the accounting for merger, internal reconstruction of companies.
☐ **CO3** Create and prepare the final accounts of companies as per vertical format
☐ **CO4** Evaluate the valuation method of shares and goodwill and measurement of performance of companies.
☐ **CO5** Evaluate and compare the consolidated balance sheet of holding with one subsidiary company along with liquidation of company.
☐ **CO6** Formulate and exhibit accounting for banking companies and analyzing the effect of NPA on the profitability of banks.

Course Pedagogy:

Lecture, PPT., Case study, Role play

Suggested Readings:

1. J.R. Monga, Fudamentals of Corporate Accounting. Mayur Paper Backs, New Delhi.

2. M.C. Shukla, T.S. Grewal, and S.C. Gupta. Advanced Accounts. Vol.-II. S. Chand & Co., New Delhi.

3. S.N. Maheshwari, and S. K. Maheshwari. Corporate Accounting. Vikas Publishing House, New Delhi.

4. Ashok Sehgal, Fundamentals of Corporate Accounting. Taxman Publication, New Delhi.

5. V.K. Goyal and Ruchi Goyal,. Corporate Accounting. PHI Learning.

6. Jain, S.P. and K.L. Narang. Corporate Accounting. Kalyani Publishers, New Delhi.

7. Bhushan Kumar Goyal, Fundamentals of Corporate Accounting, International Book House

8. P. C. Tulsian and Bharat Tulsian, Corporate Accounting, S.Chand

9. Amitabha Mukherjee, Mohammed Hanif, Corporate Accounting, McGraw Hill Education

10. Compendium of Statements and Standards of Accounting. The Institute of Chartered Accountants of India, New Delhi.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Meaning of Share and Share capital, types of shares	PPT +Lecture

2.		Issue of Shares: over subscription, under subscription,	PPT +Lecture
3.		Buy back of shares, Issue of shares	PPT +Lecture
4.		Redemption of preference shares	PPT +Lecture
5.		Meaning and concept of goodwill, methods of goodwill	PPT +Lecture
6.		Valuation of goodwill and shares	Discussion
7.	**UNIT 2**	Meaning of debentures and types of debentures	PPT +Lecture
8.		Issue and redemption of debentures, numerical questions	PPT +Lecture
9.		Final accounts of companies- as per schedule VI of the companies act2013	PPT +Lecture
10.		Disposal of profits and numerical questions	PPT +Lecture
11.		Concept of pre and post incorporation	PPT +Lecture
12.		calculation of pre and post incorporation profit / loss.	Quiz
13.	**UNIT 3**	Concept, meaning and types of amalgamation	PPT +Lecture
14.		Accounting treatment as per Accounting Standard-14	PPT +Lecture
15.		Numerical questions	PPT +Lecture
16.		Numerical questions	PPT +Lecture
17.		Meaning of internal reconstruction	PPT +Lecture
18.		accounting treatment excluding scheme of reconstruction, numerical questions	PPT +Lecture

19.	**UNIT 4**	Meaning and concept of Holding and Subsidiary company	PPT +Lecture
20.		Preparation of consolidated balance sheet of holding with one subsidiary company (AS-21)	PPT +Lecture
21.		Numerical questions	PPT +Lecture
22.		Numerical questions	PPT +Lecture
23.		Accounting for liquidation of companies.	PPT +Lecture
24.		Numerical questions	Class presentations
25.	**UNIT 5**	Accounts of banking companies, concept	PPT +Lecture
26.		Licensing of banking companies	PPT +Lecture
27.		Asset structure of a commercial bank	PPT +Lecture
28.		Numerical questions	PPT +Lecture
29.		Non-performing assets (NPA)	PPT +Lecture
30.		Numerical questions	Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2023
BCOM LLB HONS. 4th SEM – Batch (Batch 2022-2027)
Auditing
Course Code: BCL- 402
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Mayuri Joshi

Telephone: 8305641272

E-Mail: mayuri.joshi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes

On the completion of the course, the students would be able to:

CO1	Demonstrate the principles of auditing and the procedure of the same.
CO2	Explain about audit planning and execution.
CO3	Relate with the concepts of auditing and accounting.
CO4	Illustrate the International Financial Reporting Standards.
CO5	Appraise the special area of audit and investigation.

Course Pedagogy:

Lecture, PPT., Case study, Role play

SUGGESTED READINGS

1. Delaney, P. R. CPA Examination Review: Auditing. New York:John Wiley & Sons, 1994.

2. Farrell, Barbara, and Joseph Franco. "The Changing Role of the Auditor:An Analysis of Viewpoints from the Auditors' Perspective." Mid-Atlantic Journal of Business, June 1998.

3. Robertson, Jack C., and Frederick G. David. Auditing. Plano, TX: Business Publications, 1985.

4. Taylor, D. H., and G. W. Glazen. Auditing: lntegrated Concepts and Procedures. 7th ed. New York: John Wiley & Sons, 1996.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Introduction of Auditing, concept	PPT +Lecture
2.		Meaning, Objectives, Types of auditing	PPT +Lecture
3.		Principles and techniques of auditing	PPT +Lecture
4.		Audit Program, Audit books	PPT +Lecture
5.		Working papers and evidence in auditing	PPT +Lecture

6.		Vouching and Verification of Assets and Liabilities.	Discussion
7.	**UNIT 2**	Meaning of Internal check system	PPT +Lecture
8.		Routine checking, internal control	PPT +Lecture
9.		Internal check	PPT +Lecture
10.		Case study	PPT +Lecture
11.		Internal audit test checking and audit planning.	PPT +Lecture
12.		Case study	Quiz
13.	**UNIT 3**	Company auditor: Introduction	PPT +Lecture
14.		Qualification, Disqualification of company auditor	PPT +Lecture
15.		Appointment, Rotation, Removal	PPT +Lecture
16.		Powers, Duties and Liabilities of company auditor	PPT +Lecture
17.		Auditor's Report: Contents	PPT +Lecture
18.		Types of auditor's reports	PPT +Lecture
19.	**UNIT 4**	Special Area of Audit	PPT +Lecture
20.		Cost audit, Tax audit	PPT +Lecture
21.		Management Audit	PPT +Lecture

22.		Relevant auditing and assurance standards (AASs)	PPT +Lecture
23.		Divisible Profit and Dividend	PPT +Lecture
24.		Case study	Class presentations
25.	**UNIT 5**	Investigation: Concept	PPT +Lecture
26.		Objectives, Process of audit investigation	PPT +Lecture
27.		Difference between audit and investigation	PPT +Lecture
28.		Special audit of banking company	PPT +Lecture
29.		Special audit: educational, non-profit institutions	PPT +Lecture
30.		Special audit: insurance company	Discussion.

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2023
B.A/B.B.A.LL.B/B.COM. LL.B. IV SEM
Course: CODE OF CIVIL PROCEDURE & LIMITATION ACT
Course Code: BAL/BBL/BCL-606
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Dr. Aakash Gupta

Telephone : 9806108372

E-Mail : aakash.gupta@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Understanding various concepts of civil procedural law such as plaint, written statement and distinction between decree and judgement and decree and order.

CO1 B: Understanding various rules of pleading, particulars of plaint and written statements.

CO2: Applying concepts related to appearance, examination, trial and suits in particular cases.

CO3: Analyze procedures related to appeals, review, revision and reference.

CO4: Evaluating objectives of Limitations Act and period of limitation within which suit has to be instituted in the court.

Course Pedagogy:

Lecture, PPT., Case study, Poems

Course Readings:

Text Books:

1. Dinshaw Fardauzi Mulla, Mulla's Code of Civil Procedure, Lexis Nixis (18th Edn) 2018

2. Sudipto Sarkar & V.R. Manohar, Sarkar's Code of Civil Procedure (2 Vols), Lexis Nexis India (11th Edn) 2016

References

1. MuIla, Code of Civil procedure (1999), Universal Delhi

2. C.K. Thakker, Code of Civil Procedure (2015), Universal Delhi

3. M.R. Mallick (ed.) B.B. Mitra on Limitation Act (2016), Eastern Lucknow.

4. Majumdar P.K. and Kataria R.P. Commentary on the Code of Civil Procedure.1908 (1998), Universal Delhi.

5. Saha A.N. The Code of Civil Procedure (2019) Universal Delhi

6. Sarkar Law of Civil Procedure Vols. (2000) Universal Delhi.

7. Universal's Code of Civil Procedure (2000). Universal's Code of Civil Procedure, 1908 (Bare Act)

8. C.K. Takwani, Code of Civil Procedure, Eastern Book Company, 2016

9. M.R. Malik, Ganguly's Civil Court, Practice and Procedure, Eastern Law House

10.   M.P. Tandon, Code of Civil Procedure, Allahabad Law Agency, 2005 **Course**

Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Class Presentation	
Skill Development Workshops	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Introduction	PPT +Lecture
2.		Hierarchy of courts	PPT +Lecture
3.		Res subjudice and resjudicata	PPT +Lecture

4.		Place of suing	PPT +Lecture
5.		Parties to suit: joinder mis- joinder or non-joinder of parties representative suit	PPT +Lecture
6.		Alternative disputes resolution (ADR)	Discussion
7.	**UNIT 2**	Rules of pleading, signing and verification	PPT +Lecture
8.		Plaint: particulars	PPT +Lecture
9.		Admission, return and rejection	PPT +Lecture
10.		Written statement: particulars, rules of Evidence	PPT +Lecture
11.		Set off and counter claim: distinction	PPT +Lecture

12.		Privileged documents	Quiz
13.	**UNIT 3**	Ex-parte procedure	PPT +Lecture
14.		Interim orders: commission. arrest or attachment before judgment, injunction and appointment of receiver	PPT +Lecture
15.		Execution - concept General principles	PPT +Lecture
16.		Enforcement, arrest and detection	PPT +Lecture
17.		Stay of execution Suits in Particular Cases	PPT +Lecture
18.		By or against government	PPT +Lecture
19.	**UNIT 4**	Appeals, Review, Reference and Revision	PPT +Lecture
20.		Appeals from decree and order general provisions relating to appeal	PPT +Lecture

21.		Transfer of cases	PPT +Lecture
22.		Restitution	PPT +Lecture
23.		Inherent powers of courts	PPT +Lecture
24.		Law Reform : Law Commission on Civil Procedure – Amendments	Class presentations
25.	**UNIT 5**	object of the law of Limitation	PPT +Lecture
26.		Distinction with latches, acquiescense, prescription.	PPT +Lecture
27.		Extension and suspension of limitation	PPT +Lecture
28.		Sufficient cause for not filing the proceedings	PPT +Lecture
29.		Acknowledgement- essential requisites	PPT +Lecture
30.		Foreign rule of limitation : contract entered into under a foreign law	Discussion.

Session: January- June 2023
B.A. LL.B./BBA LL.B./B.COM. LL.B. HONS. II SEM
Course: Constitutional Law-I
Course Code: BAL/BBL/BCL- 205
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Discuss the nature and features of Indian Constitution;

CO 1 B: Describe the Composition and functions of organs of governance enshrined under Indian Constitution;

CO2: Relate the distribution of Powers between Center and State;

CO3: Illustrate the doctrines relevant to interpretation of Constitutional provisions;

CO4: Appraise the emergency provisions given under Indian Constitution.

Course Pedagogy:

Lecture, PPT, Case study, Hand-Outs, Case Notes

Course Readings:

Text Books:

1. V.N. Shukla, Constitution of India, Eastern Book Agency, 2023

2. M.P. Jain, Indian Constitutional Law, Lexis Nexis, 2023

References:

1. D.D. Basu, Introduction to the Indian Constitution of India, Prentice Hall of India Private Ltd., New Delhi, 1994

2. H. M. Seervai, Constitutional Law of India, Universal Law Publishing Co., Reprint, 2013

3. Glanville Austin, Indian Constitution-Cornerstone of the Nations, Oxford University Press, 1999

4. P.M. Bakshi, The Constitution of India, Universal Law Publishing Co., 2014

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Legal Awareness Project	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Definition of Constitution and its Classification	PPT +Lecture
2.		Sources and Framing of the Indian Constitution	PPT +Lecture
3.		Sources and Framing of the Indian Constitution	PPT +Lecture
4.		Salient features of Indian Constitution	PPT +Lecture
5.		Salient features of Indian Constitution	PPT +Lecture

6.		Salient features of Indian Constitution	Discussion
7.		Is Indian Constitution Federal in Nature?	Discussion
8.	**UNIT 2**	Parliament i. Composition	PPT +Lecture
9.		ii. Parliamentary Sovereignty iii. Parliamentary Privileges	PPT +Lecture
10.		Executive Power: Power of President and Governor	PPT +Lecture
11.		Executive Power: Power of President and Governor	PPT +Lecture
12.		Judiciary i. Jurisdiction of Supreme Court and High Courts	PPT +Lecture
13.		ii. Independence of Judiciary	PPT +Lecture
14.	**UNIT 3**	Legislative Relations between Union and the States	PPT +Lecture
15.		Legislative Relations between Union and the States	PPT +Lecture
16.		Administrative Relations between Union and the States	PPT +Lecture
17.		Administrative Relations between Union and the States	PPT +Lecture
18.		Financial Relations between Union and the States	PPT +Lecture
19.	**UNIT 4**	Relevant Doctrines i. Territorial Nexus	PPT +Lecture
20.		ii. Harmonious Construction	PPT +Lecture
21.		iii. Pith and Substance	PPT +Lecture
22.		iv. Doctrine of Repugnancy	PPT +Lecture
23.		v. Colourable Legislation	PPT +Lecture

24.	**UNIT 5**	Emergency Provisions: Articles 352-360	PPT +Lecture
25.		a. Proclamation of emergency,	PPT +Lecture
26.		a. Proclamation of emergency,	PPT +Lecture
27.		b. effect of emergency,	PPT +Lecture
28.		b. effect of emergency,	PPT +Lecture
29.		c. Financial emergency	PPT +Lecture
30.		c. Financial emergency	Discussion

COURSE OUTLINE
Prestige Institute of Management & Research, Gwalior
Term: BALLB, BCOMLLB BBALLB - IV
Course: FRENCH LANGUAGE, Course Code -   Credit:4

Session Duration: 60 Minutes

FACULTY (Name): Vishesh Upmanyu
Telephone: 8109468064
E-Mail: vishesh.upmanyu@prestigegwl.org
Office Hours: 9.00 to 5.20 PM
Consulting Hours: 10.00 AM to 5 PM

Course Objective:

☐ This course aims to make the students to understand the knowledge of French language.

Learning Objective:

▪ This paper is to make students understand the basics of french language and it's importance in today's time.

Course Outcomes

▪ To demonstrate the recalling and the advance visuals, auditory and kinesthetic of French.
▪ To compare and contrast the similarities and differences between his/her own culture and those of various French-speaking cultures
▪ To evaluate and critique each other's oral and written performance for learning purposes. **Text Books:**

• POISSON-QUINTON Sylvie, S. A. L. A. (1999). Marina. Inwa/l, New Delhi: CLE international.

References:

• Price, W. L. (2008). 'There Is a Saviour'. In Bonne Route. New Delhi: Route Publishing.
• Jones, A. (1995). Larousse dictionary of world folklore. Edinburgh: Larousse.

Session Details:

Session		Topic	Sub-Topic	Tools used
1	Basic	**Introduction of French Language**	French culture, Cuisine	Discussion and explanation of basic concepts
2		**Les nombre ordinaux**	Roman Numbers, counting in words	Explanation of concept through Board
3		**Les verbs**	Auxillary, infinative and prominal	Power Point Presentation (PPT), Examples
4	Leçon 9	**Ou allez-vous situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
5		**Ou allez-vous situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
6		**Ou allez-vous situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
7		**Ou allez-vous situation 1 and 2**	Grammar (directions, conjugation and Articles	Initia part 1 Book, White Board & Examples
8	Leçon 10	**la caisse? Gauche situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
9		**la caisse? Gauche situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
10		**la caisse? Gauche situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
11		**la caisse? Gauche situation 1 and 2**	Grammar (Introgative, conjugation of Plural and Genders	Initia part 1 Book, White Board & Examples
12	Leçon 11	**Je cherche un trois pieces situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples

13		**Je cherche un trois pieces situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
14		**Je cherche un trois pieces situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
15		**Je cherche un trois pieces situation 1 and 2**	Grammar (Agreement with adjective, use of C'est)	Initia part 1 Book, White Board & Examples
16		**Ou est la batiment B, s'il vous plait situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
17		**Ou est la batiment B, s'il vous plait situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
18	Leçon 12	**Ou est la batiment B, s'il vous plait situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
19		**Ou est la batiment B, s'il vous plait situation 1 and 2**	Grammar (3rd Group Verb and Demonstrative adjective)	Initia part 1 Book, White Board & Examples
	Bilan 1	**Exercise of Unit 1**		
20		**Tu viens, cyril ? situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
21	Leçon 13	**Tu viens, cyril ? situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
22		**Tu viens, cyril ? situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
23		**Tu viens, cyril ? situation 1 and 2**	Grammar (Negative ni…..ni, Question form words)	Initia part 1 Book, White Board & Examples
24		**Metro, boulot, dodo situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
25		**Metro, boulot, dodo situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
	Leçon 14			

26		**Metro, boulot, dodo situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
27		**Metro, boulot, dodo situation 1 and 2**	Grammar (Use of TU, VOUS et ON)	Initia part 1 Book, White Board & Examples
28	Leçon 15	**L'hiver, c'est dur situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
29		**L'hiver, c'est dur situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
30		**L'hiver, c'est dur situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
31		**L'hiver, c'est dur situation 1 and 2**	Grammar (Seasons, use of les gens)	Initia part 1 Book, White Board & Examples
32	Leçon 16	**Enfin les vacances) situation 1**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
33		**Enfin les vacances)situation 2**	Reading of lesson and Vocublary	Initia part 1 Book, White Board & Examples
34		**Enfin les vacances)situation 1 and 2**	Questions and Answers	Initia part 1 Book, White Board & Examples
35		**Enfin les vacances)situation 1 and 2**	Grammar (Les comparitive, les noms de pays)	Initia part 1 Book, White Board & Examples
36	Bilan 2	**Exercise of Unit 1**		

FACULTY (Name): Dr. Aakash Gupta

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Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1A: Understanding of the aspects of criminal justice or law and its relationship to larger social issues and Constitutional perspectives

CO1B: Develop the capacity how can register a F.I.R and fair trial process and rights and duties of police & arrested person

CO2: Identify and apply the principles of criminal law covered in the course which are related to the Framing of Charge and Session Trial, warrant Trial, Summons Trial and Summary Trial

CO3: Explain and apply concept related to the Appeal, revision and Review in Criminal Law

CO4: Develop the thought process related to Juvenile Justice and Probation with laws and latest amendments.

Course Pedagogy:

Lecture, PPT., Case study, Poems Course

Readings:

Text Books:

1. RatanLal and DheerajLal, Criminal Procedure Code (2017)

2. D.D. Basu, Criminal Procedure Code (2019) Lexisnexis

3. R.V. Kelkar, Lectures on Criminal Procedure Code (2020), EBC

4. R.V. Kelkar, Code of Criminal Procedure

5. Woodroffe: commenteries on Code of Criminal Procedure, 2Vol. (2000) Universal **Course**

   Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Class Presentation	
Skill Development Workshops	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Pre – Trial processes: Arrest	PPT +Lecture
2.		Arrest with and without warrant	PPT +Lecture
3.		Rights of an arrested person	PPT +Lecture
4.		Right to be examined by a medical practitioner	PPT +Lecture
5.		Search warrant	PPT +Lecture

6.		General principles of search	Discussion
7.	**UNIT 2**	Evidentiary value of F.I.R	PPT +Lecture
8.		Commencement of proceedings	PPT +Lecture
9.		Bail: concept, purpose: constitutional overtones	PPT +Lecture
10.		Bailable and non-bailable offences	PPT +Lecture
11.		Anticipatory Bail	PPT +Lecture

12.		Trial Process	Quiz
13.	**UNIT 3**	Fair Trial	PPT +Lecture
14.		Presumption of innocence	PPT +Lecture
15.		Right of the accused to know the accusation	PPT +Lecture
16.		Right to cross-examination and offering evidence in defense: the accused's statement	PPT +Lecture
17.		Framing of charges and Trial before a Court of Session: Procedural steps and substantive rights	PPT +Lecture
18.		Pleas of auterfois acquit and auterfois convict	PPT +Lecture
19.	**UNIT 4**	Post conviction orders in lieu of punishment: emerging penal policy	PPT +Lecture
20.		The rationale of appeals, Review, revision	PPT +Lecture
21.		The multiple range of appellate remedies	PPT +Lecture
22.		Government appeal against sentencing	PPT +Lecture
23.		Revisional jurisdiction	PPT +Lecture
24.		Appeal , Review and Revision	Class presentations
25.	**UNIT 5**	Juvenile Delinquency	PPT +Lecture
26.		Juvenile court system	PPT +Lecture
27.		Legislative and judicial protection of juvenile offenders	PPT +Lecture
28.		Juvenile justice (Protection and Care of Children) Act 2000	PPT +Lecture

29.		Probation of offender's law	PPT +Lecture
30.		Mechanism of probation: standard of probation services	Discussion.

Session: Jan-June 2023
BBA LLB X Semester – Batch (2018-23)
Course: Indirect Taxation
Course Code:LBC 005
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Ajay Jain

Telephone: 9893939736

E-Mail: ajay.jain@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Pedagogy: *Presentation,*

Lecture, Board

Course Readings:

Reference books:

- Sweta Jain GST law and practice Taxman Publishers, July 2017

- V.S.Daty - GST- Input Tax Credi- Taxman Publishers, second edition August 2017
- C.A. Anurag Pandey- Law and Practice of GST- Sumedha Publication House 2017

- Dr. Vandana Banger- Beginners- Guide AadhayaPrakashan Publisher 2017

- Dr..M. Govindarajan- A practical guide send text publishers July 2017 **Course Evaluation Criteria:**

Instruments	Marks (Sem X)
Written Test	20
EML, Mock Interview& Debate	
Class Presentation & Quiz	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy

1.	**UNIT1**	History of Taxation Tax System in India	PPT +Lecture board
2.		Objectives of Taxation Tax System in India	PPT +Lecture board
3.		Direct Taxes-Meaning and Types	PPT +Lecture board
4.		Indirect Taxes - Meaning and Types	PPT +Lecture board
5.		Powers of Union and State to levy taxes	PPT +Lecture board
6.		Constitutional Amendments leading to introduction of GST	PPT +Lecture board
7.		Powers of Union and State to levy taxes	PPT +Lecture board
8.		Importance of GST in India	PPT +Lecture board
9.	**UNIT 2**	Background behind implementing	PPT +Lecture+board

		GST-	
10.		The Need &Objectivesof GST,	PPT +Lecture+board
11.		GST- Taxes covered by GST	PPT +Lecture+board
12.		Business Impact, Benefits of GST-SGST-CGST	PPT +Lecture+board
13.		Definitions- Scope and Coverage, Scope of supply	PPT +Lecture+board
14.		Levy of tax- Rate Structure-Taxable Events	PPT +Lecture+board
15.		Types of Supplies Composite and Mixed Supplies	PPT +Lecture+board
16.		Supplies-Composition Levy.	PPT +Lecture+board

17.	**UNIT 3**	Return under GST	PPT +Lecture+board
18.		Refunds under GST	PPT +Lecture+board
19.		Input Tax Credit Eligibility and Conditions	PPT +Lecture+board
20.		Reverse Charge Mechanism	PPT +Lecture+board
21.		Transitional Provisions Composition under GST	PPT +Lecture+board
22.		Administrative structure of GSTOfficersas per CGST Act	PPT +Lecture+board
23.		GST-Officers as per CGST/SGST Act Jurisdiction- Appointment Powers.	PPT +Lecture+board
24.	**UNIT 4**	Assessment and Audit under GST	PPT +Lecture+board
25.		Demands and Recovery under GST	PPT +Lecture+board
26.		Appeals and revisionunder GST	PPT +Lecture+board
27.		Advance ruling Offences and Penaltiesunder GST	PPT +Lecture+board
28.		National Anti-Profiteering Authority	PPT +Lecture+board
29.		GST Practitioners eligibility and Practice and Career avenues.	PPT +Lecture board
30.	**UNIT 5**	The custom duty- Levy and collection	PPT +Lecture+board
31.		Customs duty-Organisations of customs departments Officers' powers	PPT +Lecture+board
32.		Appellate Machinery- Infringement of the Law-Offences and Penalties	PPT +Lecture+board
33.		Exemptions from duty, Customs dutydrawback	PPT +Lecture+board

34.		Customs duties free Zones. Export incentive schemes.	PPT +Lecture+board
35.		Export incentive schemes.	PPT +Lecture+board

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

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Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Demonstrate knowledge, Evolution and Subject matter of Public International Law;
CO 1 B: Understanding of the international rights frame work, its origins and justifying theories;
CO2: Differentiate the various contemporary international issues including Recognition, Extradition and Law of the Sea;
CO3: Differentiate the various contemporary international issues including Use of Force, Prohibition and Collective Self-Defence;
CO4: Develop the capacity to assess how specific human rights may be asserted, enforced or violated.

Course Pedagogy:

Lecture, PPT, Case study, Hand-Outs, Case Notes

Course Readings:

Text Books:

1. Oppenheim, International Law, Biblio Bazaar, LIC, 2010

2. James Crawford Brownlie, Principles of International Law, Oxford University Press, 2013

3. Public International Law by Malcolm Shaw 7th Edition , Cambridge Publications.

4. Cases and Materials on Public International Law by D J Harris, Sweet Maxwell Publications.

5. Modern Introduction to International Law (edited by Peter Malanczuk), Routledge Publications, 1997.

6. The Power and Purpose of International Law: Insights from The Theory and Practice of Enforcement by Mary Ellen O' Connell, Oxford Publications, 2008.

7. Theory of International Law by Robert Kolb, Hart Publications, 2016.

8. International Law and World Order: A Critique of Contemporary Approaches, Sage Publications, 1993.

9. Introduction to International Relations: Theories and Approaches, Robert Jackson Oxford University Press, 1973.

10. Collective Security under International Law by Hans Kelsen, Law Books Exchange Ltd, 1957.

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11. Humanitarian Intervention : The United Nations in An Evolving World Order by Sean Murphy , University of Pennsylvania Press , 1996 .

12. The Public International Law Theory of Hans Kelsen: Believing in Universal Law by Jochen Von Bernstorff, Cambridge Publications, 2010 .

13. Law of Extradition in India by V K Bansal, Buttersworth Publications.

14. Textbook on Public International Law, Dr. R.K. Singh, Universal Publications.

15. Parry and Grant Encyclopedic Dictionary of International Law, Oxford Publication, 2009

References:

1. Starke, Introduction to International Law, Oxford University Press, 2013

2. Shaw, International Law, Cambridge University Press, 2008 (6th Edn)

3. A. Boyle & C. Chinkin, The Making of International Law, Foundations of Public International Law, Oxford University Press, 2007

4. R. P. Dhokalia, The Codification of Public International Law, United Kingdom: Manchester University Press, 1970

5. Mark Villiger, "The Factual Framework: Codification in Past and Present", in Customary International Law and Treaties, Mark Villger, pp.63-113, The Netherlands: Martinus Nijhoff, 1985

6. S.K. Kapoor, International Law, Human Rights, Central Law Agency, 2009

7. Brownlie, International Law and the Use of Force by States, Oxford: Clarendon Press, 1991

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
Quiz/Written Test	
Written Assignments	
Presentation	
Legal Awareness Project	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Nature and Development of International Law	PPT +Lecture
2.		Subject of International Law i. Concept of Subject of Law And of Legal Personality	PPT +Lecture
3.		Subject of International Law ii. States : Condition of Statehood, Territory And Underlying Principles, Sovereignty	PPT +Lecture
4.		Subject of International Law iii. International Organisation: Concept, Right and Duties under International Law	PPT +Lecture
5.		Subject of International Law iv. Status of Individual v. Other Non State Actors	PPT +Lecture
6.		Relationship Between International Law and Municipal Law (UK, USA, India, China & Russia)	Discussion
7.		Codification of International Law	Discussion

8.	**UNIT 2**	Sources of International Law a. Treaties	PPT +Lecture
9.		b. Custom	PPT +Lecture
10.		c. General Principles	PPT +Lecture
11.		d. Jurist Works	PPT +Lecture
12.		e. General Assembly Resolutions, Security Council Resolutions	PPT +Lecture
13.		f. Other Sources	PPT +Lecture
14.	**UNIT 3**	Recognition, Extradition and the Law of the Sea: General Introduction	PPT +Lecture
15.		Recognition i. Theories of Recognition ii. Defacto, Dejure Recognition iii. Implied Recognition iv. Withdrawal of Recognition v. Retroactive Effects of Recognition	PPT +Lecture
16.		Extradition and Asylum i. State Jurisdiction ii. Customary Law Basis iii. Treaty Law iv. The Nature of Obligation	PPT +Lecture
17.		Law of The Sea i. Territorial Sea ii. Contiguous Zone iii. Exclusive Economic Zone iv. Continental Shelf v. High Sea	PPT +Lecture
18.		e. Case Study	PPT +Lecture
19.	**UNIT 4**	Contemporary International Issues	PPT +Lecture
20.		Exceptions to the Prohibition:	PPT +Lecture
21.		Individual and Collective Self Defence,	PPT +Lecture
22.		Authorized or Recognized Military Actions	PPT +Lecture

23.		Responsibility to Protect	PPT +Lecture
24.	**UNIT 5**	Extradition : Definition, Purpose of Extradition, Legal Duty to Extradite Duty, Extradition of Political offender, Doctrine of Double Criminality, Rule of Specialty.	PPT +Lecture
25.		Extradition : Definition, Purpose of Extradition, Legal Duty to Extradite Duty, Extradition of Political offender, Doctrine of Double Criminality, Rule of Specialty.	PPT +Lecture
26.		Diplomatic Agent: Meaning and Functions, Immunities and Privileges, Waiver of Immunity, Termination of Diplomatic Mission.	PPT +Lecture
27.		Diplomatic Agent: Meaning and Functions, Immunities and Privileges, Waiver of Immunity, Termination of Diplomatic Mission.	PPT +Lecture
28.		Consuls: Meaning, function, privileges and immunities.	PPT +Lecture
29.		Basic Principles of International Criminal Law.	PPT +Lecture
30.		Basic Principles of International Criminal Law.	Discussion

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2023
BA LLB(H)/BBA LLB(H)/BCOM LLB (H) – Batch (2019-24)
Course: Cyber Law (Information Technology Act)
Course Code: BAL/BBL: 802
Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): ANURAG SHARMA

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Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

No.	Course Outcome
CO1-A	Analyze concepts and understanding of the Information Technology and Freedom of expression on the internet under Indian Constitution
CO1-B	Correlate various legislations in light of IT Act, 2000 and with the International Legal Regime
CO 2	Demonstrate expertise to Relate IT Act to the current issues and could solve the issue/problem as a lawman and not a layman.
CO 3	Appraise the role of IT Act in the digital age and Legal implications of social networking, Investigation and jurisdiction over cybercrimes.
CO 4	Understanding the Intellectual Property Issues and Cyberspace and The Indian perspective, overview of intellectual property related legislation, Copyright law and cyberspace, Trademark law and cyberspace.

Course Pedagogy:

Lecture, PPT., Case study, Role play

Text Books:
- i -' rreeti and Associates; Open Source And The Law; LexisNexis
- Briggs, Adrian, The cybersecurity Oxford: Oxford University Press, 2002.
- McClean, David and Kisch Beevers, The Conflict of Laws, London: Sweet & Maxwell, 2009.
- Hood, Kirsty J., Conflict of Laws within the U.K. Oxford: Oxford University Press, 2007.

- Collins, Sir Lawrence, Dicey, Morris & Collins on the Conflict of Laws 2 Vols. 14th ed. London: Sweet & Maxwell, 2006.
- Mayss, Abla, cyber Laws 3rd ed. London: Cavendish Publishing Limited, 1998.
- Collier, J. G. IT Laws 3rd ed. London: Cambridge University Press, 2001.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	20
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Introduction,	PPT +Lecture
2.		Jurisprudence of cyber law: overview of computer and web technology	PPT +Lecture
3.		freedom of expression on the internet: global value	PPT +Lecture
4.		Internet and problems of geography	PPT +Lecture
5.		Sovereignty	PPT +Lecture
6.		ecommerce.	PPT +Lecture

7.	**UNIT 2**	Information Technology Act,2000	PPT +Lecture
8.		International Legal Regime Aims and objects,	PPT +Lecture
9.		Jurisdiction, Electronic governance, Legal recognition of electronic Records	PPT +Lecture
10.		Digital signature certificates, Securing electronic records	PPT +Lecture
11.		European Convention on cyber crimes, UNCITRAL model on electronic Commerce, 1996.	PPT +Lecture
12.		UNCITRAL model on electronic Commerce, 1996.	PPT +Lecture
13.			Assignmnet
14.	**UNIT 3**	Cyber Crimes Meaning of cyber crimes	PPT +Lecture
15.		cyber crimes under Indian Penal, 1860	PPT +Lecture
16.		cyber crimes under Indian Penal, 1860	PPT +Lecture
17.		Criminal Procedure Code, L973	PPT +Lecture
18.		Criminal Procedure Code, L973	PPT +Lecture
19.		Indian Evidence Act, 1872	PPT +Lecture
20.			Quiz
21.	**UNIT 4**	Cyber Crimes under the Information Technology Act, 2000,	PPT +Lecture
22.		cyber crimes under International Law	PPT +Lecture

23.		*Legal implications of social networking,*	PPT +Lecture
24.		investigation and jurisdiction over cyber crimes	PPT +Lecture
25.			Class presentations
26.	**UNIT 5**	Intellectual Property Issues and cyberspace	PPT +Lecture
27.		Copyright law and cyberspace	PPT +Lecture
28.		Trademark law and cyberspace	PPT +Lecture
29.		Act and Statute (As Amended)	PPT +Lecture
30.		Law relating to semi-conductor layout and design.	PPT +Lecture

Course Code: BAL/BBL- LBA-002

Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Aabil Husain

Telephone : 7017262796

E-Mail : aabil.husain@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Actuate the laws relating to pleading and drafting

CO1 B: Analyze the basic term of communication and barriers of communication.

CO2: Devise the skills to adhere the concepts of notes, project report, abstract writing and legal writing.

CO3: Solve the mooting problem and enhanced the knowledge towards mooting and court proceedings.

CO4: Develop the approach to learn the affidavit, legal Maxim, plaint and written statement.

Lecture, PPT., Case study, Role play Course

Readings:

Text Books:

1. Legal Language — Dr. Madabhishi Sridhar
2. Legal Language and Legal Writing —S. K. Mishra

3. Legal Language, Legal writing and general English — Prof. Dr. Saria Gupta and B. P. Agrawal
4. Outline of Legal language in India — Dr. AnirudhPrashad
5. Legal Language and Legal rights —S. N. Mishra

6. Legal language and Legal rights —Tandon
7. 7. English Grammar—Wren and Martin

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Debate	20
Quiz/Written Test	
Case Analysis and Presentation	
Mock Interview	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Reading Comprehension of General and Legal Texts	PPT +Lecture
2.		Paragraph & Précis Writing	PPT +Lecture
3.		Abstract Writing	PPT +Lecture
4.		Note Taking	PPT +Lecture
5.		Drafting of Reports and Projects	PPT +Lecture
6.		Petition Writing	Discussion
7.	**UNIT 2**	Meaning and Communication	PPT +Lecture
		Approaches	

8.		Types, Directions and Challenges	PPT +Lecture
9.		Formal & Informal Communication and Barriers to Communication	PPT +Lecture
10.		Culture and Language Sensitivity and Non-verbal Communication: Importance, Types (Paralanguage, Body Language, Proximity etc.)	PPT +Lecture
11.		Legal Maxims and Foreign Words Legal Counselling and Interviewing	PPT +Lecture
12.		Revision	Quiz
13.	**UNIT 3**	Legal Communication	PPT +Lecture
14.		Mooting	PPT +Lecture
15.		Reading and Analysis of Writings by Eminent Jurists	PPT +Lecture
16.		(Cases, Petitions and Judgements)	PPT +Lecture
17.		Actus de in eminifacitinjuriam	PPT +Lecture
18.		Class Presentation	Discussion
19.	**UNIT 4**	Actuspersonalismoritur cum persona , Audi alterampartem , Communis error facit jus , Damnum sine injuria Delegates non potestdelegare , ,Novus actusinterveniens or nova causa interveniensNoscitur a sociis ,Par in partem imperium non habet , ,	PPT +Lecture
20.		Ex turpi causa non oritur action ,Falsus in unofalius in omnibus ,Generaliaspecialibus non derogant	PPT +Lecture

21.		,lgnorantiafacitexcusatignorantia juris non excusat ,lnjuria sine damno ,Nemo dat	PPT +Lecture
		quod non habet	
22.		Qui facit per aliumfacit per se , Respondeat superior ,Res ipsaloquitor	PPT +Lecture
23.		, Res non potestpeccare , Ubi jus ibi idem remedium	PPT +Lecture
24.		Vigilantibuset non domientibus, jurasubveniunt , Volenti non fit injura.	PPT +Lecture
25.	**UNIT 5**	Notices,	PPT +Lecture
26.		Affidavit,	PPT +Lecture
27.		Agreement,	PPT +Lecture
28.		Plaint,	PPT +Lecture
29.		Written statement.	PPT +Lecture
30.		Case study and revision	Discussion.

Aabil Husain

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2023
BA LLB(H)/BBA LLB(H)/BCOM LLB (H) – Batch (2021-26)
Course: MUSLIM LAW
Course Code: BAL/BBL/BCL - 406
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): ANURAG SHARMA

Telephone : 9098036610

E-Mail : Anurag.sharma@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

No.	Course Outcome
CO1: A	Understand the origin of Muslim law and difference between Shiya and Sunni Source and schools
CO1:B	Develop thinking concept of Marriage & divorce of Muslim law and existing Acts
CO2	Evaluate & Gain skills of thinking, analysis, written and verbal presentation of ideas of argument concept of Guardianship and maintenance
CO3	Develop the approach towards the various provisions as related to property distribution in Muslims..
CO4	Develop the approach towards the various provisions as related to property distribution in Muslims.

Course Pedagogy:

Lecture, PPT., Case study, Role play

Text Books:
1. Tahir Mahmood, *The Muslim Law of India,* Law Book Company, 1960
2. vdhy vgen eqfLyefof/k
3. Mulla, Mohammedan Law
4. Dr. Paras Ahmed, Muslim Law in Modern India
5. Aquil Ahmed, Mohammedan Law
6. Ikkjlnhiku]vk/kqfudeqfLyefof/k
7. Fyzee, Introduction to Mohammedan Law
8. Schat, Mohammedan Jurisprudence
9. Coulson, Principles of Mohammedan

References:
1. B.M. Gandhi, *Family Law,* Eastern Book Company, 4012
2. Paras Diwan, *Family Law,* Allahabad Law Agency, 4001

3. Mulla, *Principles of Mohammadan Law,* Lexis Nexis, 1906
4. A.A.A. Fyzee, *Outlines of Mohammadan Law,* Oxford University Press, 1974
5. Poonam Pradhan Saxena, *Family Law- II Lectures*, Lexis Nexis.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Origin and development of Muslim	PPT +Lecture

2.		Who is Muslims	PPT +Lecture
3.		Conversation to Islam	PPT +Lecture
4.		Nature and history of Mohammedan law	PPT +Lecture
5.		Schools of Muslim law	PPT +Lecture
6.		Sources of Muslim law	PPT +Lecture
7.		Siya and Sunnie	PPT +Lecture
8.		Revision	Discussion
9.	**UNIT 2**	Marriage	PPT +Lecture

10.		Iddat	PPT +Lecture
11.		Muta Marriage	PPT +Lecture
12.		Option of Poverty	PPT +Lecture
13.		Divorce	PPT +Lecture
14.		Kind of Divorce	PPT +Lecture
15.		Dissolution of Marriage Act 1939.	PPT +Lecture
16.	**UNIT 3**	Guardianship – elements	PPT +Lecture
17.		Kinds of Guardianship	PPT +Lecture
18.		Maintenance	PPT +Lecture
19.		Liability of Maintenance	PPT +Lecture
20.		Mehar	PPT +Lecture

21.		Kinds of Mehar	PPT +Lecture
22.		Quiz	Quiz
23.	**UNIT 4**	*Hiba*: Concept, Formalities, Capacity, Revocability	PPT +Lecture
24.		*Wasiyat*: Concept, Formalities	PPT +Lecture
25.		*Waqf*	PPT +Lecture
26.		Class presentations	Class presentations
27.	**UNIT 5**	Parentage and acknowledgement	PPT +Lecture
28.		Principles of Inheritance under Muslim Law (Sunni Law)	PPT +Lecture
29.		Succession and death bed transaction	PPT +Lecture
30.		Case study and revision	Discussion.

Session: Jan-June 2023
BA LLB(H)/BBA LLB(H)/BCOM LLB (H) – Batch (2020-25)
Course: CONFLICT OF LAWS
Course Code: BAL/BBL/BCL - 602/603/604
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): ANURAG SHARMA

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Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

No.	Course Outcome
CO1: A	Understand the concept of conflict of laws and Characterization of subject matters in conflict of laws
CO1:B	Understand the various personal factors of conflict of laws
CO2	Evaluate and Gain the knowledge of concept of jurisdiction in private international law
CO3	Analysis the concept of Sovereign and Diplomatic Immunity in international perspective
CO4	Understand the Marriage and Child issue in international perspective

Course Pedagogy:

Lecture, PPT., Case study, Role play

Text Books:
- Setalvad, Atul M. Conflict of Laws 2nd ed. New Delhi: LexisNexis Butterworths Wadhwa Nagpur, 2014

- Briggs, Adrian, The Conflict of Laws Oxford: Oxford University Press, 2002.
- McClean, David and Kisch Beevers, The Conflict of Laws, London: Sweet & Maxwell, 2009.
- Hood, Kirsty J., Conflict of Laws within the U.K. Oxford: Oxford University Press, 2007.
- Collins, Sir Lawrence, Dicey, Morris & Collins on the Conflict of Laws 2 Vols. 14th ed. London: Sweet & Maxwell, 2006.
- Mayss, Abla, Principles of Conflict of Laws 3rd ed. London: Cavendish Publishing Limited, 1998.
- Collier, J. G. Conflict of Laws 3rd ed. London: Cambridge University Press, 2001.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
197.	**UNIT1**	Meaning of conflict of laws,	PPT +Lecture
198.		Meaning of conflict of laws	
199.		Meaning of conflict of laws	
200.		Definition of country	PPT +Lecture
201.		Need to plead and prove foreign law	PPT +Lecture

202.		Characterization	PPT +Lecture
203.		Challenges	PPT +Lecture
204.		Public policy	PPT +Lecture
205.	**UNIT 2**	Residence and Domicile, Domicile of corporations, Domicile and Nationality,	PPT +Lecture
206.		Persons liable for deportation and mentally disordered persons	PPT +Lecture
207.		Torts, Contracts and Property Rome Conventions I and II,	PPT +Lecture
208.		Product liability, Unfair competition	PPT +Lecture
209.		Environmental damage, Defamation	PPT +Lecture
210.		Consumer contracts	PPT +Lecture
211.		Jurisdiction over immovable property	PPT +Lecture

212.	**UNIT 3**	Traditional English rules,	PPT +Lecture
213.		Principles and European rules	PPT +Lecture
214.		International Litigation	PPT +Lecture
215.		Substance and procedure	PPT +Lecture
216.		Parties and service of process	PPT +Lecture

217.		Evidence, Remedy	PPT +Lecture
218.			Quiz
219.	**UNIT 4**	Foreign state	PPT +Lecture
220.		Foreign diplomat	PPT +Lecture
221.		Recognition and enforcement of foreign judgement	PPT +Lecture
222.		Foreign arbitral awards	PPT +Lecture
223.			Class presentations
224.	**UNIT 5**	• Formalities of marriage, • Capacity to marry,	PPT +Lecture
225.		Consanguinity and affinity, Polygamous marriages	PPT +Lecture
226.		Matrimonial causes, Recognition of divorces	PPT +Lecture
227.		Separations and annulments, Financial relief	PPT +Lecture
228.		Child care and child abduction,	PPT +Lecture
		Child adoption	

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2023

B.A/B.B.A/B.COM.LL.B II SEM
Course: Special Contract
Course Code: BAL/BBA/BCOM-206
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Aabil Husain

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Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Basic learning to the students for law of contract

CO1 B: Basic learning of Indemnity, Guarantee and Agency.

CO2: Develop the basic information related to the rights and duties of indemnifier and discharge bailor, bailee, lien, agent, principal and creation of agency

CO3: keep understanding the regulations of partnerships with respect to rights, duties of incoming, outgoing partners, positions of minors, dissolution and consequences

CO4: Examine the regulations in the process of sale and analyze concept of conditions, warranties, rights of unpaid seller and remedies of breach of contract Course Pedagogy:

Lecture, PPT., Case study, Role play Course

Readings:

1. Avtar Singh, Sale of Goods, Eastern Book Company, 2018 (7th Edn)

2. Michael G. Bridge (ed.), Benjamin''s Sale of Goods, Sweet & Maxwell, 2020 (8th Edn)

3. P.S. Atiyah, Sale of Goods, Pearson Education, 2010 (12th Edn)

4. B.M. Prasad and Manish Mohan, Khergamvala on the Negotiable Instrument Act, 2013, Lexis Nexis, 2013 (21st Edn)

5.P. Mulla, The Sale of Goods and Indian Partnership Act, Lexis Nexis, 2012 (10th Edn)Prescribed Book(s):

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

SNO	Unit	Topics Covered	Pedagogy
1.	**UNIT1**	Meaning, definition, nature and characteristic of Contract of Indeminty	PPT +Lecture
2.		Distinction between Indemnity	PPT +Lecture
3.		Guarantee, Right / Duties of Indemnifier,	PPT +Lecture
4.		Indemnified and Surety,	PPT +Lecture
5.		Discharge of Surety,	PPT +Lecture
6.		Kinds of Guarantee.	Discussion

SNO	Unit	Topics Covered	Pedagogy
7.	**UNIT 2**	Meaning and Distinction of Bailment	PPT +Lecture
8.		Rights and Duties of Bailor/Bailee,	PPT +Lecture
9.		Rights and Duties of Pawnor/Pawnee,	PPT +Lecture
10.		Lien and Kinds of bailee.	PPT +Lecture
11.		Termination of Bailment,	PPT +Lecture

12.		Revision	Quiz
13.	**UNIT 3**	Definitions of Agent and Principal,	PPT +Lecture
14.		Appointment of an Agent,	PPT +Lecture
15.		Authority of an Agent and Creation of agency: by agreement,	PPT +Lecture
16.		Ratification and law and Relation of principal / agent,	PPT +Lecture
17.		subagent and substituted agent, Ratification of Agents Authority and Revocation of Agency Authority, Termination of agency.	PPT +Lecture
18.		Effects of Agency on Contracts with third person and Personal Liability of agents	PPT +Lecture
19.	**UNIT 4**	Nature of Partnership Firm	PPT +Lecture
20.		Rights /Duties of Partners inter se	PPT +Lecture
21.		Incoming and Outgoing Partners, Position of Minor	PPT +Lecture
22.		Dissolution and Consequences	PPT +Lecture
23.		Essential Elements of Partnership	PPT +Lecture
24.		Class presentations	Class presentations
25.	**UNIT 5**	Definitions, Distinction between Sale and Agreement to Sale	PPT +Lecture
26.		Conditions and Warranties	PPT +Lecture
27.		Passing of Property	PPT +Lecture
28.		Rights of Unpaid Seller and Remedies for Breach of Contract	PPT +Lecture

29.		Rights and Duties of Buyer and Seller	PPT +Lecture
30.		Case study and revision	Discussion.

Jabil Husain

TEACHING PLANS
2021-2022

SESSION PLAN		Course: MBA		Faculty: Prof. Rajesh Gupta
		Subject Code and Name: MBA 105 – Business Statistics		Session: July-Dec 2021
		No. of Sessions Required: 37 Hours		
Learning Objective:		To understand the role of **'Statistics' in decision-making** through practical's aspiring to be successful in the world of business environment		
		To enable them in understanding the characteristics of data		
		Inspiring them through cases, power point presentations, video clips, etc.		

Units	Time	Topic	Teaching Objectives	Methodology
Unit I (A)	5 Hrs	Basic concepts and elements of Statistics and its role in decision making	Knowing the meaning and characteristics of Statistical terms	PPt
		Measures of Central Tendency: Arithmetic Mean and its computations	Learning the art of computations	Lecture & Quizzes
		Median and Mode, its implications and computations		
		Concept of Partition Values: Quartiles, Deciles and Percentiles and its computations	To learn the key concepts of positional values	
Unit I (B)	3 Hrs	Measures of Dispersion: concept and computation of Range, Semiinter Quartile range and its coefficient	Enable to differ between central tendency and dispersion of data	Lecture & Quizzes
		Concept and computation of Mean Deviation and standard deviation and its coefficient		
Unit I (C)	2 Hrs	Concept and computation of Skewness and its measures: Karl Pearson's, Bowley's and Kelly's coefficient of Skewness	Learning the characteristics of symmetry and shape of data	Lecture & Quizzes
		Concept and computation of Kurtosis and its measures based on moments.		

Unit II (A)	4 Hrs	Meaning of Time Series and its various components	To understand the nature and importance of Time Seies	Lecture & Quizzes
		Measurement of Trend: Least square method – Linear egns	To learn the key skills of computation of Trend values	
		Measurement of Trend: Least square method –non-linear equations		
Unit II (B)	3 Hrs	Meaning, types and uses of Index Numbers	Know the meaning and characteristics of Index Numbers	PPt and lecture
		Computation of Index Numbers based on price, Quantity and volume		
		Fixed base and chain base methods, Conversion of FBI to CBI and vice versa	How to covert FBI to CBI and vice versa	
Unit II (C)	5 Hrs	Meaning and types of correlation, Measures of correlation: Scatter plot	Understand the purpose of correlation	PPt and lecture
		Karl Pearson's coefficient of correlation and its computation	To develop computation skills	Application based problems
		Measures of correlation: 3. Spearman's Rank Correlation case (a) when ranks are not repeated case (b) when ranks are repeated	Understand when and how to use rank correlation	
		Regression Analysis: its meaning and various types of regression equations and its coefficients	To know about regression and its use as cause and effect between the variables	Application based problems
		An overview on the concept of partial and multiple correlations	Understand the key concepts of partial and multiple correlation	
Unit III	6 Hrs	Basic concepts of Probability and its computation	To learn the key concepts of Probability	PPt, Lectures and Quizzes
		Problems based on addition and multiplication theorems	To compute probability problems based on its rule.	Application based problems
		Meaning of Probability distributions: Binomial distributions and its problems	To understand discrete probability distributions	
		Poission distributions and its problems		

		Normal distributions and its problems based on area property	To understand continuous probability distributions	
Unit IV	9 Hrs	Basic elements of statistical inference: sampling, sampling distributions, hypotheses, level of significance, df, test statistic, critical region	To know fundamentals of Statistical Inference	PPt and lecture
		Application of test-statistic: Z-test	Learn to apply statistical test to the problems of parametric nature	Application based problems
		Application of test-statistic: t-test		
		Application of test-statistic: F-test (one way ANOVA)		
		Application of test-statistic: Chi-Square test	Learn to apply statistical test to the problems of nonparametric nature	
		Association of attributes: Basic Terminologies, Yule's coefficient of association of attributes	To understand the association between attributes	Lecture

Text Books:	
1.	**Beri G.C.** - Business Statistics (Tata Mc Graw Hill)
2.	**Sharma J.K.** - Business Statistics (Pearson Education)
3.	**Levin Rubin** - Statistics for Management (Person Publ.)
4.	**Render and Stair JR** - Quantitative Analysis for management (Prentice Hall Publ.)
5.	**Gupta C.B.** - An Introduction to statistical Methods (Vikas Publ. House)
6.	**Chandan J.S.** - Statistics for Business and Economics (Vikas Publ.)
References:	
1.	**Ken Black** - Business Statistics (Willey India)
2.	**Gupta S.C.** - Fundamental of Statistics (Sultan Chand & Sons)
3.	**Sancheti D.C.** - Business Statistics (Sultan Chand & Sons)

Session Plan	**Course:** MBA (Business Analytics)	**Faculty:** Prof. Rajesh Gupta
	Subject Code and Name: MBA-BA-106 Business Statistics	**Session:** July-Dec 2021

	No. of Sessions Required:	44 Hours		
Course Objective	This course aims to equip students coming from diverse streams to handle data meaningfully and to ensure that statistics is interpreted correctly.			
Unit	**Time**	**Topic**	**Teaching Objectives**	**Methodology**
Unit - I	3Hrs	Basic concept of Statistics: Importance of Statistics, data collection methods: Primary and secondary data, data classification, data tabulation.	To know the meaning and characteristics of statistical terms	Lectures through white Board/ PowerPoint Presentation
	3 Hrs	Presentation of Data: Bar Diagrams, Histograms, Frequency Polygon, and Frequency Distribution Curves.	To understand the art of presentation of data	
Unit - II	4 Hrs	Measures of Central Tendency and Dispersion: Mean, Median and Mode and their implications	To learn the key concepts of central tendency of data and its measurement tools	Lectures through white Board/ PowerPoint Presentation/ Quizzes
	4 Hrs	Range, Mean Deviation, Standard Deviation, Coefficient of variation (C.V.), Skewness, Kurtosis.	To learn the key concepts of dispersion, symmetry and shape of data and its measurement tools	
Unit - III	4 Hrs	Correlation: Meaning and types of Correlation, Karl Pearson and Spearman Rank Correlation.	Enable to bi-variate analysis tool. The art of computation of measures of correlation	Lectures through white Board/ PowerPoint Presentation/ Quizzes
	4 Hrs	Regression: Meaning, Regression Equations and their Application, Partial and Multiple Correlation and Regression.	To understand Use regression models to analyses the underlying relationships between the variables.	
Unit - IV	4 Hrs	Probability: Concept of Probability and its Uses in Business Decision, Addition and Multiplication Theorems, Bayes Theorem and its applications.	Apply probability rules and concepts relating to discrete and continuous random variables.	

	5 Hrs	Probability Theoretical Distribution: Concept and Application of Binomial, Poisson and Normal Distribution.		Lectures through white Board/ PowerPoint Presentation/ Quizzes
Unit - V	2 Hrs	**Test of Significance**: Sampling Distribution, Formulation of hypothesis	Conduct and interpret a variety of hypothesis tests to aid decision making in a business context.	Lectures through white Board/ PowerPoint Presentation
	8 Hrs	Application of Z- test, t- test, F- test, Chi-square test, Techniques of association of attributes.		
	1 Hr	Introduction to Business Analytics		
	2 Hrs	Use of spread sheet to analyze data: descriptive and predictive analytics.		

Recommended/ Reference Books:	
1.	Herkenhoff, L., & Fogli, J. (2013). *Applied Statistics for Business and Management using Microsoft Excel*. New York, NY: Springer NewYork
2.	Keller, G. (2015). *Statistics for Management and Economics, Abbreviated*. Cengage Learning
3.	Levine, D. M., Berenson, M. L., Stephan, D., & Lysell, D. (1999). *Statistics for managers using Microsoft Excel* (Vol. 660). Prentice Hall Upper Saddle River, NJ.
4.	Beri, G.C. (2009). *Business Statistics*. McGraw Hill Education
5.	Black, Ken. *Applied Business Statistics*. Wiley India

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH, GWALIOR
AN AUTONOMOUS INSTITUTE ACCREDITED WITH UGC NAAC GRADE 'A' AND NBA (AICTE)

			Session Plan For MBA (Sem I) July-Dec 2021				
			Business Communication				
			Faculty Dr. Indira Sharma				
Session No.	**Unit/Topic**	**Learning Objective**	**Coverage**	**Methodology**	**Evaluation**	**Outside Class Work**	**Case**
1	Unit 1 Introduction to Business Communication	Business communication in the Organization	Syllabus discussion, Introduction to BC	Lecture & discussion Video on BC	Class participation		
2	Unit 1 Introduction	Business communication in the Organization	Introduction, Meaning, Nature, Need	Lecture & Discussion	Class participation		
3	Unit 1 Introduction	Business communication in the Organization	Purpose and types of communication	Lecture & Video on types of communication	Quiz	Reading on Evolution	
4	Unit 1 Introduction	Business communication in the Organization	Process of communication	Lecture & Discussion	Drafting process of communication in a start up		
5	Unit 1 Introduction	Business communication in the Organization	Communication structure in organization	Lecture & Discussion	Drafting of policies	Reading on Organizational structure	
6	Unit 1 Introduction	Business communication in the Organization	Barriers to communication	Lecture & Discussion	Drafting of policies		
7	Unit 1 Introduction	Business communication in the Organization	7 C's of communication & cross cultural communication	Lecture & Discussion	Class participation		
Learning Outcomes: Students understood the concept of business communication and its need purpose and the types of communication at different organizational settings.							
8	Unit 2 Employement Communication	Developing the understanding of employee related communication	Resume writing and cover page	Lecture & Discussion	Class participation		
9	Unit 2 Employement Communication	Developing the understanding of employee related communication	Group discussion and interview	Lecture & Discussion	Class participation		

10	Unit 2 Employement Communication	Developing the understanding of employee related communication	Effecrive listening skills	Lecture and discussion	Class participation		

11	Unit 2 Employement Communication	Developing the understanding of employee related communication	Teleconferencing and video conferencing	Lecture and discussion	Exercise 1 Allotment Drafting of JD & JS		
12	Unit 2 Employement Communication	Developing the understanding of employee related communication	Presentation skills	Lecture & discussion Video on recruitment	Exercise 1 Discussion	**Case 1 Allotment**	
13	Unit 2 Employement Communication	Developing the understanding of employee related communication	Types of visual aid, appearance and posture	Lecture and discussion	Drafting of Advertisement		
14	Case discussion	Applying the theoretical concepts to the real life situations	Able to describe the startegies involved in resume development and interview skills	Discussion & Presentation	Class participation and Case Submission & Presentation		

Learning Outcomes: Students gained a clear knowledge and understanding of employement related communication, drafting of cover letter, resume, interview and presentation skills. Also a role play of the complete process was assigned.

17	Unit 3 Written Communication	Understanding the concept of written communication within the organizational setting	Purpose of writing, clarity in writing	Lecture & Discussion	Class participation		
18	Unit 3 Written Communication	Understanding the concept of written communication within the organizational setting	Principles of effective writing & writing techniques	Lecture & Discussion	Class participation		
19	Unit 3 Written Communication	Understanding the concept of written communication within the organizational setting	Buiness letters	Lecture & Discussion	Class participation	**Case 2 Allotment**	
20	Unit 3 Written Communication	Understanding the concept of written communication within the organizational setting	Reports	Lecture discussion	Class participation		

22	Case Discussion:	Applying the theoretical concepts to the real life situations	Able to communicate in the given set of conditions	Discussion	Class participation and Case Submission	**Case 2 Submission**	

23	Presentation 1	To make students aware the organizational working. To provide students a real work exposure by drafting a plan for a company	Final presentation of the compiled simulation exercises.	Presentation	Presentation		

Learning Outcomes: Developed an understanding of the written communication - business letter, reports in the organizational setting

24	Unit 4 Oral Communication	Understanding the concept of Oral Communication within the organizational Settings	Oral Communication and principles of oral communication	Lecture & discussion	Class participation		
25	Unit 4 Oral Communication	Understanding the concept of Oral Communication within the organizational Settings	Two sides of effective oral communication	Lecture & discussion	Class participation		
26	Presentation	To make students aware the organizational working. To provide students a real work exposure by drafting a plan for a company	Final presentation of the compiled simulation exercises.	Presentation	Presentation		
27	Unit 4 Oral Communication	Understanding the concept of Oral Communication within the organizational Settings	Effective listening				
28	Unit 4 Oral Communication	Understanding the concept of Oral Communication within the organizational Settings	Body Language	Lecture & discussion	Class participation		
29	Unit 4 Oral Communication	Understanding the concept of Oral Communication within the organizational Settings	Para language and its types	Lecture & discussion	Class participation		

30	Presentation	To make students aware the organizational working. To provide students a real work exposure by drafting a plan for a company	Final presentation of the compiled simulation exercises.	Presentation	Presentation		

Learning Outcomes: Developed the understanding of oral communication within the organizational setting

31	Unit 5 Group	Developing the understanding of Group Communication	Meetings - Need Importance and planning	Lecture and discussion	Class participation		
32	Unit 5 Group	Developing the understanding of Group Communication	Notice, Agenda and minutes of meetings	Lecture and discussion	Class participation		

33	Unit 5 Group	Developing the understanding of Group Communication	Writing Memorandum	Lecture and discussion	Class participation	
34	Unit 5 Group	Developing the understanding of Group Communication	Press Release and press conference	Lecture and discussion	Class participation	
35	Unit 5 Group	Developing the understanding of Group Communication	Business etiquettes	Lecture and discussion	Class participation	
36	Presentation	To make students aware the organizational working. To provide students a real work exposure by drafting a plan for a company	Final presentation of the compiled simulation exercises.	Presentation	Presentation	
37	**Wrap Up**	Discussing and analysisng the expected and actual learning outcomes	Syllabus and exercise	Discussion	Discussion	

Learning Outcomes: Developed the understanding of the group communication within the organizational setting

References						
Lesikar, R.V. & Pettit, Jr. J.D. Basic Business communication: Theory & Application, (10thEdition.).Tata Mc						
Chaturvedi, P.D. (2006). Business Communication (3rdEdition.). Pearson Education.						
Pal, R. (2012). Business Communication, Sultan Chand & Sons Publication.						

Indira

Session July – Dec 2021

Session Plan

Class: MBA (Full Time) I Semester

Subject Name: Computer Applications MBA - 107

Lecture hours: 39

Objective: The course details the tools of information technology for effectively disseminating information in an appropriate manner. To equip students with knowledge and skills of Computer Applications to succeed in this era of information technology.

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/Instructional techniques	Evaluation/ learning	Study Material
Unit I	**Introduction of Computer System:**	**8**			1. Text Book: Chapter 1, Computer Fundamentals: Concepts, Systems & Applications- 8th Edition, bpb Publications. 2. Text Book, Chapter 1, bpb publication, Link: https://ia600806.us.archive.org/29/items/ComputerFundamentals_201708/Computer%20Fundamentals.pdf 3. Lecturers on operating systems, Deptt. Of CSE, IIT Bombay, Link:

1.	Computer Hardware and Software	1	Lecture/Live example	Question and Answer	

2.	Framework of computer	1	Lecture/Live Example	Question and Answer, Live problem discussio n	
3.	Input and output devices and central processing unit	1	Lecture/Live Example	Question and Answer	
4.	Computer memories	1	Lecture/Live Example	Question and Answer	
5.	Types of computer systems	1	Lecture/Live Example	Question and Answer	
6	Types of various software's, system software and application software	1	Lecture/Live Example	Question and Answer	
7	Some basic terms related to operating system	1	Lecture/Live Example	Question and Answer	
8	Functions and Types of operating system	1	Lecture/Live Example	Question and Answer	
Unit II	**MS Word & MS Power Point : Concepts and Applications**	**11**			1. Text Book: Microsoft office word-

					Torben Lage Frandsen, bookboon.com, Link: https://library.ku.ac.ke/wpcontent/downloads/2011/08 /Bookboon/Officeprograms/microsoft-officeword.pdf
					2. MS Word Link: https://testbook.com/learn/ microsoft-word/
					3. MS Power Point Link: PowerPoint slides in just 3 steps (empowersuite.com)
1.	Basic terms- tool bar, format bar, and status bar etc.	1	Lecture	Question and Answer	
2.	Insert table, charts, smart arts, graphics, page options etc.	1	Lecture/Live Example	Question and Answer	
3.	Adding graphics, pages options, insert citations,	1	Lecture	Question and Answer	
4.	Creating, editing and saving word document, use of auto text	1	Lecture/live example	Question and Answer	
5.	Spelling and grammar tool	1	Lecture	Question and Answer	

6	Creating a cover letter, uses of Mail Merge and its applications.	2	Lecture/live example	Question and Answer	

7	Preparation of power-point presentation, what to include and what not to include in slides	**1**	Lecture/live example	Question and Answer	
8	Inserting new slide and deleting any slide	**1**	Lecture/live example	Question and Answer	
9	Use of master slides, insertion of figure	**1**	Lecture/live example	Question and Answer	
11	Graphics and charts I presentation.	**1**	Lecture/live example	Question and Answer	
Unit III	Introduction to MS Excel	**07**			1. Text Book: Microsoft office word- Torben Lage Frandsen, bookboon.com, Link: https://library.ku.ac.ke/ wp- content/downloads/2011 /08/Bookboon/Officeprograms/microsoftoffice- word.pdf 2. Frandsen, T. L. (2010). Microsoft offices excel. Retrieved fromwww.bookboon.co m 3. MS Excel link:

					Insert Hyperlinks in Excel (Easy Tutorial) (excel-easy.com)
1.	Understanding Basic working with Excel, Quick review on MS Excel Options, ribbon, sheets, Saving Excel File as PDF, CSV and older versions, Copy, Cut, Paste, Hide,		2	Lecture/live example	Question and Answer	

	Unhide and link the data in Rows.				
2.	Columns and Sheet; Using paste special options, Formatting cells, Rows, Columns and sheets, Protecting and Unprotecting cells, rows, columns and sheets with or without password.	1	Lecture/liv e example	Question and Answer	
3.	Page Layout and Printer properties, Inserting Pictures and other objects in worksheets.	2	Lecture/liv e example	Question and Answer	
4	Understanding Data Consolidation, Consolidating With Identical Layouts , Consolidating With Different Layouts.	2	Lecture/liv e example	Question and Answer	
Unit IV	**Working with Functions/Formulas**	**08**			1. Text Book: Frandsen, T. L. (2010). Microsoft offices excel. Retrieved fromwww.bookboon.com 2. June Jamrich Parsons, Computer Concepts 7th Edition, Thomson Learning, Bombay. 3. MS Excel Link: Excel Easy: #1 Excel tutorial on the net (excel-

					4. Ms Excel Link: 100+ Excel Functions (explained with Examples and Videos) (trumpexcel.com)
1.	Lookup and Reference Functions: VLOOKUP, HLOOKUP, INDEX, ADDRESS, MATCH, OFFSET, TRANSPOSE, INDIRECT etc. Logical Functions: IF/ELSE, AND, OR, NOT, TRUE, NESTED IF/ELSE etc.	2	Lecture	Question and Answer	
2.	Database functions: DGET, DMAX, DMIN, DPRODUCT, DSTDEV, DSTDEVP, DSUM, DVAR, DVARP etc. Date and time functions: DATE, DATEVALUE, DAY, DAY360, SECOND, MINUTES, HOURS, NOW, TODAY, MONTH, YEAR, YEARFRAC, TIME, WEEKDAY, WORKDAY.	2	Lecture/live example	Question and Answer	
3.	Information functions: CELL, ERROR.TYPE, INFO, ISBLANK, ISERR, ISERROR, ISEVEN, ISLOGICAL, ISNA, ISNONTEXT, ISNUMBER, ISREF, ISTEXT, TYPE etc	2	Lecture/liv e example	Question and Answer	
4.	Math and trigonometry Functions: RAND, ROUND, CEILING, FLOOR, INT, LCM, MOD, EVEN, SUM, SUMIF, SUMIFS etc. Statistical Functions: AVEDEV, AVERAGE, AVERAGEA, AVERAGEIF, COUNT,	2	Lecture/l ive example	Question and Answer	

	COUNTA, COUNTBLANK, COUNTIF, FORECAST, MAX, MAXA, MIN, MINA, STDEVA and Using Data analysis.				

Unit V	Conditional Formatting Data Sorting and Filtering Pivot Charts	05			1. Text Book: Excel 2019 Bible Michael Alexander, Ist Edition, Wiley Publisher. 2. MS Excel Link: Excel Easy: #1 Excel tutorial on the net (exceleasy.com) 3. Ms Excel Link: 100+ Excel Functions (explained with Examples and Videos) (trumpexcel.com)
1.	Conditional Formatting: Using Conditional formatting, Using Conditional formatting with multiple cell rules.	1	Lecture/live example	Question and Answer	
2.	Using Color Scales and Icon sets in conditional formatting, creating new rules and managing existing rules.	1	Lecture/ Live example	Question and Answer	
3.	Data Sorting and Filtering: Sorting data A-Z and Z-A, Using Filters to sort data, Advance filtering options Pivot tables, Creating Pivot tables and using pivot table options.	1	Lecture/live example	Question and Answer	
4	Changing and updating data range, Formatting Pivot table and making Dynamic Pivot Tables.	1	Lecture/live example	Question and Answer	
5	Pivot Charts: Changing and updating Data Range, Types of pivot charts and their usage, formatting pivot charts and making Dynamic Pivot Charts.	1	Lecture/live example	Question and Answer	

Session Plan Prepared by:

AP KRISHAN KANT YADAV
Assistant Professor
Department of Computer
Applications & Sciences
Prestige Institute of
Management & Research,
Gwalior.

SESSION PLAN

SUBJECT: ORGANIZATIONAL BEHAVIOR **FACULTY: Dr. CHANDA GULATI**
SUB CODE: MBA-202

Session: Jan-June 2022 **CLASS: MBA II E**

Unit I

Learning Objective: To make the students familiar with OB concept, model and its importance in organization & Perception.		
Session No.	**Topics / Assignments**	
1	OB: Concept, Definition, Nature, determinants	Lecture + Presentation
2	Workplace behaviours	L + Presentation
3	Interdisciplinary approach to OB	L + Presentation
4	-do-	L + Presentation
5	Foundations of OB ;Challenges & opportunities	L + Presentation
6	Models of OB	L + Presentation
7	Perception: Meaning	L + Presentation
8	Factors affecting perception	L + Presentation
9	Perceptual process	L + Presentation
10	Errors in perception	L + Presentation
11	**Image Exercise**	Exercise
12	**Case Study**	Case1

Learning Outcomes: After completing this chapter students will be able to:
1. Understand the concepts of organizational behavior and its application in managing people
2. Apply the different approaches to organizational behavior and enhance the human relationships within the organization.
3. Understand the dynamic of perceptual process
4. Explain the possible errors in attribution and the methods to overcome such errors.

Unit II

	Learning Objective: To acquaint the students with Individual behaviours such as:	

Learning Objective: To acquaint the students with Individual behaviours such as:
1. Learning
2. Attitude
3. Personality
4. Motivation

Session No.	Topics / Assignments	
13	Concept and components of learning	L + Presentation
14	Theory of learning- Classical conditioning	L + Presentation
15	Theory of learning- Operant conditioning	L + Presentation
16	Theory of learning- Social Learning	L + Presentation
17	Theory of learning- Cognitive Learning	L + Presentation
18	Attitude-Concept, component	L + Presentation
19	Types of attitude- Cognitive dissonance theory	L + Presentation
20	Concept of Personality	L + Presentation
21	Types and theories of Personality Shaping	L + Presentation
22	Personality attributes influencing OB	L + Presentation
23	Exercises	

Learning Outcomes: After going through the content of this lesson, the students will be able to
    i) Understand the personality determinants of personality and personality traits ii)
    Understand the principles of learning process
    iii)Appreciate the classical conditioning principles and its application in work life situation
    iv)Implement behavior modification techniques by learning the operant conditioning principles
    and its application in work life situation
    v)Understanding the dynamics of social learning theory and relevance in work life situation.
   vi) Understand the meaning of motivation concept and its dynamics in work life situations
   vii)Explain the meaning of various motivational theories and its application in organizations

Unit III

Learning Objective: The main objective of this session is to make students them understand,
     1. Dynamics of groups
     2. Functions of group
     3. Leadership
     4. Styles of leadership		

Session No.	**Topics / Assignments**	
24	Introduction: Group	L+ Presentation
25	Types of groups	L+ Presentation
26	Group development processes	L+ Presentation
27	Theories of Groups	L+ Presentation
28	Punctuated Equilibrium Model	L+ Presentation
29	Leadership: concept	L+ Presentation
30	Theories: Trait theories	L+ Presentation
31	Theories: Behavioural theories	L+ Presentation
32	Theories: Managerial grid	L+ Presentation
33.	Likert leadership styles	L+ Presentation
34	Theories: Contingency theories: Fiedler	L+ Presentation
35	Theories: Contingency theories: Hersey & Blanchard	L+ Presentation
36	**Case Study 1**	Case

Learning Outcomes: After completing this chapter students will be able to understand:
     1. Importance of groups
     2. Understand leadership styles		

Unit IV

Learning Objective: The main objective of this session is to make students comfortable with
     1. Organizational Power
     2. Stress & Managing Stress		

Session No.	**Topics / Assignments**	
37	Stress : Concept, causes	L+ Presentation
38	Consequences and Stress Management	L+ Presentation
39	Org. Power & Politics: Concept	L+ Presentation
40	Differences b/w Power , authority and influence	L+ Presentation
41	**Case Study**	Case

Learning Outcomes: After completing this chapter, students will be able to:
     1. Manage Stress
     2. Understand power & politics		

Learning Objective: The main objective of this session is to make students comfortable with
1. Conflicts
2. Organizational change
3. Knowledge Management

Session No.	Topics / Assignments	
42	Knowledge Management	L+ Presentation
43	Emotional Intelligence	L+ Presentation
44	Organizational Change & Kurt Lewin Theory of Change	L+ Presentation
45	Conflict concept, types	L+ Presentation
46	Process of conflict, conflict handling styles	L+ Presentation
47	Grievance Handling Procedure	L+ Presentation
48	**Case Study**	Case

Learning Outcomes: After completing this chapter, students will be able to:
3. Handle conflicts
4. Identify their own conflict handling styles
5. Understand the dynamics of the change process and identify the various external and internal forces for the change process

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Semester: II

MBA – Batch (2020-22)

Course: Financial Management, Course Code – MBA-205
Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Prof Navita Nathani
Telephone: 0751-4097056
E-Mail: drnavita810@gmail.com
Office Hours: 10:00 AM to 5:30 PM
Consulting Hours: 3:00PM-5:00PM

Course Objectives: The main objective of this course is to develop a foundation of financial management concepts and enable students to understand how corporations make important investment and financing decisions, and how they establish working capital policies.

Course Outcomes:

CO1: Demonstrating an understanding of the overall role and importance of the finance function.
CO2: Validating knowledge of a basic financial vocabulary
CO3: Demonstrating basic finance management knowledge.
CO4: Understanding of the goals of the finance manager
CO5: Identifying the basic financial environment, institutions and services
CO6: Performing analytical reviews of leverage structure and working capital management
CO7: Exhibiting knowledge of the value of money over time and its uses
CO8: Evaluating the capital budgeting decisions of organizations and calculating cost of capital of the firm.

Course Pedagogy: The pedagogy is mix of classroom teaching through interactive boards, presentation, lecture to watching videos, exercises, solving case studies and discussions with special focus on collaborative learning.

Course Name' *This course outline has been prepared by* ***Prof Nathani, PIMR****-G 21-22*

Course Readings:

1. Prescribed Book(s):

☐ Pandey, I. (2015). *Financial Management*, 11th Edition. New Delhi, India: Vikas Publishing House.

2. Reference Book(s)

- Bandy, G. (2014). *Financial Management and Accounting in the Public Sector.* London, England: Routledge.
- Barr, M. J. (2018). *Budgets and Financial Management in Higher Education.* Hoboken: NJ: John Wiley & Sons.
- Brigham, E. F. (2016). *Financial Management: Theory & Practice.* Boston: MA: Cengage Learning.
- Matthew, B. T. (2017). *Financial Management in the Sport Industry*. London, England.: Routledge.
- Chandra, Prasanna (2004). *Fundamentals of Financial Management*. Tata McGraw Hill
- Rustagi, R.P. (2000). *Financial Management.* Galgotia, 2™ Revised Edition Course

Evaluation Criterion:

Sr No.	Component	Units Covered	Cos	Distribution of Marks
1.	Mid Term Exam	Unit 1 & 2	CO 1	20
2.	Assignments			
	2.1 Assignment 1 (Quiz/ Case Study/ Class Presentation)	Unit 3	CO2	5
	2.2 Assignment 2 (Quiz/ Case Study/ Class Presentation)	Unit 4	CO3	5
	2.3 Assignment 3 (Quiz/ Case Study/ Class Presentation)	Unit 5	CO4	5
3.	Skill Development Workshop	Common Component	CO1/ CO2/ CO3/ CO4	5

Session Details:

Class (Min 35- 40 Lectures)	Topic Contents ; source reference	Pedagogy
UNIT 1		
Class Tutorials 1 and 2	Introduction to Financial management	Video on control your fear
Session 1	Basic concepts and terminologies	Lecture
Session 2	Finance Function, Nature, Objective Scope,	Lecture
Session 3	Three decision areas in finance, roles and responsibilities of Finance Manager	Identifying terminologies used in Newspaper- exercise on Scrape book
Session 4	Financial Management, Nature, Objective, Scope, Profit maximization V/s wealth maximization	Lecture

Course Name' *This course outline has been prepared by **Prof Nathani, PIMR**-G 21-22*

Class Tutorials 3	Budgeting	Video based on Budgeting
Session 5	Financial Forecasting, Capitalization Over-Capitalization, Under Capitalization	Lecture

Class Tutorials 4	Future value and present value	Practical questions and table readings
Session 6	Time Value of Money, Discounting and compounding concepts	Practical questions and table readings
Session 7	Risk and Return analysis	Lecture
Class Tutorials 5	Risk and Return analysis	Practical questions
Class Tutorials 6	Recap unit 1	
UNIT 2		
Session 8-9	Capital Budget Decision Kinds of Capital Budget Proposals Methods for evaluation	Lecture, PPT
Session 10-11	Payback , Accounting Rate of Return Net present value, Internal Rate of return	Lecture, ppt
Class tutorials 7	**Practical questions on CB techniques**	
Unit 3		
Session 12,13-14	Capital structure, Factors Determining Capital Structure, Choice of Capital Structure Significance of Capital Structure, Factors Affecting Capital Structure	
Session 15-16	Capital structure Theories- Net Income Approach, Net Operating Income (NOI) Approach,	Lecture, PPT
Session 17	Overall Cost of Capital of the Firm; Cost of Debt; Cost of Preferred Stock; Cost of Equity	Lecture, PPT
Session 18-19	Expected Return; Factors that can Affect Cost of Capital; Capital-Asset Pricing Model	Lecture, PPT
Session 20-21	Cost of Equity; Before-Tax Cost of Debt Plus Risk Premium Approach; Weighted	Lecture, PPT
Session 22	Average Cost; Economic Value Added(EVA).	Lecture, PPT
Class tutorials 8	Video based on deal making or sources of finance	
Unit 4		
Session 23	Average Cost; Economic Value Added(EVA).	Lecture, PPT
Session 24-25	Overall Cost of Capital of the Firm; Cost of Debt; Cost of Preferred Stock; Cost of Equity	Lecture, PPT
Session 26-27	Leverage, Degree of financial leverage and degree of operating leverage	Lecture, PPT

Course Name' *This course outline has been prepared by **Prof Nathani, PIMR**-G 21-22*

Session 28-29	DTL and Total Firm Risk; Cash-Flow Ability to Service Debt Coverage Ratios or Probability of Cash Insolvency.	Lecture, PPT
Class tutorials 9-10	Activity on leverage	
Unit 5		
Session 30-31	Introduction ,Objectives, Working Capital Assets, Components of WC	Analysis through Balance sheets of Companies
Session 32	Objectives of working capital management, Operating cycle	
Session 33	Factors influencing working capital including	
	working capital policy of the business enterprise	
Class tutorials 11-12	Estimation of working capital and sources of working capital	Case study "Making working capital works"
Session 34	Cash management and Inventory management	Lecture, PPT
Session 35	Receivables management	Lecture, PPT
Session 36	Introduction and types of Dividend Policy	Lecture, PPT
Session 37-38	Theories of Dividend Irrelevance Theory, Relevance Theory Traditional View, Walters model Gorden model	Lecture, PPT
Session 39-40	Factors That Influence Dividend Policy Stock Dividends, Stock Split Stock Repurchases,	Lecture, PPT
Class tutorials 13	Recap syllabus and discussion on question pattern	

Course Name' *This course outline has been prepared by* **Prof Nathani, PIMR**-*G 21-22*

SESSION PLAN

SUB: HUMAN RESOURCE MANAGEMENT   **FACULTY: Dr. CHANDA GULATI**

SUB CODE: MBA-HRM-207   **CLASS: MBA II A & B HOURS**

REQUIRED: 37 HOURS

Session: Jan-June 2022

Learning Objective:

- Upon completion of this, the student should develop an understanding of the role of the human resources (HR) function in an organization.
- Students should be able to understand the various concepts of human resources management.
- Students should understand the role of HR within the functioning of an organization.
- Students should be able to summarize the major activities associated with human resource management.

Session	Unit	Description	Tools used
1	**Unit- 1**	Introduction to HRM	Lecture + Presentation
2		Evolution of HRM	L+Presentation
3		Functions, Scope & Significance of HRM	L+Presentation
4		HRM Roles, Comptencies & Careers	L+Presentation
5		Challenges of HRM	Presentation
6		Summarizing all concepts with case	Case
7	**Unit-2**	HR planning	L+Presentation
8		Job Analysis	L+Presentation
9		Recruitment: Methods	L+Presentation
10		Selection: Techniques	L+Presentation
11		Role of Technology in Recruitment & Selection	L+Presentation
12		Internal Mobility, Separation, Transfer	L+Presentation
13		Promotion, Demotion and Separation of employees	L+Presentation

14		Practice session with case (& Writing a Job Advertisement)	Exercise
15	**Unit-3**	Training-Concept, Process	L+Presentation
16		Training Methods	L+Presentation
17		Performance Appraisal	L+Presentation
18		PA process	L+Presentation
19		Appraisal Techniques	L+Presentation
20		Case (Self Appraisal & Peer Appraisal Format)	Case
21	**Unit-4**	Labor Relations	L+Presentation
22		Disputes & resolution	L+Presentation
23		Collective Bargaining	L+Presentation
24		Employee Welfare	L+Presentation
25		Workers' Participation in Management	L+Presentation
26		Employee Retention & Drivers	L+Presentation
27		Absenteeism: Types & Controlling	L+Presentation
28		Employee Turnover &Types	L+Presentation
29	**Unit -5**	Employee Compensation	L+Presentation
30		Factors affecting Compensation	L+Presentation
31		Components of Employee Pay	L+Presentation
32		HR Audit	L+Presentation
33		-do-	L+Presentation
34		HRIS	L+Presentation
35		SHRM	L+Presentation
36		IHRM	L+Presentation
37		Practice Assignment (Offer letter & Pay Slips)	Assignment

Dr. Chanda Gulati

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: MBA – II –E – Batch (2021-23)

Course: Research methodology   Course Code -   Credit :4

Session Duration : 60 Minutes

FACULTY (Name): Dr. Gaurav Jaiswal

Telephone : 9425336448

E-Mail : gaurav.jaiswal@prestigegwl.org

Office Hours : 9.00 to 5.20 pm

Consulting Hours : 10.00 am to 5 pm

Course Objectives: The course explains the application of research to various functions of management.

Course Outcomes: Students are able -

- To understand the concept, process, design, tools and techniques of RM.
- To apply tools, techniques/methods to assist various functions of management.
- To analyze the data collected.
- To evaluate the results, interpret and present findings.
- To prepare research report

Course Pedagogy : Lecture method along with class room discussion, case study teaching, class room presentations and practical research report.
Course Readings:

Prescribed Book(s):

Zikmund, W. G., Babin, B. J., Carr, J. C., & Griffin, M. (2013). *Business research methods*. Cengage Learning.

Chapman, C. (2015). *R for marketing research and analytics*. New York, NY: Springer Science Business Media, LLC.

Malhotra,N.K.,&Birks,D.F.(2007).*MarketingResearch:AnAppliedApproach*(3ed). Harlow: Financial Times Prentice Hall.

Poynter, R. (2010). *The handbook of online and social media research: tools and techniques for market researchers*. New York: Wiley.

Reference Book(s): Cooper, R.,& schindler, P.S.(2014).Business research methods (Twelfth edition) .NewYork, NY:McGraw-Hill/Irwin.

Course Evaluation Criteria :

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)
Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		
Class Presentation	(3)	(3)	(2)	(3)
Corporate Readiness & Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

Session Details :

Session No.	Unit	Topics / Assignments	Methodology/Instructional techniques
1	Unit - I	Introduction to Research and The Research Process.	Lecture
2.		2. Types of Research.	Lecture
3.		3. Developing Research Questions	Lecture
4.		4. Contributions of Research to Theory and Practice.	Lecture
5.		5. Research Ethics and Integrity	Lecture
6.		Research Topic framing & Discussion	Class Interaction
7.	Unit - II	Identifying, Accessing and Managing Information and Scholarly Literature	Lecture
8.		2. Academic Writing and Referencing	Lecture
9.		3. Literature Review Development	Lecture
10.		4. Argumentation and Synthesis	Lecture
11.		Data and Variables. 2. The Nature of Quantitative Research. 3. Descriptive and Influential Statistics. 4. Sampling.	Lecture
12.		5. Designing and Coding Questionnaires.	Exercise

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

13.		6. Data Entry and Screening. 7. Hypothesis Testing	Lecture
14	Unit - III	**Quantitative Methods - II:** 1. Association: Correlation Coefficients.	Computer Lab Session
15		2. Bivariate Regression.	Computer Lab Session
16		3. Association - Chi-square Tests.	Computer Lab Session
17		Review of Literature Discussion	Practical Exercise
18		Review of Literature Discussion	Practical Exercise
19	Unit - IV	**Quantitative Methods - III:** 4. Difference: t-tests.	Computer Lab Session
20		5. Difference: ANOVA.	Computer Lab Session
21		6. Reliability, Validity and Rigour.	Computer Lab Session
22		Questionnaire Designing & Discussion	Practical Exercise
23		Questionnaire Designing & Discussion	Practical Exercise
24	Unit - V	**Report Preparation** 1. Reporting a Quantitative Study.	Lecture
25		2. Types and Layout of Research Report.	Lecture
26		3. Precautions in preparing the Research Report.	Lecture

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

27		4. Bibliography and Annexure in the Report	Lecture
28		Class Presentation	Class Discussion
29		Class Presentation- continued	Class Discussion
30		Class Presentation- continued	Class Discussion
31		Class Presentation- continued	

Course Name' *This course outline has been prepared by* **Faculty Name** *,PIMR-G* **Batch**

PRESTIGE INSTITUTE OF MANAGEMENT & RESEAI

AN AUTONOMOUS INSTITUTE ACCREDITED WITH UGC NAAC GRADE 'A' A

Session Plan

Subject Name: TOTAL QUALITY MANAGEMENT   **Faculty Name: Dr. PRAVEEN ARONKAR**

Class: MBA III   **Session: JUL-DEC 2021**   **Total No. of lecture required 40**

Unit	Session	Topic	Objectives	Tools used
1	1	Principles of quality management	To explain the concept of quality management	Lecture
	2	Philosophy of Deming, Juran and Crossby	To describe the views of quality philosophers	Lecture and discussion
	3	Cost of Quality	To explain the concept of quality cost	Lecture
	4	Dimensions of quality	To discuss the various dimensions of product and service	Lecture and discussion
	5	Vision, Mission and quality policy	To discuss effect and role of quality policy	Lecture
	6	Case Study	To discuss real industry situation	Discussion
	7	Internal	To test the understanding of students	Descriptive
2	8	Evolution of TQM	To describe the various phases in evolution of TQM	Lecture
	9	TQM Models	To explain various models of TQM	Lecture
	10	Continuous improvement strategies	To discuss various strategies for continuous improvement	Lecture
	11	Deming wheel	To explain Deming wheel	Lecture
	12	Quality circle	To explain concept of quality circle	Lecture
	13	Customer satisfaction index	To measure customer satisfaction index	Lecture and discussion with example
	14	5 S	To discuss effect of 5S in TQM	Lecture and discussion
	15	Q F D	To explain the concept of Q F D	Lecture
	16	F M E A	To describe the failure mode and effect analysis	Lecture and discussion
	17	Old Q C tools	To explain old Q C tools	Lecture
	18	New Q C tools	To explain new Q C tools	Lecture
	19	Mistake proofing	To describe concept of mistake proofing	Lecture and discussion
	20	T P M	To discuss need of total productive maintenance	Lecture and discussion
	21	Case Study	To test problem solving skills of students	Test
	22	Internal	To test the understanding of students	Descriptive
3	23	Leadership for quality management	To discuss the role of leaders in quality management	Lecture and discussion
	24	Quality planning and designing	To discuss the need of planning and designing for quality	Lecture and discussion
	25	M B N Q A	To discuss the features of MBNQA quality awards	Lecture and discussion
	26	R G N Q A	To discuss the features of RGNQA quality awards	Lecture and discussion

	27	ISO 9000	To explain the concept of ISO 9000	Lecture
	28	ISO 14000	To explain the concept of ISO 14000	Lecture
	29	Case Study	To test problem solving skills of students	Test
	30	Internal	To test the understanding of students	Objective
4	31	TQM Implementation strategies	To discuss the strategies for implementing TQM	Lecture and discussion
	32	Motivational aspects of TQM	To discuss the effect of motivation in TQM	Lecture and discussion
	33	Class presentations	To test presentation skills of students	students presentation
	34	Class presentations	To test presentation skills of students	students presentation
	35	Class presentations	To test presentation skills of students	students presentation
	36	Class presentations	To test presentation skills of students	students presentation
	37	Training for TQM	To evaluate the effect of training in TQM	Lecture and discussion
	38	Benchmarking	To explain the concept of benchmarking	Lecture
	39	J I T	To explain the just in time concept	Lecture
	40	Six Sigma	To explain the concept of six sigma	Lecture

Faculty Name: Dr. PRAVEEN ARONKAR

PIMR Gwalior

Session Plan: Jan-June 2022

Class: MBA (Business Analytics) MBA-BA –402

IV- Semester

Subject Name: Cyber Security & Law

Lecture hours: 38

Objective: *To equip students with knowledge and skills of the law regarding Information-technology including computers and the internet to legal informatics and supervises the digital circulation of information, software, information security, and e-commerce. This subject focuses on Cyber security and its applications.*

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation / learning
Unit I	**Cyber Security & Law**	**9**		
1.	Introduction to Computers, Classification, Computer Input-Output Devices, Computer Security Terms, Computer Ethics	3	Lecture/Live example	Question and Answer
2.	Business and Professional Ethics,	1	Lecture/Live Example	Question and Answer, Live problem discussion
3.	Need for cyber security;	1	Lecture/Live Example	Question and Answer
4.	Cyber Frauds and crimes,	2	Lecture/Live Example	Question and Answer
5.	Digital Payments	1	Lecture/Live Example	Question and Answer
6	Various Search Engines.	1	Lecture/Live Example	Question and Answer
Unit II	**Cyberspace**	**11**		
1.	Cyberspace	1	Lecture	Question and Answer

2.	Regulation of cyber space – introducing cyber law, Scope of Cyber laws – e- commerce;	3	Lecture/Live Example	Question and Answer	

3.	online contracts, IPRs (copyright, trademarks and software patenting);	2	Lecture/Live Example	Question and Answer	
4.	e-taxation, e-governance and cyber crimes,	2	Lecture/live example	Question and Answer	
5.	Human rights in cyberspace	1	Lecture	Question and Answer	
6	International Co-operation in investigating cybercrimes	1	Lecture/live example	Question and Answer	
7	Challenges to Fighting Cybercrime	1	Lecture/live example	Question and Answer	
Unit III	**Cyber Laws**	07			
1.	Need for Cyber Rules & Regulations;	1	Lecture/live example	Question and Answer	
2.	Scope and Significance of Cyber laws: Information Technology Act 2000	1	Lecture/live example	Question and Answer	
3.	Amendments in IT Act, Network and Network Security	1	Lecture/live example	Question and Answer	
4	Access and Unauthorized Access, Data Security	1	Lecture/live example	Question and Answer	
5	E Contracts and E Forms. Penal Provisions for Phishing, Spam, Virus, Worms, Malware, Hacking, Trespass and Stalking	3	Lecture/live example	Question and Answer	
Unit IV	**E- Commerce**	07			
1.	Definition of E-commerce, Introduction to E-Commerce- UNCITRAL	1	Lecture	Question and Answer	

2.	Types of E-commerce, Important Issues in Global Ecommerce, Electronic signatures – technical issues and legal issues,	2	Lecture/live example	Question and Answer
3.	Electronic Contracts– E-Commerce Trends and Prospects, E-commerce and Taxation,	2	Lecture/live example	Question and Answer
4.	E-commerce and Banking – Online Credit Card Payments, Ecommerce and Retailing – ECommerce and Corporate finance.	2	Lecture/liv e example	Question and Answer
Unit V	**Cyber security & Data Privacy Laws**	**05**		
1.	Legal framework of Data Privacy	1	Lecture/liv e example	Question and Answer
2.	Need for Data Privacy Laws,	1	Lecture/liv e example	Question and Answer
3.	Right to privacy under Indian Constitution	2	Lecture/liv e example	Question and Answer
4	Data Privacy and Confidentiality.	*1*	Lecture/liv e example	Question and Answer

Anurag Sharma
Assistant Professor
Department of Law
Prestige Institute of Management, Gwalior.

SESSION PLAN: Jan-June 2022

Sub- Project Management	Class – MBA IV	Sub code-MBA FM 03	Total lectures - 33

Unit 1- Project Management
Learning objectives:
- The main purpose of this lesson is to give students an opportunity to apply the concepts of Project Management using Project Management Techniques.
- The students will explore the various Project Management Techniques and will apply them to understand team activities.
- Project Management involves planning, monitoring, and coordinating all aspects of a project, and the motivation of all those involved, in order to achieve desired results.

Contents	lectures required	Teaching pedagogy	Evaluation
Specific Objectives Define what Project Management is. • Apply the seven Project Management Techniques. • Describe the Project Management Planning Process. • Use the most common Project Management Organizational Tools. • Complete Project Management Team Human aspects of project Project life cycle	07	Power point presentations Video on how to select project idea Learning through movie – phase of project management	Quiz on terminologies Crossword
Unit 2- Generation and screening of project Ideas Learning objectives: Students will use handout as notes. Student teams will complete a specific Project Management Task List and Schedule.				
Generation of ideas Monitoring the environment Corporate appraisal Scanning for project ideas Preliminary screening Project Management Planning Process. Planning Monitoring Project Management Organizational Tools Task List and Schedule Gantt Chart	08	Video on generation of ideas Ppt Brainstorming for generating innovative and creative ideas	Group activity

Unit 3- Project Formulation and networking Technique Learning objectives: Students will be able to estimate required time for completion of a project. Student teams will complete an individual activity by analysing cases . Students will learn path determination.			
Project formulation – marketing ,	10	Video on how to write	Individual activity

technical, financial aspects of project formulation , development of project network, time estimation, determination of critical path, PERT , CPM Project review and administrative aspects		a detailed project report Projections through stories Ppt Numerical problems	Case studies 1.Who is the project manager 2. When to say enough 3. Corporate social responsibility
Unit 4- Financial Analysis Learning objectives: Students will understand how to calculate total cost of the project. Student teams will complete a specific Project after presentations			
Cost of the project, means of finance, working capital requirement and its financing, projections of profitability and cash flow statements	08	Ppt Numerical problems and financial statements	Group activity/ Individual activity Presentations on project ideas selected earlier Case study on – making working capital work

Dr. Navita Nathani
Subject teacher- Project Management

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Session July – Dec 2021
Session Plan

Class: BBA V Semester

Subject Name: Management Information System (MIS)   **Lecture hours: 35**

Objective: *To equip students with knowledge and skills of information system needed to succeed in any work place or in organization. This subject focuses on information system and their applications especially on database management system and software development models.*

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation / learning
Unit I	An overview of MIS, Data base organization	**09**		
1.	Definition, role of Information System in Business today.	1	Lecture	Question and Answer
2.	Strategic objectives of MIS. Relation of MIS with other academic disciplines.	2	Lecture	Question and Answer
3.	Components of Management Information System.	1	Lecture	Question and Answer
4.	Types of Database structures: Hierarchical Database structure; Network database structure; Relational Database Structure.	2	Lecture	Question and Answer
5.	Concepts of Relational Database Management System: Entity, attributes, Relationship types, Integrity Constraints (Primary key, Foreign key, Unique key, Check & Not Null).	3	Lecture	Question and Answer
Unit II	**Management Information System Structure:**	**10**		
1.	**Based on Management-Activity:** Hierarchy of Management Activity; Information system for management Control and information systems for strategic planning.	3	Lecture	Question and Answer

2.	**Based on organizational function:** Sales and Marketing subsystem, production subsystem, logistics subsystem.	2	Lecture	Question and Answer
3.	Personnel subsystem, Financial and accounting subsystems,	1	Lecture	Question and Answer
4.	Information processing subsystem, Top management subsystems.	1	Lecture	Question and Answer
5.	**Based Information system Processing Functions:** process transactions, maintain master file, produce reports, process enquiries and process interactive support applications.	3	Lecture	Question and Answer
Unit III	**MIS support for Decision making process:**	**05**		
1.	Phases of Decision making process: Intelligence, Design & Choice. Information system support in each phase of decision making process.	1	Lecture	Question and Answer
2.	Concept of Information: definition, information presentation, Quality of information, Value of information in decision making and other value; age of information.	2	Lecture	Question and Answer
3.	Human as an information Processor: general model, Newell Simon model, limits and characteristics of human information processing, managers as information processor.	2		
Unit IV	**System Concept**	**05**		
1.	Definition, general model and types of systems; subsystem, system stress, system change.	2	Lecture & Activity	Question and Answer
2.	Preventing system Entropy, system concept and organization.	1	Lecture & Activity	Question and Answer
3.	System concept applied to MIS.	1	Lecture & Activity	Question and Answer
4.	Computer aided software engineering (CASE tools).	1	Lecture & Activity	Question and Answer
Unit V	**System Analysis and Design**	**06**		

1.	System development life cycles stages, Initiation, Planning;	1	Lecture & Activity	Question and Answer
2.	System Analysis, Design, coding and testing, Implementation and Training.	2	Lecture & Activity	Question and Answer
3.	System development models: Waterfall, Prototyping model, Rapid Application Development (RAD).	3	Lecture & Activity	Question and Answer

KKYadav

Prepared By:

AP Krishan Kant Yadav
Assistant Professor
Department of Computer Applications & Sciences
Prestige Institute of Management & Research, Gwalior.

Session Plan

FACULTY	: Dr. Raveendra Babu A.
CLASS	: B.Com. (Honors) Second Semester
SUBJECT	: Business Statistics
CODE	: CH 2.1
SESSION	: Jan-June, 2022

Course Objectives

The objective of this course is to familiarize students with the basic statistical tools used in summarize and analyze quantitative information for decision making.

Expected Learning Outcomes:

The student is expected to be equipped with the tools of processing and description of statistical data.

OverView

OverView of Course	Sessions	40
	Units	Five
	Pedagogy	Lectures, Presentations
	Activities	Class Tests, Online Tests, Assignments, Discussions

Suggested Readings

Levin, Richard and David S. Rubin. Statistics for Management. 7th Edition. Prentice Hall of India.

Siegel, Andrew F. Practical Business Statistics. International Edition. (4th Ed.). Irwin McGraw Hill.

Berenson and Levine. Basic Business Statistics: Concepts and Applications. Prentice Hall.

Spiegel M.D. Theory and Problems of Statistics. Schaum?s Outlines Series. McGraw Hill Publishing Co.

Gupta, S.P., and Archana Gupta. Statistical Methods. Sultan Chand and Sons, New Delhi.

Gupta, S.C. Fundamentals of Statistics. Himalaya Publishing House.

Unit 1 Statistical Data and Descriptive Statistics 1.1 Measures of Central Tendency a) Mathematical averages including arithmetic mean, geometric mean and harmonic mean. Properties and applications. b) Positional Averages Mode Median (and other partition values including

quartiles, deciles, and percentiles). 1.2 Measures of Variation: absolute and relative. Range, quartile deviation, mean deviation, standard deviation, and their coefficients, Properties of standard deviation/variance. 1.3 Moments: calculation (including Sheppard's corrections) and significance. Skewness, Kurtosis and Moments.

Session	Unit	Topic: Statistical Data and Descriptive Statistics	Pedagogy
1		Arithmetic mean, geometric mean and harmonic mean	
2		Properties and applications	
3		Mode, Median	
4		quartiles, deciles, and percentiles	
5		Measures of Variation: absolute and relative	
6		Range, quartile deviation, mean deviation, standard deviation	
7		Range, quartile deviation, mean deviation, standard deviation	
8	Fisrt	Skewness, Kurtosis and Moments	White Board and PPTs

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Unit 2 Probability, Probability Distributions and Decision Theory 2.1 Theory of Probability. Approaches to the calculation of probability 2.2 Calculation of event probabilities. Addition and multiplication laws of probability. 2.3 Conditional probability and Bayes? Theorem. Expectation and variance of a random variable. 2.4 Probability distributions: Binomial, Poisson and Normal. 2.5 The decision environment. Pay-off and regret matrices. Criteria of decision-making: Laplace, Maximin/Minimax, Maximax/Minimin, Savage; and Expectation. (Excluding Bayesian analysis) EVPI and its calculation. 2.6 Decision Trees.

Session	Unit	Topic:Probability, Distributions and Decision Theory	Pedagogy
1	Second	Theory of Probability	White Board and PPTs
2		Calculation of event probabilities	
3		Addition and multiplication laws of probability	
4		Conditional probability and Bayes? Theorem	
5		Binomial, Poisson and Normal	
6		Binomial, Poisson and Normal	
7		The decision environment, Criteria of decision-making	

8		Decision Trees	

UNIT 3 Simple Correlation and Regression Analysis 3.1 Correlation Analysis. Meaning of Correlation; simple, multiple and partial; linear and non-linear, Causation and correlation, Scatter diagram, Pearson?s co-efficient of correlation; calculation and properties (proofs not required). Probable and standard errors, Rank Correlation 3.2 Regression Analysis. Principle of least squares and regression lines. Regression equations and estimation. Standard Error of Estimates.

Session	Unit	Topic:Correlation and Regression Analysis	Pedagogy
1		Meaning of Correlation; simple, multiple and partial	
2		non-linear, Causation and correlation, Scatter diagram	
3		Pearson?s co-efficient of correlation	
4		Probable and standard errors, Rank Correlation	
5		Principle of least squares and regression lines	
6		Regression equations and estimation	
7	Third	Standard Error of Estimates	White Board and PPTs

Unit 4

Index Numbers 4.1 Meaning and uses of index numbers. Construction of index numbers: fixed and chain base: univariate and composite. Aggregative and average of relatives imple and weighted. 4.2 Tests of adequacy of index numbers, Base shifting, splicing and deflating. Problems in the construction of index numbers. 4.3 Construction of consumer price indices. Important share price indices including BSE SENSEX and NSE NIFTY.

Session	Unit	Topic: Index Numbers	Pedagogy
1	Fourth	Meaning and uses of index numbers	White Board and PPTs
2		fixed and chain base	
3		Aggregative and average of relatives	
4		Tests of adequacy	
5		Problems in the construction of index numbers	
6		Construction of consumer price indices	
		Important share price indices	

8		BSE SENSEX and NSE NIFTY	

Unit 5

Time Series Analysis 5.1 Components of time series. Additive and multiplicative models. 5.2 Trend analysis. Fitting of trend line using principle of least squares linear, second degree parabola and exponential. Conversion of annual linear trend equation to quarterly/monthly basis and vice-versa. Moving averages. 5.3 Seasonal variations- calculation and uses. Simple averages, ratio-to-trend, ratio-to-moving averages and link-relatives methods.

Session	Unit	Topic: Time Series Analysis	Pedagogy
1		Components of time series	
2		Additive and multiplicative models	
3		Trend analysis	
4		Fitting of trend line using principle of least squares	
5		Moving averages	
6		Seasonal variations- calculation and uses	
7		Simple averages, ratio-to-trend	
8	Fifth	ratio-to-moving averages and link-relatives methods	White Board and PPTs

Session Plan

FACULTY : Dr. Raveendra Babu

CLASS   : B.Com.Eco.CA 4th Sem.

SUBJECT : Quantitative Techniques

CODE   : BCOM C 404

SESSION   : Jan-June, 2022

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Course Objectives

The objective of this course is to familiarize the student with the quantitative techniques applied in management. The course emphasizes on formulating and testing hypothesis to resolve managerial and decision-making problems.

Expected Learning Outcomes:

The students are expected to be equipped with the tools of processing and description of statistical data.

The students are expected to be equipped in analytical ability, to solve real world/life problems.

OverView

OverView of Course	Sessions	40
	Units	Five
	Pedagogy	Lectures, Presentations
	Activities	Class Tests, Online Tests, Assignments, Discussions

Suggested Readings

Levin, Richard and David S. Rubin. Statistics for Management. 7th Edition. Prentice Hall of India (1998).

Siegel, Andrew F. Practical Business Statistics. International Edition. (4th Ed.). Irwin McGraw Hill (2003).

Berenson and Levine. Basic Business Statistics: Concepts and Applications. Prentice Hall (1999).

Spiegel M.D. Theory and Problems of Statistics. Schaum's Outlines Series. McGraw Hill Publishing Co. (1999).

Gupta, S.P., and Archana Gupta. Statistical Methods. Sultan Chand and Sons, New Delhi (2000).

Gupta, S.C. Fundamentals of Statistics. Himalaya Publishing House (2011).

UNIT 1

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Lecture No.	Lecture Schedule	Learning Outcomes	Cumulative Hours
L 1.1	Warm-up session/Motivation about the previous semester and their performance.	Students will be motivated	1
L 1.2	Introduction of statistics, Concept, scope, nature, importance, Limitations of statistics	Students will get an idea of statistics	2
L 1.3	functions, distrust, misuse, planning of statistical enquiry	Learner will understand the concept of functions and misuse of statistics	3
L 1.4	collection of data, editing of statistical data, classification and tabulation of data	Students will get an idea of numerical data	4
L 1.5	census and sample investigation	Students will get an idea of basic things of sample, population, census and investigation	5
L 1.6	preparation of questionnaire	Learner will understand the concept of finding	6
L 1.7	diagrammatic and graphic presentation of data	To be familiar with the methods of graphical representation	7
L 1.8	Tutorial	Discussions, Doubts Clarifications	8

UNIT II

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Lecture No.	Lecture Schedule	Learning Outcomes	Cumulative Hours
L 2.1	Introduction of Central Tendency and Advantages and Disadvantages	Learners will understand the basic principles of Central tendency	9
L 2.2	Limitations, Uses and Formulations	Knowledge of understanding the Statistical averages	10
L 2.3	Basic Definitions and frequency distributions	Learners will understand the basic things	11

L 2.4	Introduction to the Statistical Average of Mean and Numerical Problems	To learn the idea of finding the values from the given numerical data	12
L 2.5	Introduction to the Statistical Average of Median and Numerical Problems	A knowledge of the method of median and able to solve the numerical questions	13
L 2.6	Introduction to the Statistical Average of Mode and Numerical Problems	A knowledge of the method of mode and able to solve the numerical questions	14
L 2.7	Introduction to WAM, GM, HM and Numerical Problems	To learn the idea of finding the values from the given numerical data	15
L 2.8	Tutorial	Students able to solve problems themselves	16

UNIT III

Lecture No.	Lecture Schedule	Learning Outcomes	Cumula-tive Hours
L 3.1	Introduction of Dispersion and Skewness, and methods	Learners will understand the basic principles of dispersion and skewness	17
L 3.2	Quartile and quartile deviation and Numerical Problems	Knowledge in understanding quartiles and quartile deviaitons	18
L 3.3	Mean Deviation and Numerical Problems	Learners will understand the topic of MD	19
L 3.4	Standard Deviation, and Numerical Problems	Knowledge in understanding SD and coefficient of Varience	20
L 3.5	Karl Pearson's Coefficient of Skewness and Bowley's Coefficient of Skewness and Numerical Problems	Learners will understand the topic of skewness	21,22,23
L 3.6	Tutorial	Students able to solve problems themselves	24

UNIT IV
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Lecture No.	Lecture Schedule	Learning Outcomes	Cumula-tive Hours
L 4.1	Introduction of Index numbers, Meaning and Uses	Learners will understand index numbers	25

L 4.2	Method of constructing Simple Index numbers and Numerical problems	Students will get an idea of problem solving techniques	26
L 4.3	Method of constructing aggregative and weighted Index numbers and Numerical problems	Learner will understand the concept if aggregatuve and weighted index numbers	27
L 4.4	Fishers ideal method and Numerical problems	To be familiar with the method and fundamental phenomena.	28
L 4.5	Analysis of time series and basic questions.	Students will get a knowledge of time series.	29,30,31
L 4.6	Tutorial	Students able to solve problems themselves	32

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UNIT V

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Lecture No.	Lecture Schedule	Learning Outcomes	Cumula-tive Hours
L 5.1	Introduction of Analysis of Correlation and Regression	Students will get an idea of problem solving techniques	33
L 5.2	Types and discussions of Correlation and Regression	To be familiar with the methods fundamental phenomena.	34
L 5.3	Coefficient of Correlation, Rank Correlation	Students will get an idea of problem solving techniques	35
L 5.4	Multiple and Partial correlation, and Questions	Learners will understand the basic differences	36
L 5.5	Least Square fit, Polynomial and Curve fitting	One applies the knowledge solving the Problems	37
L 5.6	Tutorial	Students able to solve problems themselves	38
L 5.7	Revision	Students able to solve problems themselves	39,40

TEACHING PLANS
2020-2021

SESSION PLAN

1. Sesson Plan Information	
Subject & Code : Statistics for Managerial decision making (MBA 104)	**Name: Asst. Prof. Smrita Bhadouria**
Semester : First	**Length of Period: 6 month**
Session: (July-Dec)-2020	**Total : 50 Hrs.**

Course Objective: The students learn both descriptive inferential statistics to decision making

Course Outcomes: Upon successful completion of this course students will be able to:

CO1: Understand the key terminologies, concepts, tools and techniques of statistics for decision making
CO2: Analyze statistical data using measures of central tendency, dispersion, skewness and Kurtosis.
CO3: Use simple/multiple correlation and regression methods to analyze the underlying relationships between the variables
CO4: Apply probability rules and probability distributions to model different types of business situations
CO5: Conduct and interpret a variety of hypothesis tests to aid decision making in a business context
CO6: Use a statistical package frequently used by practitioners to analyses the data

PEDAGOGY: Concept based lectures accompanied by practical problems or
Numerical.

Teaching Methods:
The course will use the following pedagogical tools:
(a) Discussion covering a cross section of decision situations.
(b) Discussions on issues and topics.
(c) Projects/ Assignments/ Quizzes/ Class participation etc.

Teaching Aids: White Board & Power Point Presentation

Linkage with Other Courses:
Vertical - Research Methodology, Management Science
Horizontal - Managerial Economics

Internal Evaluation:

Sr.No.	Internal Components	Marks		
1	Class test : Midterm Exam	20	(Total) 24	
	Subject Quiz	04		
2	Assignments		04	
3	Class Attendance		04	
4	Class Presentation		03	
5	Seminar presentation		03	

6	Corporate Readiness (CR)		**02**
	Total		**40**

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	1	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Subject Quiz	1	Quiz will be conducted at the end of the 4th Units.
Assignment	2	Assignment will be given at the end of 1st and 3rd Units. Assignment will include topics related to theory and practical applications.

Session Plan:

Syllabus of Unit-1	
Basic Concept of Statistics : Applications of Descriptive and inferential statistics in managerial decision-making; Utility and limitation of Statistics	
Presentation of Data: Bar Diagrams; Histograms; Frequency Polygon; Frequency distribution curves.	
Measures of central tendency: Mean, median and mode and their implications	

Session	Topics
	UNIT I
Day-1	Introduction about Statistics , basic Concept, applications and limitation of statistics
Day-2	Introduction of data representation; Concept of Bar diagram and its types
Day-3	Concept of Histogram and its applicability in different fields
Day-4	Concept of Frequency polygon and frequency distribution curves
Day-5	Introduction of Measures of Central Tendency: Mean, Median, Mode and their implications
Day-6	Detailed Introduction about series (I*ndividual, Discrete & Continuous)* and formulas with respect to Mean
Day- (7-8)	Numerical based on Mean
Day-(9-10)	Concept of Median and its numerical
Day (11-12)	Concept of Mode and its numerical
Outcomes: At the end of the Unit the students will be able to understand the meaning and use of statistical terms used in business statistics. They will learn Draw, interpret and compare pie charts, bar charts Histograms and frequency diagrams and they would also be able to understand and apply descriptive statistical measures to business situations.	
Syllabus of unit-2	

Measures of dispersion: Range, Mean deviation, Standard deviation, Coefficient of Variation (C.V.), **Skewness, Kurtosis.**	
	UNIT II
Day-13	Introduction Measures of Dispersion and its methods; (Methods based on Range)
Day-(14-15)	Quartile Deviation and its numerical
Day-16	Mean deviation and its numerical
Day-17	Standard deviation and its numerical
Day-18	Coefficient of Variation
Day-(18-19)	Introduction of measures of skewness, its types and methods
Day-20	Computation of Coefficient of Skewness
Day-21	Concept of Kurtosis
Day-22	Class Presentation based on I and II Unit
Outcomes: At the end of this unit the students would be able to understand basic concepts of dispersion and skewness and kurtosis. In this unit	

Syllabus of unit-3:

Correlation: Meaning and types of correlation, Karl Pearson and Spearman rank correlation.
Regression: Meaning, Regression equations and their application, Partial and multiple Correlations and regression.

	UNIT III
Day-23	Correlation: Definition & its types
Day-24	Numerical to find the Karl Pearson coefficient of Correlation
Day-(25-26)	Numerical to find the Spearman's coefficient of Correlation
Day-27	Definition of Regression, Regression lines and Coefficient of Regression
Day-28	Numerical to find the two Regression lines by using Mean and Standard deviation
Day-29	Numerical to find the two Regression lines by using Least Square Methods
Outcomes: At the end of this unit the students will be able to understand and learn simple linear correlation and regression analysis and their application in decision making. The students would also be able to learn and understand the concept of partial and multiple correlations.	

Syllabus of unit-4:

Probability: Concept of probability and its uses in business decision-making; Addition and multiplication theorems, Bayes' Theorem and its applications. **Theoretical Distributions:** Concept and application of Binomial, Poisson and Normal distributions.

	UNIT IV
Day- 30	Concept, Importance and uses of Probability & Numerical based on probability
Day-31	Concept & Numerical of Addition and Multiplication Theorem of Probability
Day-32	Concept of Bayes theorem and its application
Day-33	Probability Theoretical Distribution
Day-34	Binomial Distribution
Day-35	Poisson Distribution
Day-36-37	Normal Distribution
Day-38	Class Presentation based on unit III & IV
Outcomes: At the end of these units the students would be able to understand basic concepts of probability in real life. They would also understand the concept of theoretical distributions and their applications in decision making and research.	

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Subject Quiz	
Syllabus of unit-5	
Estimation Theory and Hypothesis Testing: Sampling theory, Formulation of hypotheses, Application of Z-test, t-test, F-test and Chi-Square test, Techniques of association of attributes & testing.	
UNIT V	
Day-39	Introduction of Sampling theory & Hypothesis testing and its type
Day-40	Concept of t-test and its application
Day-41	Numerical on t-test
Day-42	Concept of F-test and its application
Day-43	Numerical on F-test
Day-44	Concept of Z-test and its application
Day-45	Numerical on Z-test
Day-46	Techniques of association of attributes
Day-47	Numerical based on association of attributes
Day-48	Concept of Chi-square Test: Meaning & its uses
Day-49	Numerical on Chi-square Test
Day-50	Class Presentation Based on IV and V Unit
Outcomes: At the end of these units the students would be able to understand the concept and application of statistical inference techniques (including statistical estimation and hypothesis testing) in business situations.	

Text Books:
1. **Beri G.C.** - Business Statistics (Tata McGraw Hill)
2. **Sharma J.K.** - Business Statistics (Pearson Education)
3. **Levin Rubin** - Statistics for Management (Person Publ.)
4. **Render and Stair JR** - Quantitative Analysis for management (Prentice Hall Publ.)
5. **Gupta C.B.** - An Introduction to statistical Methods (Vikas Publ. House)
6. **Chandan J.S.** - Statistics for Business and Economics (Vikas Publ.)

References:
1. **Ken Black** - Business Statistics (Willey India)
2. **Gupta S.C.** - Fundamental of Statistics (Sultan Chand & Sons)
3. **Sancheti D.C.** - Business Statistics (Sultan Chand & Sons)
4. **Srivastava,T.N. &Rego, Shailaja-**Statistics for Management (Tata McGraw Hill)
5. **Gupta,S.P. - Statistical Methods** (Sultan Chand & Sons)

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN

NAME: DR. GAURAV JAISWAL
SUBJECT: RESEARCH METHODOLOGY
CLASS: B. COM(H)-III YEAR, SECTION A & B
SESSION: JULY 2020-MARCH 2021

Learning Objective:
- To understand the concept, process, design, tools and techniques of RM.
- To apply tools, techniques/methods to assist various functions of management.
- To analyse the data collected.
- To evaluate the results, interpret and present findings.
- To prepare research report

Equipment required for sessions: Laptop, Computer Lab with internet Facility and installed MS office, SPSS Software.

Unit I

Session No.	Topics / Assignments	Methodology/Instructional techniques
1	introduction to Research - Definition, Nature,	Lecture
2.	Scope and Significant	Lecture
3.	Types of Research	Lecture
4.	Characteristics of good research	Lecture
4.	**Exercise – 1, What type of research is used in specific problem?**	Lecture
6.	**Case Study**	Class Interaction

Unit II

Session No.	Topics / Assignments	Methodology/Instructional techniques
1.	Research Process-Defining Research Problem	Lecture
2.	Title formulation	Lecture
3.	Research Design - Exploratory, Descriptive and Experimental	Lecture
4.	Research Design-Collection of Data,	Lecture
5.	Concept of Sample and Sample Size	Lecture
6.	**Exercise- 1 Designing Questionnaire and Schedule**	Class Interaction

Unit III

Session No.	Topics / Assignments	Methodology/Instructional techniques
1	Sampling Design	Lecture
2.	Criteria of Selecting a Sampling Procedure	Lecture
3.	Characteristics of a good sample design	Lecture
4.	Practical Sessions on Data Tabulation	Lecture
5.	Practical Sessions on Data Analysis	Lecture
6.	Open discussion on topics	Class Interaction

Unit IV

Session No.	Topics / Assignments	Methodology/Instructional techniques
1	Measurement and Scaling	Lecture
2.	Methods of Collection of Primary and Secondary Data.	Lecture
3.	Process of Questionnaire design	Lecture
4.	Processing of Data - Editing,	Lecture
5.	Coding, Classification and	Lecture
6.	Tabulation.	Class Interaction

Unit V

Session No.	Topics / Assignments	Methodology/Instructional techniques
1	Analysis and Report Writing	Lecture
2.	Selection of Appropriate Statistical Techniques	Lecture
3.	Confidence Intervals and Hypothesis Tests Based on Two Samples	Lecture
4.	One way and Two way ANOVA	Lecture
5.	Chi Square Test. Introduction to Non Parametric Tests.	Lecture
6.	Presentation of Result	Lecture
7.	Report Writing	Class Interaction
8.	Class Presentation	Class Interaction
9	Class Presentation	Class Interaction
10	Class Presentation	Class Interaction
11	Class Presentation	Class Interaction

Learning Outcomes: After completing this chapter students will be able to:
1. Prepare their Research Reports

Dr. Gaurav Jaiswal

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

Session Plan:

Class: MBA (Business Analytics) I Semester

Subject Name: Introduction to Business Analytics

Session: July-Dec 2020   **Lecture hours: 37**

Objective: To equip students with knowledge and skills of analyitcs needed to succeed in this era of information and big data. This subject focuses on business analytics and their applications.

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/Instructional techniques	Evaluation/ learning	Study Material
Unit I	Introduction of Business Analytics	9			1. Test Book - Chapter 1. An Introduction to Business Analytics, By Ger Koole, MG books Amsterdam 2. Text Book: Chapter 1, Data Science For Business, Craig Vaughan – Oreilly Publication 3. Text Book, Chapter 1, Introduction to Business Analytics, Pearson Education, Link: https://www.pearson.com/en-au/media/2628257/9781292339061.pdf 4. Reference Book: Chapter 1, Essentials of Business Analytics - An Introduction to the Methodology By: Bhimasankaram Pochiraju Sridhar Seshadri – Springer Link: https://bdigital.uvhm.edu.mx/wp-content/uploads/2020/05/Essentials-of-Business-Analytics.pdf
1.	Business Analytics overview and its definition and uses for fact based decision making	1	Lecture/Live example	Question and Answer	
2.	Visual perspective of Business	1	Lecture/Live e	Question and Answer, Live problem discussion	

	analytics by using Statistical, Data mining, Business Intelligence and modeling		Example	
3.	Benefits and challenges of Business Analytics and Types of Analytics (Descriptive, Predictive, Prescriptive)	1	Lecture/Live Example	Question and Answer	
4.	Historical Overview of Data	1	Lecture/Live Example	Question and Answer	
5.	Data Scientist vs. Data Engineer vs. Business Analyst	1	Lecture/Live Example	Question and Answer	
6	Career in business analytics	1	Lecture/Live Example	Question and Answer	
7	Data Science: What and Why Data Science	1	Lecture/Live Example	Question and Answer	
8	Applications for data science (Banking, Health care, transport, E-commerce etc…)	1	Lecture/Live Example	Question and Answer	
9	Data Scientists Roles and Responsibility (Identifying the data-analytics	1	Lecture/Live Example	Question and Answer	

	problems, Determining the correct data sets and variables, Cleaning and validating the data to ensure accuracy, completeness, and uniformity)				
Unit II	**Data Science Project Life cycle and Data**	**11**			1. Text Book: Chapter 2,3, Data Science For Business, Craig Vaughan – Oreilly Publication 2. Text Book: Chapter 3: Data Mining Concepts and Techniques – Morgan Kaufmann , Link: http://myweb.sabanciuniv.edu/rdehkharghani/files/2016/02/The-Morgan-Kaufmann-Series-in-Data-Management-Systems-Jiawei-Han-Micheline-Kamber-Jian-Pei-Data-Mining.-Concepts-and-Techniques-3rd-Edition-Morgan-Kaufmann-2011.pdf 3. Reference Book: Chapter 2,3-Essentials of Business Analytics - An Introduction to the Methodology By: Bhimasankaram Pochiraju Sridhar Seshadri – Springer Link: https://bdigital.uvhm.edu.mx/wp-content/uploads/2020/05/Essentials-of-Business-Analytics.pdf
1.	Data Science Basics and Steps of Data Science Project Life Cycle	1	Lecture	Question and Answer	
2.	Business Requirement and Data	1	Lecture/Live	Question and Answer	

	Acquisition of Data Science Project Life Cycle (Business Understanding, What constitutes relevant search results in Google, For Amazon the type of data required)		Example	
3.	Data Preparation , Hypothesis and Modeling (understand more about the data and prepare it for further analysis, E.g. let's say Uber wanted to understand whether people would opt to be drivers for them, Descriptive and Predictive modeling, 3 distinct stages training, Validation and testing)	1	Lecture	Question and Answer	

4.	Evaluation and Interpretation, Deployment, Operations, Optimization (evaluate the goodness of our model, launch our model into production, Test and Optimize the model)	1	Lecture/live example	Question and Answer	
5.	Basics of Data and its Overview	1	Lecture	Question and Answer	
6	Data Collection (gathering and measuring information, Planning Data Collection and Analysis, use of existing data, common sources of existing data, prepare Key Evaluation Question (KEQ))	2	Lecture/live example	Question and Answer	
7	Data Management, Big Data	1	Lecture/live example	Question and Answer	

	Manageme nt (data managemen t for developing effective processes, Data Quality: (Validity, Reliability, Completene ss, Precision, Integrity, Timeliness) social media and weblogs data, deep, real-time analytics and business intelligence)				
8	Organizatio n/sources of data, Importance of data quality, Dealing with missing or incomplete data	1	Lecture/li ve example	Question and Answer	
9	Data Visualizatio n (Know Your Audience, Choose The Right Chart Type, Take Advantage Of Color Theory and so on)	1	Lecture/li ve example	Question and Answer	

11	Data Classification (on the basis of nature of variable, source of collection, presentation and content)	**1**	Lecture/live example	Question and Answer	
Unit III	**Data Mining Basics**	**07**			1. Text Book: Chapter 1,4: Data Mining Concepts and Techniques – Morgan Kaufmann , Link: http://myweb.sabanciuniv.edu/rdehkharghani/files/2016/02/The-Morgan-Kaufmann-Series-in-Data-Management-Systems-Jiawei-Han-Micheline-Kamber-Jian-Pei-Data-Mining.-Concepts-and-Techniques-3rd-Edition-Morgan-Kaufmann-2011.pdf 2. Text Book: Chapter 1, 6, Data Mining by Charu C. Aggrawal, Link: https://doc.lagout.org/Others/Data%20Mining/Data%20Mining_%20The%20Textbook%20%5BAggarwal%202015-04-14%5D.pdf
1.	Introduction to Data Mining (DBMS, RDBMS, Distributed Data, Data Mining) and Its Origin (brief History of Data Mining) KDD –	2	Lecture/live example	Question and Answer	

	Knowledge Discovery in Data Base (Selection, Preprocessing, Transformation, Data Mining, Pattern Interpretation and Evaluation, Knowlwdge)				
2.	Data Mining Tasks (Descriptive Data Mining and Predictive Data Mining)	1	Lecture/live example	Question and Answer	
3.	OLAP and Multidimensional data analysis (Relational OLAP (ROLAP), Multi-dimensional OLAP (MOLAP), Hybrid OLAP (HOLAP) = ROLAP + MOLAP)	2	Lecture/live example	Question and Answer	
4	Basic concept of Association Analysis and Cluster Analysis	2	Lecture/live example	Question and Answer	
Unit IV	Introduction to Machine	05			

	Learning				
1.	AI/ML History and Evolution	1	Lect ure	Question and Answer	
2.	Statistics Vs Data Mining Vs, Data Analytics Vs, Data Science	1	Lectu re/liv e exam ple	Question and Answer	
3.	Supervised Learning, Unsupervis ed Learning, Reinforcem ent Learning	2	Lectu re/liv e exam ple	Question and Answer	
4.	Framework s for building Machine Learning Systems	1	Lect ure/ live exa mpl e	Question and Answer	
Unit V	Application of Business Analysis	**05**			
1.	Retail Analytics (Personaliz ation, eCommerce Optimizatio n, Brand Evaluation, In-Store Shopping Experience, Dynamic Pricing)	1	Lect ure/ live exa mpl e	Question and Answer	
2.	Marketing Analytics (Challenges faced by	1	Lect ure/ live exa	Question and Answer	

	today's marketing decision makers, Need for better marketing decision making, Skills needed for Marketing Analytics)		mpl e		
3.	Financial Analytics: why Financial Analytics (Reduce risk and instill confidence, Stay ahead of the demand curve …) Benefits of FA (Finance efficiency, scalability, agility, More effective and value added audits, Finance supported and advanced analytics)	1	Lect ure/ live exa mpl e	Question and Answer	
4	Healthcare Analytics (Reasons for Growing Complexity /	*1*	Lect ure/l ive exa mple	Question and Answer	

	Abundance of Healthcare Data, Big Data Challenges in Healthcare, Overall Goals of Big Data Analytics in Healthcare)				
5	Supply Chain Analytics (Core Component of Supply Chain Analytics, the importance of Supply Chain Analytics, The future of Supply Chain Analytics)	*1*	Lecture/ live example	Question and Answer	

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Session Plan

Class: MBA (Business Analytics) III Semester

Subject Name: Data Visualization Lab – MBA BA – 307

Session: July- Dec 2020   **Lecture hours: 37**

Objective: To equip students with knowledge and skills of analytics needed to succeed in this era of information and big data. This subject focuses on business analytics and their applications.

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/Instructional techniques	Evaluation/ learning
Unit I	Introduction to Data Science with Python:	7		
1.	Introduction and The Stages of Data Science	1	Lecture/Live example	Question and Answer
2.	Python Learning Resources	1	Lecture/Live Example	Live problem/Solution discussion
3.	Python Environment and Editors	1	Practical/Live hands on	Set up of Python Editors and Environment
4.	The Basics of Python Programming	1	Practical/Live hands on	Small Practical problem on Data
5.	Types of statements, Exception Handling, String Processing, Tabular Data and Data Formats,	1	Practical/Live hands on	Small Practical problem on Data
6	Introduction to Python Pandas Data Science Library, Python Lambdas and the Numpy Library	1	Practical/Live hands on	Question and Answer
7	Data Cleaning and Manipulation Techniques, Abstraction of the Series and Data Frame	1	Practical/Live hands on	Small Practical problem on Data cleaning and manipulation
Unit II	**Introducing Data Visualization Techniques:**	5		
1.	Loading Popular Libraries for Data Visualization in Python	1	Practical/Live hands on	Small Practical problem on Data Visualization

2.	Introducing Plots in Python	2	Practical/Live hands on and display types of plots in python	Small Practical problem on Data Visualization
3.	Data Collection Structures: Lists, Dictionaries, Tuples, Series	1	Practical/Live hands on	Small Practical problem on Data Structures
4.	Data Frames, File I/O Processing, Regular Expressions	1	Practical/Live hands on	Small Practical problem on Data and file processing
Unit III	**Data Gathering and Cleaning:**	**05**		
1.	Cleaning Data, Reading and Cleaning CSV Data	1	Practical/Live hands on	Small Practical problem on Data and file processing
2.	Merging and Integrating Data, Reading Data from the JSON Format, Reading Data from the HTML Format, Reading Data from the XML Format	2	Practical/Live hands on and process data from different file format	Small Practical problem on Data and file processing
3.	Data Exploring and Analysis, Statistical Analysis	1	Practical/Live hands on using Python Basics and libraries	Small Practical problem on Data
4	Data Grouping, Iterating Through Groups, Aggregations, Transformations, Filtration	*1*	Practical/Live hands on using Python Basics and libraries	Small Practical problem on Data
Unit IV	**Data Visualization:**	**05**		
1.	Introduction to different types of Visualization	1	Practical/Live hands on	Question and Answer and discussion on data visulization
2.	Direct Plotting, Line Plot, Bar Plot	1	Practical/Live hands on	Small Practical problem on Data
3.	Pie Chart, Box Plot, Histogram Plot	1	Practical/Live hands on	Small Practical problem on Data
4.	Introduction to Scatter Plot, Seaborn Plotting System, Strip Plot, Box Plot, Swarm Plot, Joint Plot, Mat plot, lib Plot,	2	Practical/Live hands on	Small Practical problem on Data
Unit V	**Case Studies:**	**05**		

1.	Case Study with data on Adventure Works Bicycle – Create Dashboard using Power BI to demonstrate the sale of Adventure Works products and action plan for promotion strategy increasing the sale.	05	Practical/Live hands on and Dashboard preparation	Question and Answer and presentation of their findings.

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SESSION PLAN

SUBJECT: HUMAN RESOURCE PLANNING & DEVELOPMENT   *FACULTY: CHANDA GULATI*
SUB CODE: Btm-401
Session Jan-June 2021   *CLASS: BTM IV*

Unit I

Session No.	Topics / Assignments	
Learning Objective: To make the students familiar with the HRP concept and its importance in organization.		
Session No.	**Topics / Assignments**	
1	HR planning	L+Presentation
2	Job Analysis	L+Presentation
3	Recruitment: Methods	L+Presentation
4	Selection: Techniques	L+Presentation
5	Induction, Internal Mobility, Separation	L+Presentation
6	Transfer,	L+Presentation
7	Promotion, Demotion and Separation of employees	L+Presentation
8	Case Study	Case

Learning Outcomes: After completing this chapter, students will be able to:
1. Understand the concepts of Human Resource Management and its importance in Organizational perspective.
2. Determining HR Requirements and different HR Processes.

Unit II

Session No.	Topics / Assignments	
Learning Objective: To acquaint the students with the concept of Labor Market in Global Context and its Tourism work Environment and its determinants		
Session No.	**Topics / Assignments**	
1	Labor Market: Concept	L + Presentation
2.	Tourism Work Environment	L + Presentation
3.	Determinants of Toursim Work Environment	L + Presentation
4.	-do-	L + Presentation
5.	Case Study	Case

Learning Outcomes: After going through the content of this lesson, the students will be able to
i)Understand the Labor Market in Global Context
ii) Tourism Work Environment and its determinants

Unit III

Session No.	Topics / Assignments	
Learning Objective: The main objective of this session is to make students understand Social Composition of Tourism Industry and its future of work in Tourism Industry.		
Session No.	**Topics / Assignments**	
1	Introduction to Social Composition of Tourism Industry	L+ Presentation
2.	Future of work in Tourism Industry	L+ Presentation
3.	Eg. in Indian Context	L+ Presentation
9.	**Case Study**	Case

Learning Outcomes: After completing this chapter, students will be able to:
1. Tourism Industry and its Social Composition

Unit IV

Learning Objective: The main objective of this session is to make students comfortable with Concepts of Organizational Culture and its dimensions, multicultural Diversity and its management		
Session No.	**Topics / Assignments**	
1	Organizational Culture : Concept and Cultural Dimensions	L+ Presentation
2.	-do-	L+ Presentation
3.	Multicultural workforce and its Management in Tourism Industry	L+ Presentation
5.	Case Study	Case

Learning Outcomes: After completing this chapter, students will be able to:
    1. Org. Cultur and its dimensions
    2. Identify different Organizational Culture in Tourism Industry.		
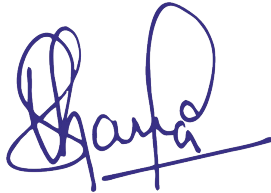
Unit V

Learning Objective: The main objective of this session is to make students comfortable with Concepts of HRP at different levels of business		
Session No.	**Topics / Assignments**	
1	HRP at Business Level and Corporate Level	L+ Presentation
2.	Its Importance	L+ Presentation
3.	HRP at National, Transnational, Community and Regional Level	L+ Presentation
4.	Case Study	Case
Learning Outcomes: After completing this chapter, students will be able to: 1. HRP at different levels of Business.		

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN

1. Session Plan Information	
Subject & Code : Abstract algebra BSCHNCS 204	Name: Asst. Prof. Dr. Mamta Sharma
Semester : 2nd year	Length of Period: 60 min.
Session: (July2020 – June 2021)	Total : 60 Hrs.

Course Objective: This course aims to provide a first approach to the subject of algebra, which is one of the basic pillars of modern mathematics. The focus of the course will be the study of certain structures called groups, rings, fields and some related structures. Abstract algebra gives to student a good mathematical maturity and enables to build mathematical thinking and skill.

Course Outcomes: After the completion of the course, students will be able to
 • Understand the importance of algebraic properties with regard to working within various number systems.
 • Extend group structure to finite permutation groups (Cayley's Theorem).
 •Understand Sylow's Theorems.
 • Generate groups given specific conditions.
 • Investigate symmetry using group theory.

PEDAGOGY: Concept based lectures accompanied by practical problems or numerical
Teaching Aids: White Board

Teaching Methods:
The course will use the following pedagogical tools:
(a) Discussion covering a cross section of decision situations.
(b) Discussions on various topics.
(c) Assignments/ Quizzes/ Class participation etc.

Linkage with Other Courses: Computer Sciences, Engineering

Internal Evaluation:

Sr. No.	Internal Components	Marks	
1	Class test : Midterm Exam	**12**	**12**
2	Test 1 (04)	**Best one (04)**	**04**
3	Subject Quiz (04)		
4	Certification Course		**04**
5	Class Presentation		**02**
6	Comprehensive Viva		**03**
7	GD		**02**
8	Class Attendance		**03**
Total			**30**

Conduct of Internals:

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

Internal Component	Total Number	Schedule
Midterm Exam	1	Midterm exam will be conducted by exam department, in this 50% syllabus would be cover
Subject Quiz	1	Quiz will be conducted at the end of the 4th Units.
Assignment	1	Assignment will be given at the end of each Unit and it will be submitted at the end of 5th unit. Assignment will include topics related to theory and practical applications

Session Plan:

Syllabus of Unit-1
Definition and basic properties of groups, sub groups, subgroups generated by a subset, cyclic group and simple properties.

Session	Topics			
	UNIT I	**Learning Objective**	**Topic wise learning Outcomes**	**Assessment/Evaluation**
Day-(1-15)	Definition and basic properties of groups Concept of sub groups and its theorem, subgroups generated by a subset cyclic group and simple properties.	Present the relationships between abstract algebraic structures with familiar numbers systems such as the integers and real numbers To analyze the group, subgroup and cyclic group	To understand the importance of algebraic properties with regard to working within various number systems.Understand the proof of theorems based on subgroup, cyclic group and its properties	One to one discussion with students related to axioms, properties, definition.

Syllabus of unit-2

Coset decomposition, Lagrange's theorem and its corollaries including Fermat's theorem, normal sub groups and Quotient groups.

UNIT II

Day-(16-26)	Coset decomposition Lagrange's theorem and its corollaries including Fermat's theorem normal sub groups Quotient groups	To understand the concept of coset-decomposition and their application.	Will be able to understand the concept of coset-decomposition and their application.	One to one discussion with students related to axioms, properties, definition.

Syllabus of unit-3:

Homomorphism and isomorphism of groups. Fundamental theorem of homomorphism. Transformation and permutation group. Sn (various subgroups of Sn n<5 to be studied), Cayley's, theorem.

UNIT III				
Day-(27-30)	Homomorphism and isomorphism of groups Fundamental theorem of homomorphism	To understand kernel of group homomorphism and theorem based on it.	Will be understanding kernel of group homomorphism and theorem based on it.	One to one discussion with students related to axioms, properties, definition.
Day-(31-35)	Transformation and permutation group Cayley's, theorem	To understand permutation group and its properties	Will be understand permutation group and its properties	

Syllabus of unit-4:
Group Automorphism, Inner Automorphism, and group of Automorphism, Conjugancy relation and centralizer, normalizer, counting principal and class equation of a finite group. Cauchy's theorem for finite abelian groups and non-abelian groups.

UNIT IV				

Day-(36-50)	Group Automorphism Inner Automorphism group of Automorphism Conjugacy relation and centralizer, normalizer counting principal and class equation of a finite group Cauchy's theorem for finite abelian groups and non-abelian groups	To describe the concept of group Automorphism, inner Automorphism, conjugacy relation, counting principle, class equation, Cauchy's theorem for finite abelian groups and non-abelian groups etc.	Students will be able to understand these topics with definitions and the proof of various theorems	One to one discussion with students related to axioms, properties, definition along with numerical problems
	Subject Quiz			

Syllabus of unit-5

Definition and basic properties of rings, Rings homomorphism sub rings, Ideals and quotient rings, polynomial rings and its properties, Integral domain and fields.

	UNIT V			
Day-(51-60)	Definition and basic properties of rings Rings homomorphism sub rings Ideals and quotient rings polynomial rings and its properties Integral domain and fields	To describe the topics of ring, subring, field, integral domain and its properties along with polynomial ring	Students will be able to understand these topics with definitions and the proof of various theorems	One to one discussion with students related to axioms, properties, definition along with numerical problems

Text books:

1. I.N.Herstien – Topics in Algebra. **Wiley Eastern Ltd. New Delhi, 1997.**
2. PB Bhattacharya, S.K. Jain and S R Nagpaul - Basic Abstract Algebra. Wiley Eastern, New Delhi, 1997.
Reference Books:

1.Shantinarayan-A Text Book of modern Abstract Algebra**, S. Chand and company, New Delhi, 1985.**
2.Surjeet Singh- A text book of modern algebra**, Eighth Edition, 8 Nov 2006.**
3. N. Jacobson- Basic Algebra, Vol. I (1974) and II (1980), W. H. Freeman

TEACHING PLANS
2019-2020

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

Prestige Institute of Management, Gwalior				
SESSION PLAN	**Course:** BCA		**Faculty:** AP Smrita Bhadouria	
	Subject Code and Name: BCA 301 - Discrete Mathematics		**Session:** July-Dec 2019	
	No. of Sessions Required: 40 Hours			
Learning Objective:	To understand the role of **'Discrete Mathematical Structures' in scientific computing and logic development** through practical exercises aspiring to be successful in the world of Computer Science			
	To enable them in understanding the computation of Boolean algebra			
	To develop skills in understanding the role of relations and functions			
	Stimulating their thought process through practical problems			
	Inspiring and developing basic building blocks to apply discrete concepts in computer programming			

Units	Time	Topic	Teaching Objectives	Methodology
UNIT I (A)	4 Hrs	Introduction to Discrete Mathematics, Set and its representations, Types of Set: set, Finite and Infinite sets, Subsets, Proper subsets	To explain what a set is, perform different operations on sets.	Lecture & Quizzes
		Operations on Sets: Equality of sets, Union, Intersection and Difference of sets, Symmetric difference of sets, Universal set		
		De Morgan laws, Cartesian product of sets and their problems	To identify and use logically equivalent statements.	
UNIT I (B)	4 Hrs	Meaning of Sentences and propositions, Logical Connectives, Algebra of propositions	To distinguish between propositions and non-propositions.	Lecture & Quizzes
		Truth tables, Tautologies and Contradiction, Logical equivalence	To construct the truth table of any compound proposition.	
UNIT II (A)	4 Hrs	Relations, Its representation, domain, range. Properties of relations: reflexive, symmetric, transitive relations	To explain what a relation or a function is, perform different operations on it.	Lecture & Quizzes
		Equivalence relation, Equivalence class, Partition of a set	To explain the difference between a relation and a function.	
		Composition of relations and its problems	To describe different types of relations and functions.	
UNIT II (B)	3 Hrs	Function or mapping and its types		Lecture & Quizzes
		Composition of mappings and its problems		

UNIT III (A)	5 Hrs	Definition and properties of Boolean algebra	To define Boolean algebras, expressions and functions; give algebraic representations of the functioning of logic gates.	Lecture & Quizzes
		Application of Boolean algebra in switching circuits, Conversion of switching circuits to simple ones	Obtain and simplify the Boolean expression representing a circuit, construct a circuit for a Boolean expression	
		Disjunctive and Conjunctive normal forms	Design and simplify some simple circuits using Boolean algebra techniques.	
UNIT III (B)	5 Hrs	Introduction to Graph and its types	To identify different ways of representing a graph, path, cycles, complement of a graph.	Lecture & Quizzes
		Isomorphic Graph, Complete Graph, Walk in Graph	Define and recognize bipartite graphs and trees and its types.	
		Paths and circuits in a graph, Eulerian Graph, Hamilton Paths and circuits		
		Trees, Spanning trees, cut –sets and their problems		
UNIT IV (A)	5 Hrs	Introduction to Matrix and its types	Understand meaning and type of Matrix	Lecture & Quizzes
		Operations on Matrix: addition, Substraction, scalar and matrix Multiplication	Develop skills on operation of Matrices	
		Determinants and Inverse of a Matrix		
		Representation of complex no. in Matrix form, De Moivre's theorem		
UNIT IV (B)	5 Hrs	Elementary transformations, Elementary matrices, Equivalent matrices, Properties of equivalent matrices	Understand advance form of Matrices	Lecture & Quizzes
		Sub-matrix of a Matrix, Rank and Nullity of a Matrix		
		Row equivalence and canonical form of a Matrix, Normal form of a matrix		
UNIT V	5 Hrs	Homogeneous and Non-homogeneous system of linear equations	Learn and develop to solve system of linear equations	Lecture & Quizzes
		Characteristic roots and Characteristic vectors of a matrix		
		Caley-Hamilton theorem		

		Application of Caley-Hamilton theorem to find the inverse of a non-singular matrix		

Recommended Text Books:	
1.	Discrete Mathematical Structures with Applications to Computer Science by Tremblay & Manohar.
2.	Discrete Mathematics by Iyengar, Chandrasekharan, Venkatesh & Arunachalam.
3.	Discrete Mathematical Structures by Kolman, Busby & Ross.
4.	Graph Theory with Applications to Engineering and Computer Science by Narsingh Deo.
5.	Discrete Mathematical structure by Kolman.
6.	Discrete Mathematics by J.P. Sharma
7.	Graph Theory by Harvey.
References:	
1.	Elements of Discrete Mathematics, C.L. Liu, McGraw-Hill.
2.	Discrete Mathematics, Richard Johnsonbaugh, Pearson Education.
3.	Discrete Mathematical Structures, Kolman, Busby and Ross, Prentice-Hall India.

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Course Objective

The student learns the application of select tools of operations research and how it can be used for business decision making.

Course Outcomes: **On the successful completion of this course students will be able to:**

CO1a: Understand the basic concepts and key terminologies in operation research techniques.

CO1b: Apply decision criteria methods to the problems of various decision making situations.

CO2: analyze the linear Programming, assignment, transportation, game theory and sequencing problems to reduced time and cost and maximized profit and sales

CO3: Use statistical quality control methods to quantify and sketch variations in quality problems

CO4: Knowledge about network techniques to complete the project at minimum time

PEDAGOGY: Concept based lectures accompanied by practical problems or Numerical.

Teaching Methods:
The course will use the following pedagogical tools:
(a) Discussion covering a cross section of decision situations.
(b) Discussions on issues and topics.
(c) Projects/ Assignments/ Quizzes/ Class participation etc.

Teaching Aids: Smart Board & Power Point Presentation

Linkage with Other Courses:
Vertical - Research Methodology, Management Science
Horizontal - Managerial Economics

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
Quiz	5
Assignment	5
Class Presentation	5
LTM	5
Final Exam	60
Total	100

Session Details:

Syllabus of Unit-1
Operations Research: Uses, Scope and Applications of operations research in managerial decision making. **Decision Making Environment:** Decision making under certainty; Uncertainty and Risk situations; Decision tree approach and its applications.

Session	Topics
	UNIT I
Day-1	Introduction ,Scope and application of OR
Day-2	Introduction of Decision theory, Structure and types of decision theory
Day-3	Decision making under uncertainty and its methods
Day-4-5	Decision making and its methods (EMV and EOL)
Day-6-7	Concept of Decision Tree and its application

Outcomes: At the end of the Unit the students will be able to understand the meaning and application of OR in real world they would also understand the selection of best strategy by using the methods of decision theory

Syllabus of Unit-1
Linear Programming: Mathematical formulations of LP models for Product-Mix problem; Graphical and Simplex methods of solving LP problem; Sensitivity analysis; Duality. **Transportation Problem:** Various methods of finding initial basic feasible solution and optimal solution. **Assignment Model:** Algorithm and its applications.

	UNIT II
Day-8	Concept of Linear Programming
Day- 9	Formulation of LPP
Day-10-11	Graphical Method to solve LPP
Day-12-13	Simplex Method (Two Phase) to solve LPP
Day-14-15	Simplex Method (Two Phase) to solve LPP
Day-16	Concept of Duality and Dual Simplex
Day-(17-18)	Concept of Sensitivity analysis and its numerical
Day-19	Definition of Transportation Problem, explanation of TP through practical problem and formulation of TP
Day-20	Balanced and Unbalanced Transportation Problem, Applications of TP
Day- 21	Solution of TP through various methods(NWCR and LCEM)
Day-22	Vogel's Approximation Method
Day-23	Test of optimality by Modi's method
Day-24	Solution of degeneracy of TP
Day- 25	Meaning of Assignment Problem and its solution
Day-26	Hungarian Method Maximization Case with numerical
Day-27	Minimization case with numerical

Outcomes: At the end of this unit students will able to formulate a given simplified description of a suitable real-world problem as a linear programming model in general, standard and canonical form and its solution, they would also understand how it is used in Transportation problem and assignment problem

Syllabus of Unit- 3

Game Theory: Concepts of game, Two- person Zero-sum game; Pure and Mixed strategy game; Saddle point; Odds methods and Graphical method for solving Mixed Strategy game.

Sequencing Problem: Johnsons algorithm for n jobs and two machines; n jobs and three machines; two jobs and m- machines Problems.

UNIT III	
Day-28	Game Theory, Assumption
Day-29	Two person zero sum game- Theory & Numerical
Day-30	Calculation of Saddle Point
Day-31	Pure & Mixed Strategies
Day-32	Solution of Game Theory by Dominance Rule
Day-33	Graphical Solution
Day-34	Job Sequencing Problem: definition terminology of job sequencing problem
Day-35	Johnsons algorithm n jobs on two machine ,n job on three machine (numerical)
Day-36	Two job on m machines

 Outcomes: At the end of this unit Students will able to distinguish a game situation from a pure individual's decision problem they would also understand the concept of job sequencing in which they can complete the job within the minimum possible time, keeping the minimum idle time of the machines (or services).

Syllabus of unit-4:

Dynamic Programming: Capital budgeting problem; Shortest route problems. **Statistical quality control:** Meaning; Benefits of SQC; Control chart for variable mean chart, R- chart; Control chart for attributes: c-chart, np-chart, p-chart.

UNIT IV	
Day- 37-38	Concept of Dynamic Programming & Numerical on capital budgeting problem
Day-39	Numerical on shortest route problem
Day-40	Introduction of Statistical Quality Control meaning and benefits of SQC
Day-41	Concept of Control Chart for variable (Mean and R-chart)
Day-42	Numerical on Mean chart and R-chart
Day-43	Concept of Control Chart for attributes (C-chart, np-chart and p-chart)
Day-44-45	Numerical on C- chart, np-chart and p-chart

Outcomes: At the end of this unit students will able to formulate given problem in dynamic programming problem and find the optimum solution of the problem , they would also distinguish usage areas of control charts in SQC

Subject Quiz

Syllabus of unit-5

Project Management**: Rules for drawing the network diagram; Applications of CPM and PERT techniques in Project planning and control; Crashing of operations**

UNIT V	
Day-46	Concept and rules for drawing network diagram
Day-47	Concept of CPM and Numerical based on CPM
Day-48	Concept on PERT and Numerical based on PERT
Day-49-50	Concept of crashing and its numerical

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Outcomes: At the end of this unit the students would be able to construct network diagrams. Analyze net works that have deterministic time. They will also able to Describe activity crashing and solve simple problem.

Suggested readings:

Text Book

1.   Gupta, P.K. & Hira, D.S. (2012). *Introduction to Operations Research*. S. Chand & Co.
2.   Vohra, N.D. (2017). *Quantitative Techniques in Management*. McGraw Hills.
3.   Kapoor, V. k. (2013). *Operations Research: Quantitative Techniques for Management.*

Reference text Book :

1. Hillier, F. S., & Lieberman, G. J. (2017). *Introduction to Operation Research.* McGraw Hills.
    Sultan Chand &Sons.
2. Taha, H. A. (2017). *Operations Research: An Introduction.* Pearson education.

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN

Session: Jan-June 2020

SUB: HUMAN RESOURCE MANAGEMENT　　　　　　　　　**FACULTY: Dr. CHANDA GULATI**

SUBJECT CODE: BBA-HRM-402　　　　　　　　　　　　　　　**CLASS: BBA IV**

HOURS REQUIRED: 34 HOURS
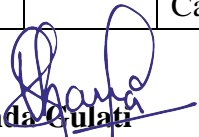
Learning Objective:

• To make the students familiar with HRM concept, objectives and its importance in organization.

• To acquaint the students with HRP and associated Operational roles of procurement, placement, promotion & trasfer concepts in HRM.

• To make the students understand the role of HR within the functioning of an organization.

• To introduce the students with compensation components and other schemes of components for other employees.

• To summarize them the major activities associated with human resource management.

Lecture	Unit	Description	Tools used
1	**Unit- 1**	Introduction to HRM	Lecture + Presentation
2		Evolution of HRM	L+Presentation
3		Objectives, Functions, Scope & Significance of HRM	L+Presentation
4		HRM policies; Introduction to SHRM	L+Presentation
5		HRM in Indian perspective & Challenges	L+Presentation
6		Summarizing HRM functions & policies with a case	Case
7	**Unit-2**	Human Resource Planning: Concept & Process	L+Presentation
8		HRP Methods	L+Presentation
9		Job Analysis	L+Presentation
10		Job Design	L+Presentation
11		Recruitment Concepts & Sources	L+Presentation
12		Recruitment Types	L+Presentation
13		Selection : Concept & Process	L+Presentation
14		Selection Methods & Tests	L+Presentation
15		Selection Tests (Contd…)	L+Presentation
16		Placement Concept	L+Presentation

17		Induction	L+Presentation
18		Practice session with case	Case
19	**Unit-3**	Performance Management: Concept	L+Presentation
20		Appraisal & Its Significance	L+Presentation
21		Appraisal Methods	L+Presentation
22		-do-	L+ Presentation
23		Case	Case
24	**Unit-4**	Promotion : Concept & Types	L+Presentation
25		Problems in Promotion	L+Presentation
26		Transfer: Concept, Objective, Types	L+Presentation
27		Demotion Policy	L+Presentation
28		Employee Invovlement; Flexible work schedule & Rightsizing (Case)	L+Presentation Case
29	**Unit 5**	Compensation: Concept & Structure	L+Presentation
30		-do-	L+Presentation
31		Managerial Compensation	L+Presentation
32		Performance Based Compensation	L+Presentation
33		Voluntary Retirement Scheme	L+Presentation
34		Case	Case

Dr. Chanda Gulati
Human Resource Management
BBA IV B

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN

Session: (Jan-June 2020)

SUB: HUMAN RESOURCE MANAGEMENT   **FACULTY: Dr. GAURAV JAISWAL**

SUBJECT CODE: BBA-HRM-402   **CLASS: BBA IV C**

HOURS REQUIRED: 34 HOURS

Learning Objective:

- To make the students familiar with HRM concept, objectives and its importance in organization.
- To acquaint the students with HRP and associated Operational roles of procurement, placement, promotion & transfer concepts in HRM.
- To make the students understand the role of HR within the functioning of an organization.
- To introduce the students with compensation components and other schemes of components for other employees.
- To summarize them the major activities associated with human resource management.

Session Wise Unit Plan:

Session No.	Unit	Topics / Assignments	Methodology/Instructional techniques
1	Unit - I	Meaning of Human Resource Management, Nature of HRM.	Lecture
2.		Scope of HRM, HRM objectives	Lecture
3.		Functions of HRM,	Lecture
4.		HRM policies,	Lecture
5.		Strategic human resource management. Indian perspective on HRM.	Illustrations
6.		Case Study Discussion	Class Interaction
7.	Unit - II	Human resource planning	Lecture
8.		Job Analysis and Job design,	Lecture
9.		Recruitment, Types of recruitment,	Lecture

10.		Selecting human resources, Selection methods	Lecture
11.		Various types of tests, Placement and induction.	Lecture
12.		Role Play – The Interview Board	Class Discussion
13.		Quiz Test-1	Lecture
14	Unit - III	Performance Management- Appraisal	Lecture
15		Importance of Appraisal	Lecture
16		Methods of Appraisals	Lecture
17		Methods of Appraisals- Continued	Lecture
18		Developing the Appraisal Forms	Practical Exercise
19	Unit - IV	Concept & types of promotion	Lecture
20		Problems in promotion	Lecture
21		Transfers - Meaning, types, objectives.	Lecture
22		Demotion	Lecture
23		Contemporary issues: Employee involvement,	Lecture
24		Flexible work schedule, Right Sizing	Lecture
25		Case Study - 2 Employees Grievances	Class Discussion
26	Unit - V	Concept, Compensation Structure,	Lecture
27		Managerial Compensation,	Lecture
28		Performance Based Pay	Lecture
29		Voluntary Retirement Schemes	Lecture
30		Case Study – 3, Issue of Employees Compensation	Class Discussion
31		Class Presentation	Class Discussion
32		Class Presentation- continued	Class Discussion
33		Class Presentation- continued	Class Discussion

34		Class Presentation- continued	Class Discussion

Suggested Readings:

1. Gary Dessler -A framework for Human Resource Management, Pearson education,Ltd.
2. K. Aswathappa ,Human Resource and Personnel Management, Tata Mc-Graw Hill
3. Edwin B.Flippo, Personnel Management, McGraw Hill.
4. V.S.P.Rao, Human Resource Management, Excel Books
5. Snell S and Bohlander G (2007). Human Resource Management, cengage Leaming (Thomson Learning), Indian Edition
6. PattanayakB, (2014), Human Resource Management, 4th Edition, pHI
7. Reinventing Human Resources Management: challenges and New Directions By Ronald J. Burke; Cary L.

Dr. Gaurav Jaiswal

BBA-IV - C

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN

Session: Jan-June 2020

SUBJECT: COST ACCOUNTING *FACULTY: POOJA JAIN*

SUB CODE: BBA II 204 *CLASS: BBA II*

Unit I

Learning Objective: To make the students familiar with cost accounting concept, importance and future uses in the organization in practical aspects.

Session No.	Topics / Assignments	
1	Concept, objectives, nature of cost accounting	Lecture + Presentation
2	Classification and element of cost	L + Presentation
3	Functions and Importance of cost accounting	L + Presentation
4	Material costing: Meaning and methods	L + Presentation
5	Techniques of material control	L + Presentation
6	Numerical: Material costing	L+ Numerical
7	Numerical: Material costing	L+ Numerical
8	Labour costing: Meaning and methods	L + Presentation
9	Labour costing: Formulas	L + Presentation
10	Labour costing: Numerical	L+ Numerical
11	Labour costing: Numerical	L+ Numerical

Learning Outcomes: After completing this chapter students will be able to:

1. Understand the nature, importance and utility of cost accounting
2. Understand how cost accounting arises out of the need to make business decisions.
3. Learn about inventory management policies and objectives.
4. Use inventory management tools and techniques.
5. Understand the basic principles behind the quantitative approaches to deciding how much inventory to keep**.**
6. Understand the need of labour cost control.
7. Understand basis of classification of labour cost.

8. The meaning of various components of labour cost i.e. idle time cost, overtime premium, labour turnover cost.
9. Understand the concept of labour turnover, its reasons and remedial measures.

Unit II

Learning Objective: To acquaint the students how to analysis overhead costing, codification of overheads and implemented in the organisation

Session No.	Topics / Assignments	
1	Overhead costing: Meaning, Importance	L + Presentation
2.	Overhead costing: Methods and formulas	L + Presentation
3.	Ovehead costing: Numerical and problems	L + Numerical/Problems
3.	Ovehead costing: Numerical and problems	L + Numerical/Problems
4.	Classification & Codification of overhead	L + Presentation
5.	Sources & Departmentalization of overheads	L + Presentation
6.	Allocation & Apportionment of overheads	L + Presentation
7	Classification & Codification of overhead	Case-1
8	Cost sheet: Meaning and types	L + Presentation
9	Cost Sheet: Numerical with various methods	Numerical/Problems

Learning Outcomes: After going through the content of this lesson, the students will be able to

1. Strengthen students' knowledge regarding the allocation, Apportionment & absorption of overheads.
2. To develop the practical knowledge regarding the ascertainment of cost of any product
3. To clear the concept of cost sheet and classification of cost sheet
4. To understand the importance of cost audit
5. How to file a tender and how to ascertain the quotation price for tender

Unit III

Learning Objective: The main objective of this session is to make students them understand,		
1. Contract costing 2. Job costing 3. Operating costing		
Session No.	**Topics / Assignments**	
1	Contract costing: Introduction, characteristics and importance	L+ Presentation
2.	Contract costing: Formulas	L+ Presentation
3.	Contract costing: Numericals/ Problems	L + Numerical/Problems
4.	Job costing: Introduction, characteristics and importance	L+ Presentation
5.	Job costing: Formulas	L+ Presentation
6.	Jobcosting: Numericals/ Problems	L + Numerical/Problems
7.	Operating costing: Introduction, characteristics and importance	L+ Presentation
8.	Operating costing: Formulas	L+ Presentation
9.	Operating costing: Numericals/ Problems	L + Numerical/Problems
10.	Case Study	Case
11.	Exercise	Exercise
Learning Outcomes: After completing this chapter students will be able to:		
1. Concept of Contract costing and its various characteristics and importance 2. Explain the various formulas. 3. To clear the concept of Contract Costing and its general principles, features, applications. 4. To know the difference between job and contract costing, advantage & limitation 5. Students will know how to do cost accounting calculations for strategic, tactical and operational purposes with normal losses and abnormal losses. 6. To clear the concept of Opearting Costing and its general principles		

Unit IV

Learning Objective: The main objective of this session is to make students comfortable with
1. Process costing

	2. Reconciliation of cost	
	3. Financial accounts	
Session No.	**Topics / Assignments**	
1	Process costing: Introduction, characteristics and importance	L+ Presentation
2.	Process costing: Formulas	L+ Presentation
3.	Process costing: Numericals/ Problems	L + Numerical/Problems
4.	Reconcilition of cost: Meaning and principles	L+ Presentation
5.	Reconcilition of cost: Numericals/ Problems	L + Numerical/Problems
6.	Financial account: Meaning and principles	L+ Presentation
7.	Financial account: Numericals/ Problems	L + Numerical/Problems
8.	**Case Study**	Case

Learning Outcomes: After completing this chapter, students will be able to:

1. Concept of Process costing and its various characteristics and importance.

2. Explain the various formulas.

3. To clear the concept of Reconcilition of cost and its general principles, features, applications.

4. Students will know how to do financial accounting calculations for strategic, tactical and operational purposes with profit and reserves, normal and abnormal loss, normal gain and abnormal gain.

5. To clear the concept of Financial accounting and its general principles

Unit V

Learning Objective: The main objective of this session is to make students comfortable with :

1. Marginal costing

2. Cost audit

Session No.	**Topics / Assignments**	
1	Marginal costing: Concept and methods	L+ Presentation
2.	Marginal costing: Profit-volume ratio	L+ Presentation
3.	Marginal costing: Break even point	L+ Presentation

4.	Marginal costing: Margin of safety	L+ Presentation
5.	Marginal costing: Numerical	L + Numerical/Problems
6.	Cost audit: Meaning, importance	L+ Presentation
7.	Techniques of cost audit	L+ Presentation
8.	Cost audit programme	L+ Presentation
9	Cost audit: numerical	L + Numerical/Problems
10.	**Case Study**	Case

Learning Outcomes: After completing this chapter, students will be able to:

1. Understand the concept and methods of marginal costing.

2. Describe the profit volume ratio and its applications.

3. Describe the break even point and its analysis.

4. Analysis magin of safety of the company.

5. Understand the concept of cost audit and its importance

4. Review various techinques of cost audit and its evaluation

5. Applications of cost audit in the organization.

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

1. Session Plan Information	
Subject & Code : Operation Research (MBA 204) Credit: 04	Name: Asst. Prof. Smrita Bhadouria
Semester : Second	Length of Period: 60 minutes
Session: (Jan-June)-2020	Total : 50 Hrs.

Course Objective

The student learns the application of select tools of operations research and how it can be used for business decision making.

Course Outcomes: On the successful completion of this course students will be able to:

CO1a: Understand the basic concepts and key terminologies in operation research techniques.
CO1b: Apply decision criteria methods to the problems of various decision making situations.
CO2: analyze the linear Programming, assignment, transportation, game theory and sequencing problems to reduced time and cost and maximized profit and sales
CO3: Use statistical quality control methods to quantify and sketch variations in quality problems
CO4: Knowledge about network techniques to complete the project at minimum time

PEDAGOGY: Concept based lectures accompanied by practical problems or Numerical.

Teaching Methods:
The course will use the following pedagogical tools:
(a) Discussion covering a cross section of decision situations.
(b) Discussions on issues and topics.
(c) Projects/ Assignments/ Quizzes/ Class participation etc.

Teaching Aids: Smart Board & Power Point Presentation

Linkage with Other Courses:
Vertical - Research Methodology, Management Science
Horizontal - Managerial Economics

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
Quiz	5

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Assignment	5
Class Presentation	5
LTM	5
Final Exam	60
Total	100

Session Details:

Syllabus of Unit-1

Operations Research: Uses, Scope and Applications of operations research in managerial decision making. **Decision Making Environment:** Decision making under certainty; Uncertainty and Risk situations; Decision tree approach and its applications.

Session	Topics
UNIT I	
Day-1	Introduction ,Scope and application of OR
Day-2	Introduction of Decision theory, Structure and types of decision theory
Day-3	Decision making under uncertainty and its methods
Day-4-5	Decision making and its methods (EMV and EOL)
Day-6-7	Concept of Decision Tree and its application

Outcomes: At the end of the Unit the students will be able to understand the meaning and application of OR in real world they would also understand the selection of best strategy by using the methods of decision theory

Syllabus of Unit-1

Linear Programming: Mathematical formulations of LP models for Product-Mix problem; Graphical and Simplex methods of solving LP problem; Sensitivity analysis; Duality. **Transportation Problem:** Various methods of finding initial basic feasible solution and optimal solution. **Assignment Model:** Algorithm and its applications.

	UNIT II
Day-8	Concept of Linear Programming
Day- 9	Formulation of LPP
Day-10-11	Graphical Method to solve LPP
Day-12-13	Simplex Method (Two Phase) to solve LPP
Day-14-15	Simplex Method (Two Phase) to solve LPP
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Day- 21	Solution of TP through various methods(NWCR and LCEM)
Day-22	Vogel's Approximation Method
Day-23	Test of optimality by Modi's method
Day-24	Solution of degeneracy of TP
Day- 25	Meaning of Assignment Problem and its solution
Day-26	Hungarian Method Maximization Case with numerical
Day-27	Minimization case with numerical

Outcomes: At the end of this unit students will able to formulate a given simplified description of a suitable real-world problem as a linear programming model in general, standard and canonical form and its solution, they would also understand how it is used in Transportation problem and assignment problem

Syllabus of Unit- 3

Game Theory: Concepts of game, Two- person Zero-sum game; Pure and Mixed strategy game; Saddle point; Odds methods and Graphical method for solving Mixed Strategy game.

Sequencing Problem: Johnsons algorithm for n jobs and two machines; n jobs and three machines; two jobs and m- machines Problems.

UNIT III

Day-28	Game Theory, Assumption

Day-29	Two person zero sum game- Theory & Numerical
Day-30	Calculation of Saddle Point
Day-31	Pure & Mixed Strategies
Day-32	Solution of Game Theory by Dominance Rule
Day-33	Graphical Solution
Day-34	Job Sequencing Problem: definition terminology of job sequencing problem
Day-35	Johnsons algorithm n jobs on two machine ,n job on three machine (numerical)
Day-36	Two job on m machines

Outcomes: At the end of this unit Students will able to distinguish a game situation from a pure individual's decision problem they would also understand the concept of job sequencing in which they can complete the job within the minimum possible time, keeping the minimum idle time of the machines (or services).

Syllabus of unit-4:

Dynamic Programming: Capital budgeting problem; Shortest route problems. **Statistical quality control:** Meaning; Benefits of SQC; Control chart for variable mean chart, R- chart; Control chart for attributes: c-chart, np-chart, p-chart.

<table>
<tr><td colspan="2" align="center">UNIT IV</td></tr>
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<tr><td>Day-39</td><td>Numerical on shortest route problem</td></tr>
<tr><td>Day-40</td><td>Introduction of Statistical Quality Control meaning and benefits of SQC</td></tr>
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<tr><td>Day-42</td><td>Numerical on Mean chart and R-chart</td></tr>
<tr><td>Day-43</td><td>Concept of Control Chart for attributes (C-chart, np-chart and p-chart)</td></tr>
<tr><td>Day-44-45</td><td>Numerical on C- chart, np-chart and p-chart</td></tr>
</table>

Outcomes: At the end of this unit students will able to formulate given problem in dynamic programming problem and find the optimum solution of the problem , they would also distinguish usage areas of control charts in SQC

<div align="center">Subject Quiz</div>

Syllabus of unit-5

Project Management: Rules for drawing the network diagram; Applications of CPM and PERT techniques in Project planning and control; Crashing of operations	
UNIT V	
Day-46	Concept and rules for drawing network diagram
Day-47	Concept of CPM and Numerical based on CPM
Day-48	Concept on PERT and Numerical based on PERT
Day-49-50	Concept of crashing and its numerical
Outcomes: At the end of this unit the students would be able to construct network diagrams. Analyze net works that have deterministic time. They will also able to Describe activity crashing and solve simple problem.	

Suggested readings:

Text Book
4.   Gupta, P.K. & Hira, D.S. (2012). *Introduction to Operations Research*. S. Chand & Co.
5.   Vohra, N.D. (2017). *Quantitative Techniques in Management*. McGraw Hills.
6.   Kapoor, V. k. (2013). *Operations Research: Quantitative Techniques for Management.*

Reference text Book :

3. Hillier, F. S., & Lieberman, G. J. (2017). *Introduction to Operation Research.* McGraw Hills.
    Sultan Chand &Sons.
4. Taha, H. A. (2017). *Operations Research: An Introduction.* Pearson education.

TEACHING PLANS
2018-2019

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

B.Com (Eco) SEM-I July-Dec 2018				
Subject:- Macro Economics Section-A Course Instructor – Dr.K.S.Rathore				
SESSION Plan				
	Syllabus Content	**No. of lectures**	**Objectives**	**Teaching Pedagogy**
Unit-1	Macro economics-Concept,nature,Importance,Limitation	5	To Understand the meaning and scope of the subject Economics To Understand the meaning of and the distinction between the terms To Microeconomics and Macroeconomics To Understand the subject matter of Microeconomics To Understand the importance and significance of Microeconomics To Understand the limitations of Microeconomic	
	Difference between Micro and Macro economics	1		Lectures/ppt
	Total	**6**		
UNIT-2	National Income-Meaning, definition and Concept	4	To make understand about national income its measures	Lectures/ppt/ case lets
	Methods for measuring national income in India and Its problems	4		
	Total	4		
UNIT-3	Theory of Wages	3	To understand philosophy of theory of wages, interest and employment	Lectures/ppt
	Theory of Interest	3		
	Theory of employment	1		

			with compare to modern theories	
	Total	**9**		
UNIT-4	Monetary Theories- Quantity theory of money, Modern theory of money	6	To explain about factors of production and its role in economics decision making. To understand how cost and revenue affect firm profit and its different concept	Lectures/ppt/
	Keynes's theory of money and price	6		
	Total	**12**		
UNIT-5	Recent industrial policy	**3**	To make understand students about industrial policy and its impact on Indian economy, To understand about FDI and its impact on development of Indian economy	Lectures/ppt/ case study
	Industrial growth in phase II and III Disinvestment	3		
	Foreign Direct Investment	6		
	Total	**12**		
Grand total of No. of Lectures		**36**		

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

MBA Sem III- July -Dec 2018				
Subject:-MBA-303: ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT				
Course Instructor – Dr.K.S.Rathore				
Teaching Plan/Session Plan				
	Syllabus Content	**No. of lectures**	**Objectives**	**Teaching Pedagogy**
Unit-1	Evolution and concept of entrepreneurship, Concept of entrepreneur. Manager, Entrepreneur, Individual and corporate entrepreneurs,	2	To understand concept of entrepreneurship, innovation etc	Lectures/PPT/Role paly /Case lets
	Characteristics of successful entrepreneurs, Need of entrepreneurship development.	1		
	Entrepreneurship. Innovation, Invention, Creativity. Business idea. Opportunities through change, Entrepreneurship as a career	2		
	Entrepreneurship as a style of management. The changing role of the entrepreneur.	3		
	Total	8		
UNIT-2	Theories of Entrepreneurship. Innovation Theory by Schumpeter & Imitating	1	To understand different theories entrepreneurship. To understand reasons for success and failure of entrepreneur	Lectures/PPT/Role paly /Caselets
	Theory of High Achievements:' McClelland. X-EtTiciency Theory by Leibenstein	1		
	Theory of Profit by Knight. Theory of Social change by Everett Hagen,	1		
	Entrepreneurial teurld traits, Este:nal influences on entrepreneurship development: Socio-cultural, Polit cal, Economical, Personal.	2		
	Entrepreneurial success and failure: Reasons and remedies.	1		

	Scope Of small business. Activities; Place in national economy; Institutional swoon programmes; Role and functions of major support institutions such as SIB. CSIO, SSDO, SISIs. Etc;	3		
	Entrepreneurship development programme and management education for entrepreneurs Women Entrepreneurs Challenges to woman entrepreneurs. Achievements of woman entrepreneurs. Role models of woman entrepreneurs	2		
	Total	11		
UNIT-3	Different aspects of entrepreneurial organization Entrepreneurship and Management, Training and Development programme	2	To understand role of Entrepreneurship in economic development in the country. To understand environmental factors affecting entrepreneurship To make students enable about venture capital funding to start an unit	Lectures/PPT/Role paly /Caselets
	Evaluation of entrepreneurship development; Development or support system, Need of license. Capital issues and legal environment of business Entrepreneurship planning and monitoring.	**2**		
	Entrepreneurship development during planned economy	**2**		
	Creating entrepreneurial venture -Entrepreneurship development cycle. The business plan as an entrepreneurial tool.	**2**		
	Elements of Business Plan. Objectives. Market analysis, Development of product / idea, Marketing. Finance. Organization & Management, Ownership.	2		

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	Critical risk contingencies of the proposal, Scheduling and milestones Project management - Technical. Financial, Marketing personnel and management feasibility reports.	3		
	Financial schemes offered by various financial institutions like .Commercial Banks, IDBI, ICICI, SIDBI, SFCs, Venture capital funding. Angle capitalist	2		
	Total	15		
UNIT-4	Rote of Central Government and State. Government en promoting entrepreneurship with various incentives, subsidies grants etc - with special reference to 'Export oriented unites'	2	To make students understand about role of centralm and state govt. to promote entrepreneurship	Lectures/PPT/Role paly /Caselets
	Role of the following agencies in the entrepreneurship development I. DIC - District Industrial Center, 5151 - Small Industries Services Institute 3. EDIT Entrepreneurship Development Institute of India,/. NIESBUD -. National Institute of Entrepreneurship and Small Business Development 5. NEDB National Entrepreneurship Development Board.	4		
	Total	6		
Grand total of No. of Lectures		40		

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN-2018
MBB- III Semester (Finance
Security Analysis and Portfolio Management– MBA-F-305
Section B Total no of lectures required-35

Unit No	Content	Time	Activity / Pedagogy	Learning Objectives
Unit- I	Introductory concepts of investment	02	Lecture PPT	• **To understand the Basic investment terminologies** • **To Understand the fundamentals** • **To Know the scope, roles and responsibility of investment manager** • **To understand the concept of investment, speculation, and process their applicability in portfolio management**
	Types of alternatives/investment categories	02	Lecture PPT	
	Major instruments in secondary markets Important Websites for Stock analysis	01 01	Lecture PPT Video	
Unit -2	Financial Markets ,Primary and Secondary Market	01	Lecture PPT	
	Trading and settlement procedures at NSE and BSE	01	Activity in Computer Lab	
	Functions of SEBI	01	Concepts based lecture	
	International Stock Exchanges	01	Concepts based lecture	
Unit -II	Utility Analysis- Analysis of risk and return	01	Numerical to evaluate risk	Upon completion of this unit students should be able to analyze risk and return based on Income statement, Balance sheet and computation of various ratios.
	Types of risk valuation- bond and fixed income instruments valuation bond pricing theorems	02	Numerical based	
	duration of bond and immunization of interest and risk	01	Concepts based lecture	
	Term structure interest rate	01	Concepts based lecture	
	Determination of Yield curves	01	Numerical based	
	Capital allocation between risky and risk free assets utility analysis	01	Concepts based lecture	
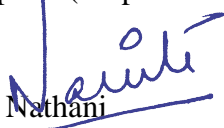
Unit-III	Meaning of Fundamental and technical analysis of equity stock	02	Concepts based lecture	Upon completion of this unit students should be able to know risk return trade off, fundamental and technical analysis.
	Concept of intrinsic value	01	Concepts based lecture	
	objectives and beliefs of fundamental analysts	01	Concepts based lecture	
	Economy- industry-company framework	01	Concepts based lecture	
	economic analysis and forecasting,	01	Concepts based lecture	
	Theory of technical analysis, points and figures chart, bar chart, contrary opinion theory	01	Concepts based lecture	
	Confidence index RSA, RSI, Moving Average Analysis	01	Hands on Session on MS excel	
	Japenese Candlesticks. Behaviour of stock market prices- The market Mechanism	02	Concepts based lecture	
	testable hypothesis about market efficiency	01	Concepts based lecture	
	Implications of efficiency market hypothesis for security analysis and portfolio management	02	Concepts based lecture	
	Assets pricing theories CAPM & Arbitrage pricing theories	01	Numerical based	
Unit IV	Meaning of Portfolio	01	Lecture PPT	Upon completion of this unit students should be able to construct portfolio, evaluate risk, process of portfolio and AMCs.
	Modern Portfolio theory Asset allocation decision	01	Lecture PPT	
	Dominant & Efficient Portfolio- simple diversification		Lecture PPT	
	Mark owitz diversification Theory	01	Lecture PPT	
	selecting an optimal portfolio- Sharp single index number	02	Lecture PPT	

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	Determination of corner portfolio	01	Lecture PPT	
	Process of portfolio management- International diversification	01	Lecture PPT	
	Portfolio performance evaluation Sharp& Treynor & Jensen's measure	01	Numerical /practical	
	Portfolio revision- Active and passive strategies & formula plans in portfolio revision	01	Lecture PPT	
	Mutual funds- types, performance	01	Lecture PPT	
	evaluation of mutual funds	01	Case based teaching	
	functions of assets management companies	02	Lecture PPT	
Total				

Note: Internal Examinations, Class Test, Presentations and Assignment would be in addition to session plan. (As per internal assessment schedule of the Institute)

Dr. Navita Nathani
Professor,
Department of Management,
PIM, Gwalior

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

Session Plan

Subject: Accounting for Managers

Class: MBA I (D)(July- Dec 2018)

Unit -1

Learning Objectives:

1. To understand the Financial, Cost and management accounting
2. Use accounting and business terminology, and understand the nature and purpose of generally accepted accounting principles (GAAP).
3. To understand the differences among different branches of accounting
4. To identify and record the transactions in journal, ledger and trial balance.

Topic	Lectures required	Pedagogy
Introduction of Subject, Implications of subject in Practical environment. Scope, functions, Importance of Accounting	1	Presentation
Advantage & Disadvantage of financial accounting, Branches, System, Methods of Accounting	1	PPT
Accounting Terminology	1	PPT, Matching, Find the accounting word from Grid
Accounting Concepts & Conventions	1	PPT, Matching, Jumble words, one word exercise
Cost Accounting, Scope & functions	1	PPT, Examples
Management Accounting, Functions, Scope &Relationship & Difference between Management, Cost & Financial Accounting	1	PPT & Crossword Puzzle
Types of Accounts, Rules of Journalising, Journal Entries	4	PPT, Numerical problems
Ledger	1	Numerical Problems
Trial Balance	1	Numerical Problems
Total	12	

Unit II

1. be able to prepare financial statements
2. understand how financial information, primarily that provided by the financial statements, can be used to analyze business operations and make economic decisions
3. To strengthen students' knowledge of and ability to analyze financial statements using ratio and comparative financial statement techniques

Topic	Lectures required	Pedagogy
Financial Statements: Meaning, Objectives, Format, Adjustments	1	PPT
Final A/c with & without Adjustments	3	Numerical problems
Financial Statement Analysis: Need, techniques, advantages	1	PPT
Comparative Income statement & Balance sheet	1	Assignment on comparative Analysis of company (will be chosen by student)
Common size Income statement & Balance sheet	1	Assignment on comparative Analysis of company (will be chosen by student)
Ratio Analysis: types of ratios, importance, utility, and formulas, calculations of different ratios	3	Numerical problems, Assignment on ratio analysis of any company
Total	10	

Unit III

- To identify the application and source of funds
- To identify and analyse the cash flow from different activities
- Identify financial statement users and their needs, and describe how users' needs are usually satisfied.
- To explain the importance of ethical behaviour in financial reporting.

Topic	Lectures required	Pedagogy
Fund Flow Statements	4	Numerical Problems
Cash Flow statements	4	Numerical problems, Assignments
Financial Reporting	1	PPT
Human Resource Accounting	1	PPT
Total	10	

Unit IV

- To clear the concept of cost and classification of cost
- Students will know how to do cost accounting calculations for strategic, tactical and operational purposes.
- Students will learn how to do the calculations according to the following principles: activity-based costing, full costing, marginal costing and standard costing

Topic	Lectures required	Pedagogy

Concept Elements and Classification of cost	1	PPT
Methods and Techniques of costing, EOQ,Levels, ABC etc.	2	Case Study, Numerical Problems
Marginal costing and Break-Even Analysis,	4	Case Study, Numerical Problems
Responsibility Accounting	1	PPT
Corporate Governance.	1	PPT
Budgetary Control: Cash budget, Flexible budget, Sales, production, Zero base budget	4	Numerical Problems
Standard Costing	3	Numerical Problems
Total	16	

Total Lectures Required: 48

4 Test will be taken as per schedule.

Submitted By

Prof. Himani Saxena

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

		BBA SEM-V July-Dec 2018			
		Subject:- Banking Law and Practice Section-B + C Course Instructor – Dr.K.S.Rathore			
		Teaching Plan/Sessiion Plan			
		Syllabus Content	**No. of lectures**	**Objective**	**Teaching Pedagogy**
Unit-1		Introduction : Origin, Definitions, Functions of banks,		To acquire specialized knowledge of law and practice relating to Banking	Lectures/PPT /Case lets
		Classification of banks,Development and Organisational Structure of banks	2		Lectures/PPT /Case lets
		Challenges for Indian banking industry.	2		Lectures/PPT /Case lets
		Functions / Services and Principles of commercial banks	3		Lectures/PPT /Case Study
		Total	**7**		
UNIT-2		RBI and Banking Regulation Act:		To make understand students about RBI and its functions	Lectures/PPT /Case lets
		Reserve Bank of India – Organisation, Functions and Appraisal	2		Lectures/PPT /Case Study
		Powers of the Reserve bank and Nomination of deposit accounts and lockers	1		Lectures/PPT /Case lets
		Scheme of the banking regulation act	2		Lectures/PPT /Case lets
		Application of the act-general provisions, management and control, loans and advances	2		Lectures/PPT /Case lets
		Assets of a banking company.	1		Lectures/PPT /Case lets
		Total	**8**		
UNIT-3		**Banker and Customers Satisfaction:**		To explain students why banks and customer relations are required to sustained in the competitive edges	
		Meaning of banker and customer, Relationship between banker and customer	1		Lectures/PPT /Case lets
		Obligations of banker, Banker's duty to maintain secrecy of the customer's account and Rights of the banker.	2		Lectures/PPT /Case lets
		Customers satisfaction and its practices	2		Lectures/PPT /Case Study
		Total	**5**		
UNIT-4		**Accounts of Customers:**		To make understand	Lectures/PPT /Case lets

	Various types of deposit accounts – Opening and operation, Deposit schemes	2	students about the types of banks accounts and customers satisfactions	Lectures/PPT /Case lets
	Insurance of bank deposits and Steps for improving customer service in banks.	2		Lectures/PPT /Case lets
	Evaluation of customers satisfaction, Problems phased by the customers and suggestion for improvements.	2		Lectures/PPT /Case lets
	Total	**6**		
UNIT-5	Bank Credit and Policy:		To explain students about different committee report related to banks origin, functioning, rules amendment and its impact on present era	Lectures/PPT
	Dehejia Committee Report, 1969	2		Lectures/PPT
	Tandan Committee Report, 1975	2		Lectures/PPT
	Chore Committee Report, 1980	2		Lectures/PPT
	Marathe Committee Report, 1984	2		Lectures/PPT
	Recent RBI guidelines regarding bank credit.	2		Lectures/PPT
	Total	10		
	Grand total of No. of Lectures	36		

Session Plan
M.B.A I Semester *E*
Faculty Name: Dr. Ruturaj Baber
Subject Name: MBA- 106 Business Environment
Session July-December 2018

Learning objectives Unit-wise
Unit I:-
- **To enable student about the different types of environments in which business operates**
- **To create understanding among students regarding identification of forces which affect business**
- **To develop knowledge about different various economic systems**

Unit II
- **To develop understanding about various political systems, institutes which constitute political environment.**
- **To develop understanding about legal, socio-cultural and technological environment.**
- **To enable student about MRTP, FEMA, SEBI acts and their impact on business.**

Unit III
- **To impart students information about economic planning done in India.**
- **To impart information about banking system which is followed in India.**
- **To impart information about financial sectors reforms which have taken place in India.**
- **To know the Policies undertaken by RBI and Govt. of India to curb Inflation**

Unit IV
- **To develop understanding about evolution of E Banking in India**
- **To provide student information about new economic policy, EXIM policy and effects of LPG in India.**
- **To impart knowledge about consumerism and social responsibility of businesses.**

S.No	Unit Description	Session	Topics Covered	Pedagogy
Unit 1	Introduction & Economic Environment	Session 1	Concept of Business Environment, Significance and nature	PPT & Lecture
		Session 2	Environmental Scanning Meaning, nature and scope	PPT & Lecture
		Session 3	Interaction between internal and external environment	PPT & Lecture + Video on Sub-prime Crisis and its occurrence
		Session 4	Philosophy of capitalism	PPT & Lecture+ Class discussion on USA being a

				capitalist economy
		Session 5	Philosophy of capitalism	PPT & Lecture +Case study on Sub Prime Crisis
		Session 6	Philosophy of capitalism	PPT & Lecture
		Session 7	Philosophies of Socialism	PPT & Lecture
		Session 8	Philosophies of Socialism	PPT & Lecture
		Session 9	Philosophies of mixed economy	PPT & Lecture
		Session 10	Revision	Class Discussion on how to judge a good economic system
Unit 2	Political, Legal, Social and technological Environment	Session 11	Over view of political environment	PPT & Lecture
		Session 12	Over view of political environment	PPT & Lecture
		Session 13	Over view of Legal environment Social environment	PPT & Lecture + Video on Indian Legislature
		Session 14	Global environment	PPT & Lecture+ Class discussion on USA being a capitalist economy
		Session 15	MRTP	PPT & Lecture +Case study Playing Monopoly Microsoft
		Session 16	FEMA	PPT & Lecture
		Session 17	**SEBI**	PPT & Lecture. Video on how stock market works
		Session 18	Consumer Protection Act, it's impact on businesses	Class Discussion on Jago Grahak Jago Campaign

S.No	Unit Description	Session	Topics Covered	Pedagogy
Unit III		Session 18	Planning in India	PPT +Lecture
		Session 19	Industrial policy	PPT +Lecture
		Session 20	Industrial policy	PPT +Lecture
		Session 21	Monetary & Fiscal Policy	PPT +Lecture
		Session 22	Stock Exchange BSE & NSE	PPT +Lecture (Role Play)
		Session 23	Depositary system in India	PPT +Lecture
		Session 24	RBI and Banking Structure reforms	PPT +Lecture
		Session 25	Narsimhan Committee recommendations and	PPT +Lecture
		Session 26	Financial Sector Reforms	PPT +Lecture
		Session 27	**Test**	**Objective Type**
Unit IV		Session 28	E banking in India, trends and practices	PPT +Lecture
		Session 29	Developments in Indian Banking ATM, NEFT, RTGS, EMI, Credit Cards, Debit Cards	PPT +Lecture (Videos on how ATM works)
		Session 30	Consumerism	PPT +Lecture (Class Discussion on Ill effects of mortgage society)
		Session 31	Social Responsibility of Businesses	PPT +Lecture (Case study : Coca-Cola India's Corporate Social Responsibility Strategy)
		Session 32	New Economic Policy	PPT +Lecture
		Session 33	EXIM Policy	PPT +Lecture
		Session 34	FDI, MNC and TNC	PPT +Lecture (Videos on Coke operations)
		Session 35	Global Competitiveness	PPT +Lecture
		Session 36	**Test**	**Objective Type**

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

Session Plan: July-December 2018

Faculty's Name: Prof. Gunjan Dwivedi
Course: MBA I Semester
Subject: Accounting For Managerial Decisions
Session Objectives: The session plan is designed to provide an understanding about practical application of Accounting related concepts and implications in an organization. The main focus is on developing the basic understanding about accounting concepts useful for a Business Enterprise.
Resources: PPT Presentations   Numerical Questions   Case Studies   Classroom Discussion and   Classroom Exercise
Assessment (How Learning will be Recognized):   Through Internal Examination   Class Presentation   Case Evaluation   Small Projects
Class Strength: 60

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Session	Unit	Description
1	**Unit- 1**	Introduction and Scope of Accounting
2		Meaning, Functions & Importance of Accounting
3		Advantages & Disadvantages of Financial Accounting
4		Advantages & Disadvantages of Cost Accounting
5		Advantages & Disadvantages of Management Accounting
6		Relation between Financial, Cost and Management Accounting,
7		Concept, Conventions and Principles of Accounting
8		Journal: Types of Accounts & Basic Accounting Rules
9		Journal Entries Numerical Questions
10		Ledger: Basics
11		Ledger Numerical Questions
12		Trial Balance: Concept & Rules
13		Trial Balance: Numerical Questions
14	**Unit- 2**	Financial Statements and Financial Analysis: Meaning & Objectives
15		Preparation of Final Accounts: Basic Concept
16		Trading and Profit & Loss Account Numerical Questions
17		Balance-Sheet Preparation: With Problems & Adjustments
18		Comparative Statement
19		Common Size Statement
20		Ratio Analysis: Concept, Types & Interpretation
21		Liquidity & Profitability Ratio: Numerical Questions
22		Activity Ratio: Numerical Questions
23		Solvency Ratio: Numerical Questions
24		Trend Analysis
25	**Unit-3**	Financial Analysis & Introduction to Emerging Dimensions in Accounting
26		Funds Flow Statement- Meaning, Significance & Limitations
27		Fund Flow Statement: Numerical Questions
28		Preparation of Cash Flow Statement: Meaning, Significance & Limitations

29		Preparation as per AS-3 (Direct & Indirect Method), Numerical Questions
30		Introduction to International Financial Reporting Standards (IFRSs)
31		Price Level Accounting & Human Resource Accounting
32	**Unit-4**	Cost Analysis: Concept, Elements and Classification of Cost
33		Methods and Techniques of Costing
34		Marginal Costing and Break-Even Analysis
35		Advantages & Disadvantages of Cost- Volume Profit Analysis
36		Concept of Responsibility Accounting & Corporate Governance
37		Budgeting and Budgetary Control - Concept
38		Advantages & Disadvantages of Budgetary Control
39		Types of Budget
40		Preparation of Sales & Production Budget: Concept, Format & Numerical Questions
41		Preparation of Cash Budget: Concept, Format & Numerical Questions
42		Preparation of Flexible Budget: Concept, Format & Numerical Questions
43		Zero based Budgeting & Performance Budgeting
44		Standard Costing & Variance Analysis: Material & Labour

Faculty's Name: Prof. Gunjan Dwivedi
Course: B.Com (Hon.) 5th Sem.
Subject: Auditing
Session Objectives: The session plan is designed to provide an understanding about practical application of Audit principles & procedures in an organization. The main focus is on developing the basic understanding about auditing concepts useful for a Business Enterprise.
Resources: PPT Presentations   Numerical Questions   Case Studies   Classroom Discussion and

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Classroom Exercise
Assessment (How Learning will be Recognized):
Through Internal Examination
Class Presentation
Case Evaluation
Small Projects
Class Strength: 60

Session	Unit	Description
1	**Unit- 1**	Introduction, Meaning & Objects of Auditing
2		Basic Principles of Audit
3		Techniques of Audit
4		Classification of Audit
5	**Unit- 2**	Audit Planning
6		Internal Control
7		Internal Check
8		Internal Audit
9	**Unit-3**	Audit Procedure: Vouching Concept
10		Verification of Assets
11		Verification of Liabilities
12	**Unit-4**	Audit of Limited Companies: Qualification of Company Auditor
13		Disqualification of Company Auditor
14		Appointment of Company Auditor
15		Removal of Company Auditor
16		Remuneration of Company Auditor
17		Rights, Duties & Liabilities of Company Auditor
18		Audit Committee
19		Auditor's Report: Contents & Types
20		Auditor's Certificates

21		Emphasis on Companies (Auditor's Report) Order 2003 (CARO 2003)
22		Liabilities of Statutory Auditors in case of non-compliance
23	**Unit-5**	Special Areas of Audit
24		Special Features of Cost Audit
25		Special Features of Tax Audit
26		Special Features of Management Audit
27		Recent Trends in Auditing
28		Basic Consideration of Audit in EDP Environment
29		Relevant Auditing & Assurance Standards (AASs)
30		Relevant Case Studies/Problems

Faculty's Name: Prof. Gunjan Dwivedi
Course: BBA I Sem.
Subject: Financial Accounting
Session Objectives: The session plan is designed to provide an understanding about practical application of Financial Accounting Principles in an organization. The main focus is on developing the basic understanding about financial accounting concepts useful for a Business Enterprise.
Resources: PPT Presentations Numerical Questions Case Studies Classroom Discussion and Classroom Exercise
Assessment (How Learning will be Recognized): Through Internal Examination Class Presentation Case Evaluation Small Projects
Class Strength: 60

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

Session	Unit	Description
1	**Unit- 1**	Nature, Objectives & Concepts of Accounting
2		Conventions and Principles of Accounting
3		Double Entry System
4		Journal: Types of Accounts & Basic Accounting Rules
5		Journal Entries Numerical Questions
6		Ledger: Basics
7		Ledger Numerical Questions
8		Trial Balance: Concept & Rules
9		Trial Balance: Numerical Questions
10		Preparation of Bank Reconciliation Statement
11		Numerical Questions of Bank Reconciliation Statement
12	**Unit-2**	Concept of Capital and Revenue
13		Numerical Questions of Capital and Revenue
14		Preparation of Final Accounts: Basic Concept
15		Trading and Profit & Loss Account Numerical Questions
16		Balance-Sheet Numerical Questions: With Adjustments
17		Depreciation Accounting: Concept & Types
18		Numerical Questions of Depreciation Accounting
19	**Unit-3**	Accounts of Non-Trading Institutions: Concept
20		Receipts and Payment Accounts: Concept & Format
21		Numerical Questions of Receipts and Payment Accounts
22		Income and Expenditure Account: Concept & Format
23		Numerical Questions of Income and Expenditure Account
24	**Unit-4**	Accounting for Joint Venture
25		Numerical Questions of Joint Venture
26		Consignment Accounts: Concept & Rules
27		Numerical Questions of Consignment Accounts
28		Royalty Accounts: Concept & Numerical Questions

29	**Unit-5**	Branch Accounts: Concept
30		Branch Accounts: Numerical Questions
31		Departmental Accounts: Concept
32		Departmental Accounts: Numerical Questions

Faculty's Name: Prof. Gunjan Dwivedi
Course: BBA LLB II Sem.
Subject: Business Organization
Session Objectives: The session plan is designed to provide an understanding about practical application of Business Organization Principles in an organization. The main focus is on developing the basic understanding about business organization concepts useful for a Business Enterprise.
Resources: PPT Presentations Numerical Questions Case Studies Classroom Discussion and Classroom Exercise
Assessment (How Learning will be Recognized): Through Internal Examination Class Presentation Case Evaluation Small Projects
Class Strength: 06

Session	Unit	Description
1	**Unit- 1**	Nature & Scope of Business
2		Objectives of Business
3		Classification of Business Activities

4		Business System and Environment
5		Social Responsibilities of Business
6	**Unit-2**	Promotion and Forms of Business Organization
7		Concept & Stages of Promotion
8		Position & Functions of Promoter
9		Promotion of New Business
10		Forms of Business Organization: Sole Trader
11		Forms of Business Organization: Partnership
12		Joint Stock Company and Co-operative Society
13	**Unit-3**	Location of Business & Business Risk
14		Theories of Industrial Location
15		Factors affecting the Location of Industry
16		Government Policy towards the Localization
17		Concept of Combination
18		Merits & Demerits and Types of Combination
19		Nature, Types and Causes of Business Risks
20	**Unit-4**	Stock Exchanges: Functions of Stock Exchanges
21		Method of Trading on a Stock Exchange
22		Speculation and Stock Exchange
23		Factors affecting, Regulation and Control of Stock Exchanges
24		On-line Stock Trading, Products and Services
25	**Unit-5**	Entrepreneurial Process
26		Emerging Trends in Business
27		Government support to BPO in India
28		Basic Considerations in Setting up a Business Enterprises
29		Identification of business opportunity
30		Entrepreneurial Decisions Outsourcing of Different Types of Services

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

Faculty's Name: Prof. Gunjan Dwivedi
Course: MBA (I) 3rd Sem.
Subject: Higher Accounting
Session Objectives: The session plan is designed to provide an understanding about practical application of Higher Accounting Principles in an organization. The main focus is on developing the basic understanding about higher accounting concepts useful for a Business Enterprise.
Resources: PPT Presentations   Numerical Questions   Case Studies   Classroom Discussion and   Classroom Exercise
Assessment (How Learning will be Recognized):   Through Internal Examination   Class Presentation   Case Evaluation   Small Projects
Class Strength: 04

Session	Unit	Description
1	**Unit- 1**	Concept of Partnership
2		Partnership Deed
3		Preparation of Capital Account: Past Adjustment
4		Goodwill, Changes in Profit & Sharing Ratio
5		Admission of Partner: Concept & Basic Rules
6		Admission of Partner: Numerical Questions
7		Retirement of Partner: Concept & Basic Rules
8		Retirement of Partner: Numerical Questions

9		Death of Partner: Concept & Basic Rules
10		Death of Partner: Numerical Questions
11	**Unit- 2**	Amalgamation of Partnership Firms: Concept
12		Amalgamation of Partnership Firms: Numerical Questions
13		Dissolution of Partnership Firms: Basic Rules
14		Dissolution of Partnership Firms: Numerical Questions
15		Sale of Firm: Concept
16		Sale of Partnership Firms: Numerical Questions
17	**Unit-3**	Accounts of Hire Purchase: Concept & Format
18		Numerical Questions of Hire Purchase
19		Accounts of Installment System: Concept
20		Numerical Questions of Installment System
21		Investment Accounting
22		Accounting for Insurance Companies
23		Accounting for Banks
24		Accounting Policies for Banking Sector
25		Numerical Questions on Accounting for Insurance Companies & Banks
26	**Unit-4**	Double Account System: Basic Concept
27		Double Account System: Including Accounts of Electricity Companies
28		Numerical Questions of Accounts of Electricity Companies
29		Hotel Company's Accounts
30		Numerical Questions of Hotel Company's Accounts

Gunjan Dubey

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN

BUSINESS STATISTICS

COURSE: MBA I

SESSION: July- Dec 2018

Faculty Name: Smrita Bhadouria

SUBJECT CODE: 105

SYNOPSIS: Through this course students are introduced to the basic concepts of statistics. They will be able to understand and analyze the ongoing trends with the research implications.

COURSE OBJECTIVE: The objective of this course is to familiarize the student with the mathematical models and statistical techniques applied in management. The course emphasizes on its application in business decisions making.
- To impart the basic art and science of gathering, analyzing and using data to identify and resolve managerial and decision making problems.
- To develop skills in structuring and analyzing business problems using quantitative analysis.
- To develop aptitude and statistical thinking approach to business problems.
- To understand the effective use of computer software for resolution of statistical problems.

COURSE DURATION: The course will have sessions which are divided into four units. Each Unit consists of 10-15 sessions of 60 minutes each.

PEDAGOGY: Lectures, Presentations and Live Projects.

CASE STUDIES: Contemporary issues relevant to the subject accompanied by routine based on presentations.

LINKAGE WITH OTHER COURSES
Vertical - Research Methodology, Management Science
Horizontal - Managerial Economics

TEACHING METHODS
The course will use the following pedagogical tools:
(a) Discussion covering a cross section of decision situations.
(b) Discussions on issues and topics.
(c) Projects/ Assignments/ Quizzes/ Class participation etc.

INTERNAL EVALUATION

INTERNAL COMPONENT		MARKS
CLASS TEST & QUIZ	TEST I (Descriptive Test)	**09 (Best 3)** Each test will carry 3 marks**.**
	TEST II (Objective Quiz)	
	TEST III (Descriptive Test)	

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TEST IV (Objective Quiz)	
GROUP DISCUSSION	**03**
ASSIGNMENT	**04**
CLASS PRESENTATION	**03**
PERSONALITY DEVELOPMENT	**02**
SEMINAR PRESENTATION	**04**
CLASS ROOM ATTENDANCE	**03**
EXTRA MORAL LECTURE	**02**
TOTAL MARKS	**30**

CONDUCT OF INTERNALS

Internal Component	Total Number	Schedule
Class test	02	Test will be conducted at the end of the 1st and 3rd Unit
Subject Quiz	02	Quiz will be conducted at the end of the 2nd and 4th Unit.
Assignment	02	Assignment will be given at the end of 1st and 3rd Unit. Assignment will include topics related to theory and practical applications.

SESSION PLAN

Unit I: Role of Statistics: Applications of inferential statistics in managerial decision-making; **Measures of central tendency:** Mean, median and mode and their implications; **Measures of dispersion:** Range, Mean deviation, Standard deviation, Coefficient of Variation (C.V.), **Skewness, Kurtosis.**

Learning Objective: *At the end of this Unit the students will be able to understand the meaning and use of basic statistical terms used in Business Statistics. They would be able to understand and apply descriptive statistical measures on business situations.*

UNIT 1		
Session	**Topic to be covered**	**Teaching Aids**
1	Basic term and concept of Statistics and its role in managerial decision making	Theoretical concept will be delivered through power point presentation with the help of LCD projector.

Numerical problem will be explained with the help of white board and marker. |
2	Introduction of measure of Central tendency: Definition, Objective of averaging and its types **Measures of Central Tendency: Arithmetic Mean** and its advantages and disadvantages	
3	Computation of A.M. on various types of data representation	
4	Combined A.M, Discuss problem based on Combined Arithmetic Mean.	

5	Introduction of GM and its Computation	**Activities:**
6	Introduction of HM and its Computation	1. Cross Word Puzzle
7	**Measures of Central Tendency: Median** and its advantage, disadvantages and implications Computation of Median on various types of data representation	2. Quiz 3. Fill in the blanks
8	Concept of Partition Values: Quartiles, Deciles and Percentiles and its computations.	
9-10	**Measures of Central Tendency: Mode** and its advantage, disadvantages and implications Computation of Mode on various types of data representation	
11	Problems based on method of Grouping, Missing frequency and relationship between mean, median and mode	
12	**Measure of Dispersion :** Definition, Objective and methods Measures of Dispersion: concept and computation of Range, Semi-inter Quartile range and its coefficient	
13	Measures of Dispersion: concept and computation of Mean Deviation and standard deviation and its coefficient	
14-15	Concept of combined standard deviation and its computation Problems based on standard deviation and coefficient of variance	
16	**Measure of Skewness:** Definition, types Methods include Karl Pearson's and Bowley's coefficient of Skewness	
17	Concept and computation of Kurtosis and its measures based on moments.	
	Test I (Written Test)	

Unit II: Time series analysis: Concept, Additive and Multiplicative models, Components of time series, **Trend analysis:** Least square method -Linear and non-linear equations, Applications in business decision-making; **Index Numbers:** Meaning, Types of index numbers, uses of index numbers, Construction of price, Quantity and volume indices: Fixed base and chain base methods; **Correlation:** Meaning and types of correlation, Karl Pearson and Spearman rank correlation. **Regression:** Meaning, Regression equations and their application, Partial and multiple Correlations: An overview.

Learning Objective: *At the end of this unit the students will be able to understand and learn simple linear correlation and regression analysis, Trend analysis and their applications. Also the students would be able to learn and understand the concept of index number and its application in real life.*

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UNIT 2		
Session	**Topic to be covered**	**Teaching Aids**
18	Meaning of Time Series and its various components Additive and multiplicative models and its applications	Theoretical concept will be delivered through power point presentation with the help of LCD projector. Numerical problem will be explained with the help of white board and marker **Activities:** 1. Cross Word Puzzle 2. Quiz 3. Fill in the blanks
19	Measurement of Trend: Least square method – Linear equations	
20	Problems based on linear equations	
21	Measurement of Trend: Least square method – non-linear equations	
22	Problems based on non-linear equations	
23	**Index Number:** Meaning, types and uses of Index Numbers	
24	Computation of Index Numbers based on price, Quantity and volume	
25	Fixed base and chain base methods, Conversion of FBI to CBI and vice versa	
26	**Correlation:** Meaning and types of correlation, **Measures of correlation:** Scatter plot, Karl Pearson's coefficient of correlation	
27	Computation of problems based on Karl Pearson's correlation coefficient	
28	Measures of correlation: Spearman's Rank Correlation case (a) when ranks are not repeated case (b) when ranks are repeated	
29	Computation of problems based on Spearman's Rank Correlation	
30	**Regression Analysis:** Meaning and various types of regression equations and its coefficients	
31	Computation of regression equations using least square methods	
32	Computation of regression equations using mean and Standard Deviation.	
33	Application of regression equation in Business management , An overview on the concept of partial and multiple correlations	
	Test-II : Subject Quiz(I & II Unit)	

Unit III: Probability: Concept of probability and its uses in business decision-making; Addition and multiplication theorems, Bayes' Theorem and its applications. **Theoretical Distributions:** Concept and application of Binomial, Poisson and Normal distributions.

Learning Objective: *At the end of this units the students would be able to understand basic concepts of probability and its distributions and its applications in real life problems.*

UNIT 3		
Session	**Topic to be covered**	**Teaching Aids**

34	Probability: Concept, Importance and uses of Probability	Theoretical concept will be delivered through power point presentation with the help of LCD projector.
35	Calculation of Elementary Probability	
36	Problems based on addition and multiplication theorems	
37	Concept of Bayes theorem and its application	Numerical problem will be explained with the help of white board and marker.
38	Meaning of Probability distributions: Binomial distributions and its problems	
39	Poisson distributions and its problems	
40	Normal distributions and its problems based on area property	**Activities:** 1. Cross Word Puzzle 2. Quiz 3. Fill in the blanks
	Test 2	

Unit IV: Estimation Theory and Hypothesis Testing: Sampling theory, Formulation of hypotheses, Application of Z-test, t-test, F-test and Chi-Square test, Techniques of association of attributes & testing.

Learning Objective: *At the end of this unit the students would be able to understand the concept and apply statistical inference techniques (including statistical estimation and hypothesis testing) in business situations.*

UNIT 4		
Session	**Topic to be covered**	**Teaching Aids**
41-42	**Basic elements of statistical inference:** Sampling, sampling distributions, hypotheses, level of significance, degrees of freedom, test statistic, critical region Sampling theory	Theoretical concept will be delivered through power point presentation with the help of LCD projector.
43	Concept of t-test and its application	
44	Numerical based on t-test	
45	Concept of F-test and its application	Numerical problem will be explained with the help of white board and marker.
46	Numerical based on F-test	
47	Concept of Z-test and its application	
48	Numerical on Z-test	
49	Association of attributes: Basic Terminologies, Yule's coefficient of association of attributes	**Activities:** 1. Cross Word Puzzle 2. Quiz 3. Fill in the blanks
50	Concept of Chi-square Test: Meaning & its uses	
51	Definitions related to it	
52	Numerical on Chi-square Test	
	Subject Quiz	

SUGGESTED READINGS

BASIC TEXTBOOKS (LATEST EDITION)

Authors	Name of the Book	Publisher	Edition & Year of Publication
Ken Black	Business Statistics for Contemporary Decision Making	Wiley Student Edition	Fourth or Latest Edition
Richard I. Levin and David S. Rubin	Statistics for Management	Pearson Education	6th Edition or 7th Edition
D. P. Apte	Statistics for Managers	Excel Books	Latest Edition
Croxton and Cowden	Practical Business Statistics		
Zameeruddin Quazi, KhannaV.K., and BhambriS..K	Business Mathematics	Vani Educational Books	
L.R Potti	Quantitative Methods		
R S Bhardwaj	Business Statistics	Excel Books	
J I T S Chandan	Statistics for Business and Economics	Vikas Publication	
S P Gupta	Statistics	S.Chand & Sons	

REFERENCE BOOKS

Authors	Name of the Book	Publisher	Edition & Year of Publication
T N Srivastava and Shailaja Rego	Statistics for Management	TMH	Latest Edition
Amir D Aczel and Jayavel Sounderpandian	Complete Business Statistics	TMH	Latest Edition
J. K. Sharma	Business Statistics	Addison Wesley,-2000	2nd Edition or later Edition

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN FOR EVEN SEMESTER

Session Plan – Financial Management Jan- June 2019

Dr. Navita Nathani

UNIT 1: INTRODUCTION OF FINANACIAL MANAGEMENT
Total no. of Lectures: 10

Key Concepts: What Do I want the students to learn?

- **To Study the Basic terminologies**
- **To Understand the fundamentals of Finance**
- **To Know the scope, roles and responsibility of finance manager**

Lecture wise Schedule

Lectures	Topics to be taken	Exercise
Lecture 1	Basic concepts and terminologies	
Lecture 2	Finance Function, Nature, Objective Scope,	
Lecture 3	Three decision areas in finance, roles and responsibilities of Finance Manager	
Lecture 4	Financial Management, Nature, Objective, Scope, Profit maximization V/s wealth maximization	Identifying terminologies used in Newspaper- exercise on white board
Lecture 5	Financial Forecasting, Capitalization Over-Capitalization, Under Capitalization	Video based on Budgeting
Lecture 6	Time Value of Money, Discounting and compounding concepts	Practical questions and table readings
Lecture 7	Time Value of Money, Discounting and compounding concepts	Practical questions and table readings
Lecture 8	Risk and Return analysis	Practical questions
Lecture 9	Risk and Return analysis	Practical questions
Lecture 10	Revision of Unit 1	Quiz 1

* Presentation topics to be allotted to them in a team of two students.

Evaluation in %: (based on unit test)

Very Good, Good, Average, Poor, Very Poor

Dr. Navita Nathani

UNIT 3: CAPITAL STRUCTURE   Total no. of Lectures: 7

Key Concepts: What Do I want the students to learn?

- **To Study the sources of finance**
- **To Understand the fundamentals of Capital structure**

Lecture wise Schedule

Lectures	Topics to be taken	Exercise
Lecture 1	Capital structure, Factors Determining Capital Structure, Choice of Capital Structure Significance of Capital Structure, Factors Affecting Capital Structure	Video based on deal making or sources of finance
Lecture 2	Capital structure Theories- Net Income Approach, Net Operating Income (NOI) Approach,	
Lecture 3	Traditional Approach Modigliani Miller (MM) Approach	
Lecture 4	Leverages Operating Leverage, Financial Leverage Combined Leverage	Practical questions
Lecture 5	Cost of Capital, Factor affecting Cost of Capital, Measurement of Cost of Capitals	Practical questions
Lecture 6	Cost of capital, WACC	Practical questions
Lecture 7	Revision of unit	Cross word Puzzle

*Presentation topics to be allotted to them in a team of two students.

Evaluation in %: (based on unit test)

Very Good, Good, Average, Poor, Very Poor

Dr. Navita Nathani

UNIT 2 and part of 4: CAPITAL BUDGETING & WORKING CAP
Total no. of Lectures: 10

Key Concepts: What Do I want the students to learn?

- **To Study the concept of decision making in finance**
- **To Understand the fundamentals of Capital budgeting**
- **To analyse mutually exclusive projects**

Lecture wise Schedule

Lectures	Topics to be taken	Exercise
Lecture 1	Capital Budget Decision Kinds of Capital Budget Proposals Methods for evaluation	
Lecture 2	Payback , Accounting Rate of Return Net present value, Internal Rate of return	
Lecture 3	**Practical questions on CB techniques**	
Lecture 4	Introduction ,Objectives, Working Capital Assets, Components of WC	Analysis through Balance sheets of Companies
Lecture 5	Objectives of working capital management, Operating cycle	
Lecture 6	Factors influencing working capital including working capital policy of the business enterprise	
Lecture 7	Estimation of working capital and sources of working capital	Case study "Making working capital works"
Lecture 8	Cash management	
Lecture 9	Inventory management	
Lecture 10	Receivables management	

*Presentation to be taken.

Evaluation in %: (based on unit test)

Very Good, Good, Average, Poor, Very Poor

Dr. Navita Nathani

UNIT 4: DIVIDEND AND DIVIDEND POLICY and SPECIAL TOPICS IN FINANCE
Total no. of Lectures: 7

Key Concepts: What Do I want the students to learn?

- **To Study the concept of Dividend**
- **To Understand the fundamentals of dividend policy**

Lecture wise Schedule

Lectures	Topics to be taken	Exercise
Lecture 1	Introduction and types of Dividend Policy	
Lecture 2	Theories of Dividend Irrelevance Theory, Relevance Theory Traditional View, Walters model Gorden model	LTM on
Lecture 3	Factors That Influence Dividend Policy Stock Dividends, Stock Split Stock Repurchases,	
Lecture 4	International Financial Mgmt,	
Lecture 5	Financial Planning and Forecasting Green Finance	
Lecture 6	Venture financing	
Lecture 7	Financial Reengineering	
Lecture 8	Revision	Unit Test

Suggested readings

- James C. Van Home, Financial Management & Policy, Pearson Education

- Prasanna Chandra, Financial Management, Tata McGraw Hill
- IM Pandey, Financial Management, Vikas Pub. House Pvt.Ltd.
- M.Y. Khan and Jain, Financial Management, Tata McGraw Hill
- Ravi M Kishore, Financial Management, Taxmann
- M.Y. Khan, Text, Cases and Problems Tata McGraw Hill

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN Jan-July 2019			
Sub- Project Mangement	**Class – MBA IV**	**Sub code-MBA FM 03**	**Total lectures - 33**

Unit 1- Project Management
Learning objectives:
- The main purpose of this lesson is to give students an opportunity to apply the concepts of Project Management using Project Management Techniques.
- The students will explore the various Project Management Techniques and will apply them to understand team activities.
- Project Management involves planning, monitoring, and coordinating all aspects of a project, and the motivation of all those involved, in order to achieve desired results.

Contents	lectures required	Teaching pedagogy	Evaluation
Specific Objectives Define what Project Management is. • Apply the seven Project Management Techniques. • Describe the Project Management Planning Process. • Use the most common Project Management Organizational Tools. • Complete Project Management Team Human aspects of project Project life cycle	07	Power point presentations Video on how to select project idea Learning through movie – phase of project management	Quiz on terminologies Crossword

Unit 2- Generation and screening of project Ideas
Learning objectives:
 Students will use handout as notes.
Student teams will complete a specific Project Management Task List and Schedule.

| Generation of ideas
 Monitoring the environment
 Corporate appraisal
 Scanning for project ideas
 Preliminary screening
 Project Management Planning Process.
 Planning Monitoring Project Management Organizational Tools
  Task List and Schedule
 Gantt Chart | 08 | Video on generation of ideas

 Ppt

 Brainstorming for generating innovative and creative ideas | Group activity |

Unit 3- Project Formulation and networking Technique
Learning objectives:
 Students will be able to estimate required time for completion of a project.
Student teams will complete an individual activity by analysing cases .

Students will learn path determination.			
Project formulation – marketing , technical, financial aspects of project formulation , development of project network, time estimation, determination of critical path, PERT , CPM Project review and administrative aspects	10	Video on how to write a detailed project report Projections through stories Ppt Numerical problems	Individual activity Case studies 1.Who is the project manager 2. When to say enough 3. Corporate social responsibility
Unit 4- Financial Analysis Learning objectives: Students will understand how to calculate total cost of the project. Student teams will complete a specific Project after presentations			
Cost of the project, means of finance, working capital requirement and its financing, projections of profitability and cash flow statements	08	Ppt Numerical problems and financial statements	Group activity/ Individual activity Presentations on project ideas selected earlier Case study on – making working capital work

Dr. Navita Nathani
Subject teacher- Project Management

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN

NAME: Dr. Garima Mathur

SUBJECT: RESEARCH METHODOLOGY

CLASS: MBA – II

SESSION: JAN-JUNE 2019

Over all Aim: To develop inductive and logical approach towards decision making in day to day business life among students.

Equipment required for sessions: LCD, Laptop, Computer Labs with internet Facility and with SPSS Software.

Unit I

Learning Objective: The session has been planned to help students to:		
1. Understand the term 'Research, Business Research' 2. Developing familiarity with research related terminologies, Study Research Process. 3. Research problem, Differentiate between research problem and problems faced during conduction of research 4. How to select research problem 5. Types of research design.		
Session No.	**Topics / Assignments**	**Remarks**
1	Introduction: Faculty-student interaction	
2.	Concept of Research and Applications in various functions of Management	
3.	Types of Research	
4.	Types of Business Problems Encountered by the Researcher	
4.	Problems and Precautions to the Researcher	
6.	Process of Research: steps involved	
6.	Research Design: Various Methods of Research Design	
7.	**Exercise – 1, What type of research is used in specific problem?**	
8.	**Case Study**	
Learning Outcomes: After completing this chapter students will be able to:		
1. Understanding how to identify & formulate research problems 2. Practicing writing literature review 3. Developing capabilities of setting and identify objectives of research		

	4. Formulate Hypothesis

Unit-II

Learning Objective: The main objective of this session is to make students comfortable with

1. Hypothesis
2. Sampling
3. Questionnaire Design

Session No.	Topics / Assignments	Remarks
1	Collection of Data, Concept of Sample and Sample Size	
2.	Types of Sampling Techniques and Sampling procedures	
3.	Determination and Selection of Sample Members	
4.	Types of Data and Collection of Data	
5.	Questionnaire, Types of Questions, Sequencing and Length of Questionnaire	
6.	Precautions in Preparation of Questionnaire	
7.	**Exercise- 1 Designing Questionnaire and Schedule**	

Learning Outcomes: After completing this chapter students will be able to:

1. Understand Sampling methods
2. Know research designs and problem associated with each of them
3. Understand how questionnaires are prepared

Unit III

Learning Objective: The main objective of this session is to make students comfortable with

1. Data Analysis
2. Testing Association
3. Testing Differences
4. Ethical Issues in research
5. Editing & tabulation of data
6. Testing hypothesis
7. Understand the concept and application of ANOVA

Session No.	Topics / Assignments	Remarks
1	Introduction: Analysis of Data	
2.	Coding, Editing and Tabulation of Data	

3.	Various Kinds of Charts and Diagrams used in Data Analysis	
4.	Bar and Pie Diagrams and their Significance	
5.	**Use of SPSS in Data Analysis**	
6.	**Applications and analysis of ANOVA**	
7.	**Measurement and Central Tendency**	
8.	Measure of Dispersion and their advantages	
9.	Practical Sessions on Data Tabulation	
9.	Practical Sessions on Data Analysis	

Learning Outcomes: After completing this chapter students will be able to:

1. Understand how data is fed
2. Interpret the Results
3. Understand data analysis techniques

Unit IV

Learning Objective: The main objective of this session is to make students comfortable with

1. Format of research report
2. Footnoting & index

Session No.	Topics / Assignments	Remarks
1	Report Preparation	
2.	Types and layout of Research Report	
3.	Precautions in Preparing Research Report	
4.	Bibliography in Report	
5.	Annexure in the Report: Significance and Conclusion	
6.	Suggestions and Recommendations to Concerned Persons	
15.	**Report Submission**	

Learning Outcomes: After completing this chapter students will be able to:

1. Prepare their Research Reports

Dr. Garima Mathur

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

SESSION PLAN

NAME: DR. GAURAV JAISWAL

SUBJECT: HUMAN RESOURCE MANAGEMENT

CLASS: MBA – II (A & D SECTION)

SESSION: JAN - JUNE 2019

Learning Objectives: One of the main objectives of the study of human resource management is to understand the employees and to learn the various HRM functions. It dealt with managing people within the organization.

Unit – I

To understand the evolution of the concept of HRM, various functions of HRM, Duties of HRM and the HRM in the Indian Scenario.

Unit – II

To understand how the organizations are dealing with the problem of recruitment & selection of employees. To understand how the managers ensure to have right person at right place.
Unit – III

To understand the maintenance of Employees, To evaluate the employees performance during the job.

Unit-IV
To understand the relationship of Management and employees, the employees' rights, their grievances, Workers Participation in Management.

Unit-V
To understand various contemporary issues in HRM.

Session Wise Unit Plan:

Session No.	Unit	Topics / Assignments
1		Meaning of Human Resource Management, Nature, Scope and significance of HRM.
2.	Unit - I	Evolution of HRM, HRM in Indian scenario
3.		Functions of HRM,
4.		The changing environment and duties of HR Management,
5.		Case Study - 1

6.		Objective Test - 1
7.	Unit - II	HR planning, Recruitment,
8.		Job Analysis,
9.		Methods and Techniques of Selection.
10.		Internal Mobility and Separation of Employees
11.		Transfer and Promotion,
12.		Role Play – The Interview Board
13.	Unit - III	HRD-concept. Goals of HRD
14		Training –concept, training process,
15		Training techniques;
16		Performance Appraisal – Concept, Process,
17		Appraisal Techniques
18		Objective Test - 2
19	Unit - IV	Managing employee relations Labour relation, .
20		dispute and their resolution,
21		collective bargaining,
22		employee welfare a brief introduction,
23		Employee grievances and their redressal,
24		worker's participation in Management
25		Case Study - 2 Employees Grievances
26	Unit - V	Other contemporary issues in HRM Employee compensation-concept,

27		factors affecting employee compensation, components of employee pay
28		knowledge management,
29		Human Resource Information System- A Brief Introduction.
30		Case Study – 3, Issue of Employees Compensation

Suggested Readings:

1. **Gary Dessler -A framework for Human Resource Management, Pearson education,Ltd.**
2. **K. Aswathappa ,Human Resource and Personnel Management, Tata Mc-Graw Hill**
3. **Edwin B.Flippo, Personnel Management, McGraw Hill.**
4. **V.S.P.Rao, Human Resource Management, Excel Books**

PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR

Sessions Plan of Marketing Management			
Name	**Brahmmanand Sharma**		**Session-Jan-June 2019**
Class	**MBA 2nd B**		
Session	**Topic**	**Tools used**	**Learning Objectives**
1	Basic Marketing Concepts	Discussion and explanation of basic concepts	The students will learn basic concepts of Market, Marketing, difference between marketing and selling, Marketing Orientation, Marketing mix And Marketing Environment
2	Market and Marketing concept, Modern concept of marketing	Explanation of concept through discussion	
3	Concept and functions of Marketing management, Difference between marketing, selling.Scope and Importance of Marketing	Power Point Presentation (PPT), Examples	
4	Marketing Evolution	PPT and Black Board, Examples	
5	Marketing Mix	PPT and Black Board, Examples	
6	Marketing Environment	PPT and Black Board, Examples	
7	Concept of Consumer behaviour	Discussion and explanation of basic concepts	The students will learn the concepts related to the consumer behaviour, consumer buying process, buying motives, factors affecting buying decision, buying adoption process.
8	Consumer Buying Process,Consumer Buying Adoption Process and Buying Motives	PPT and Black Board, Examples	
9	factors influencing the consumer buying decisions	PPT and Black Board, Examples	
10	Concept of Product and STP	Discussion and explanation of basic concepts	Learning involves the Description of

11	Bases for Segmentation and Targeting	PPT and Black Board, Examples	Segmentation, Targeting and Positiong. Different bases of Segmentation and Positioning, Product differentiation vs marketing segmentation.
12	Positioning and Bases for Positioning	PPT and Black Board, Examples	
13	Concept of STP	Discussion and explanation of basic concepts	Learning involves the meaning of product, product planning, product mix, product line and product life cycle
14	Components of product planning	PPT and Black Board	
15	Product classification, Product mix	PPT and Black Board, Examples	
16	Product line, Product life cycle	PPT and Black Board, Examples	
17	Concept Pricing and its significance	Discussion and explanation of basic concepts	The students will learn the role of pricing, pricing decisions, pricing policies and strategies
18	Factors influencing the product pricing decisions, Pricing policies and strategies	PPT and Black Board, Examples	
19	Role of Promotion and its Nature	Discussion and explanation of basic concepts	Learning involves the description of promotion, types of promotion, promotion mix,communication planning and control and Factors affecting promotion mix.
20	Types of promotion	PPT and Black Board, Examples	
21	Promotion Mix, Communication Planning and Control	PPT and Black Board, Examples	
22	Meaning of channel of distribution	Discussion and explanation of basic concepts	Learning involves the meaning of channel of distribution, marketing channels, intermediaries, channel policies and strategies, Retailing, its types and Retailing scenario in india.
23	Classification of channels	PPT and Black Board, Examples	
24	Choice of channels of distribution, Factor affecting choice of distribution channel	PPT and Black Board, Examples	
25	Types of intermediaries-	PPT and Black Board, Examples	

	Wholesaling and Retailing		
26	Types of Retailing, Retailing Scenario in india	PPT and Black Board	
27	Concept of Rural Marketing and Marketing Issues	Discussion and explanation of basic concepts	Learning involves the description of Rural Marketing, Marketing mix for Rural Marketing, Understanding Rural market and marketing, recent issues in marketing, relationship marketing, direct marketing and online marketing.
28	Features of Rural Marketing, Marketing Mix for Rural Marketing	PPT and Black Board, Examples	
29	Recent issues and Development in Marketing, Ethics in Marketing	PPT and Black Board, Examples	
30	Online Marketing, Direct Marketing, Green Marketing	PPT and Black Board, Examples	

Session Plan for BBA Second Semester

SUBJECT: Business statistics
FACULTY: AP. Smrita Bhadouria
Session: Jan –June 2019

CODE: 203

SYNOPSIS: Through this course students are introduced to the concepts of statistics. They will learn to study and analyze the ongoing trends with the research implications.

Learning Objective: The objective of this course is to familiarize the student with the mathematical models and statistical techniques applied in management. The course emphasizes on its application in business decisions than on theoretical competence.

- To impart the basic art and science of gathering, analyzing and using data to identify and resolve managerial and decision making problems.
- To develop skills in structuring and analyzing business problems using quantitative analysis.
- To develop aptitude and statistical thinking approach to business problems.
- To understand the effective use of computer software for resolution of statistical problems.

Course Duration: The course will have sessions which are divided into Units. Each Unit consists of 10-15 sessions of 60 minutes each.

PEDAGOGY: Concept based lectures accompanied by practical problems or numerical.
Teaching Aids: White Board, Power Point Presentation and videos
Case Studies: Contemporary issues relevant to the subject accompanied by routine based on presentations.

Linkage with Other Courses:
Vertical - Research Methodology, Management Science
Horizontal - Managerial Economics

Teaching Methods:
The course will use the following pedagogical tools:
(a) Discussion covering a cross section of decision situations.
(b) Discussions on issues and topics.
(c) Projects/ Assignments/ Quizzes/ Class participation etc.

Internal Evaluation:

Class test : Written Test	04	04(Best two)
Subject Quiz	02	
Basic English		02
Class Attendance		01

Class Presentation		**01**
Seminar presentation		**02**
Total		**10**

Conduct of Internals:

Internal Component	Total Number	Schedule
Class test	2	Test shall be conducted at the end of the 1st, 3rd Units
Subject Quiz	1	Quiz will be conducted at the end of the 4th and 5th Units.

Suggested Readings:
Basic Textbooks (Latest Edition)

Authors	Name of the Book	Publisher	Edition & Year of Publication
Ken Black	Business Statistics for Contemporary Decision Making	Wiley Student Edition	Fourth or later edition
Richard I. Levin and David S. Rubin	Statistics for Management	Pearson Education	6th Edition or 7th Edition
D. P. Apte	Statistics for Managers	Excel Books	Latest Edition
Croxton and Cowden	Practical Business Statistics		
Zameeruddin Quazi, KhannaV.K., and BhambriS..K	Business Mathematics	Vani Educational Books	
L.R Potti	Quantitative Methods		
R S Bhardwaj	Business Statistics	Excel Books	
J I T S Chandan	Statistics for Business and Economics	Vikas Publication	
S P Gupta	Statistics	S.Chand & Sons	

Reference Books

Authors	Name of the Book	Publisher	Edition & Year of Publication
T N Srivastava and Shailaja Rego	Statistics for Management	TMH	Latest Edition
Amir D Aczel and Jayavel	Complete Business Statistics	TMH	Latest Edition

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Sounderpandian			
J. K. Sharma	Business Statistics	Addison Wesley,- 2000	2nd Edition or later Edition

Session Plan:

Syllabus of Unit-1

Concept Scope ,characteristics, uses and limitations of statistics, Function distrust and misuse of statistics, Collection and editing of the data, Classification &tabulation of data, Census and sample investigation.

Role of Statistics: Applications of inferential statistics in managerial decision-making;

Objective: At the end of the Unit the students will be able to understand the meaning and role of statistics in different areas how statistical terms used in business. They would be able to understand the types of data collection and how to select sample from the population and apply descriptive statistical measures to business situations.

Session	Topics
	UNIT I
1-2	Concept Scope ,characteristics, uses and limitations of statistics
3	Discuss the function, distrust and misuse of statistics
4	Collection and editing of data
5	Classification and tabulation of data
6	Census and sample investigation
7	Test 1

Syllabus of unit-2

 Measures of central tendency: Mean, median and mode and their implications

Objective: At the end of the Unit the students will be able to understand the types of measures of central tendency (mean median and mode) and how they implement in business statistics. They would be able to understand and apply descriptive statistical measures to business situations.

	UNIT II
8	Concept and introduction about measures of central tendency
9	Introduction of types of series and frequency distribution
10	Concept of mean and its application
11-13	Numerical based on mean (A.M. ,G.M.& H.M.)
14	Concept of median and its application
15	Numerical based on median
16	Concept of mode and its application
17-18	Numerical based on mode (grouping &Formula method)
19	Discuss the advantage and limitations of Mean, Median and Mode
20	Discuss the Problems related to mean ,median and mode
21	Test-2

Syllabus of unit-3:

 Measures of Dispersion: Quartile Deviation Mean Deviation Standard deviation and C.V.

Measures of Skewness: Types of skewness, coefficient of skewness by using Karl Pearson's and Bowley's

Objective: At the end of these units the students would be able to understand basic concepts of dispersion and skewness .They would be able to understand and apply descriptive statistical measures to business situations.

	UNIT III
22	Second characteristic of data: Dispersion and its various measures
23-24	Measures of Dispersion: concept and computation of Range, Semi-inter Quartile range and its coefficient
25-26	Measures of Dispersion: concept and computation of Mean Deviation and standard deviation and its coefficient
27	More problems on standard deviation and coefficient of variance
28	Concept of skewness and its types and measures
29	Computation of Coefficient of Skewness by Karl Pearson's
30	Computation of Coefficient of Skewness by Bowley's
40	Discuss the Problems and doubts related whole unit

Syllabus of unit-4:

Index Numbers: Meaning, Types of index numbers, uses of index numbers, Construction of price, Quantity and volume indices: Fixed base and chain base methods and methods of Index number (Simple and weighted).

Objective: At the end of this unit the students would be able to understand the concept of Index number and how index number is applied in business and economics.

	UNIT IV
41	Meaning, types and uses of Index Numbers
42	Computation of Index Numbers based on price, Quantity and volume
43	Fixed base and chain base methods, Conversion of FBI to CBI and vice versa
44	Methods of Index Number (simple aggregative Index number)
46	Simple average of price relative method
47	Weighted aggregative index number
48	Weighted average of price relative method
49	Fisher's Ideal Index Number
50	Construction of cost of living index number
51	Discuss the Problems and doubts related to whole unit
	Subject Quiz
	UNIT -V

Unit Syllabus:

Correlation: Meaning and types of correlation, Methods coefficient of correlation by Karl Pearson ,Spearman rank correlation and Concurrent deviation and Probable error.

Objective: At the end of this unit the students will be able to understand and learn simple linear correlation and its applications. Also the students would be able to learn and understand the concept of partial and multiple correlations.

52	Meaning and types of correlation

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53	Measures of correlation by scatter plot
54-55	Coefficient of correlation by Karl pearson's and its numerical
56	Measures of correlation: Spearman's Rank Correlation case (a) when ranks are not repeated
57	case (b) when ranks are repeated
58	Measures of correlation: Concurrent deviation Method
59	Probable Error and its significance
60	Discuss the Problems and doubts related to whole unit

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BBA SEM-II, , JAN-JUNE 2019			
Subject:- Managerial Economics (201) Section-C AND D Course Instructor – Dr.K.S.Rathore			
Teaching Plan			
	Syllabus Content	**Objectives**	**No. of lectures**
Unit-1	**Nature and Scope of Managerial Economics** :		
	Nature, Scope and Significance of managerial economics,	To Understand the meaning and scope of the subject Economics	2
	Role and Responsibility of managerial economists	To Understand the meaning of and the distinction between the terms	2
	Fundamental concepts. Objectives of a firm.	To Microeconomics and Macroeconomics To Understand the subject matter of Microeconomics To Understand the importance and significance of Microeconomics To Understand the limitations of Microeconomic To Understand method and role of forecasing in decsion making	3
	Total		**7**
UNIT-2	**Analysis of Individual Demand:**		
	Theory of demand, The law of demand,	To understand about the concept of demand, ,production and its associates in decision making	2
	Measurement of utility, Law of diminishing marginal utility		3
	Indifference curves.Consumer's equilibrium,		3
	Total		**8**
UNIT-3	**Theory of Production**		
	Basic concepts of production, Laws of production,	To understand application of production function in maximizing output	1
	Laws of returns to scale,		2
	Laws of returns to scale through production function,		2
	Optional input combination.		2
	Total		**7**
UNIT-4	**Market Demand and Demand Elasticities:**		

	Meaning of market demand, Types of demand, Determinants of market demand, Demand function,	**To make students enable to know impact of prices on demand**	3
	Elasticity of demand.		4
	Total		**7**
UNIT-5	**Business and Demand Forecasting**		
	Meaning of demand forecasting, Techniques of forecasting demand- Survey and Statistical methods,	**To enable students to use effective forecasting tools to get accurate forecast**	**5**
	Demand estimation for new products.		**2**
	Total		**7**
Grand total of No. of Lectures			**36**

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Session : Jan- June 2019				
Faculty	Praveen Aronkar			
Subject	Industrial Marketing			
Class	BBA VI			
Unit	Topic	Objectives	Pedagogy	Lecture No
1	Concept and Nature of Industrial Marketing	To explain concept and characteristic of IM and IM customers	Lecture	1
	Industrial vs Consumer Marketing	To identify differences b/w IM and CM	Lecture	1
	Industrial Marketing Environment	To discuss IM environment	lecture and discussion	2
	Levels of Industrial Marketing environment	To describe various levels of IM	lecture	2
	Government Influence on Industrial Marketing	To discuss role of Govt. on IM	lecture and discussion	3
	Resellers Market	To identify characteristic of resellers M	lecture	4
		To discuss importance of resellers M	lecture and discussion	4
2	Industrial Customer	To identify different types of IC	Lecture	5
	Classification of Industrial product	To identify and discuss Ind products	Lecture	5
	Organizational Buying Behavior	To explain organisation's buying objectives	Lecture	6
	Organizational Buying Activities and Buying Process	To discuss Org Buying process	lecture and discussion	6
	Internal	To test the understanding of students	Descriptive	7
	Industrial Market Segmentation	To identify various Ind Mkt segmentation	Lecture	8
	Bases for segmentation	To describe macro/micro variables of IM	lecture and discussion	8
		To explain target marketing	Lecture	9

	Target Marketing and Product Positioning	To discuss product positioning	lecture and discussion	9
	Case study	To discuss real industry situation	Discussion	10
3	strategic Planning	To explain and discuss strategic planning in business marketing	lecture and discussion	11
	Strategic planning process	To explain and discuss SP at corporate and Bus. Unit level	lecture and discussion	12
		To discuss Ind Mkt Plan	lecture	12
	Role of Marketing Research	To identify scope of IM research	lecture and discussion	13
	Difference Between Ind and Consumer R	To discuss differences b/w Ind and consumer research	Lecture	13
	Process of Industrial Marketing Research	To describe Ind Mkt Res process	Lecture	14
	Internal	To test the understanding of students	Descriptive	15
	Case study	To test problem solving skills of students	Test	16
4	Industrial product Management	To explain Ind product strategy	Lecture	17
	Industrial product life cycle	To explain and discuss I PLC strategy	lecture and discussion	18
		To explain I P evaluation matrix	Lecture	19
		To explain I P perceptual mapping technique	Lecture	19
	New product Development Process	To discuss different phases of NPD	lecture and discussion	20
	Pricing strategy and policy	To identify factors effecting I P pricing	lecture and discussion	21
	Factors influencing pricing strategy	To describe various strategies for I P pricing	Lecture	21
	Internal	To test the understanding of students	Objective	22
	Case study	To discuss real industry situation	Discussion	23
	Class presentations	To test presentation skills of students	students presentation	24
5	Promotion and distribution management	To explain various steps of Ind Mkt communication	Lecture	28
		To identify various promotional tools for Ind Mkt	Lecture	28

	Advertising in Industrial Marketing, Ind Adv Media	To explain decision stages for Ind Mkt advertising	Lecture	29
	Sales promotion and publicity	To discuss the importance of sales promotion in Ind Mkt	lecture and discussion	30
		To discuss the role of publicity and public relations in Ind Mkt	lecture and discussion	30
	Ind Sales force	To discuss the role of personnel sales in Ind Mkt	lecture and discussion	31
		To explain and discuss personnel selling process	lecture and discussion	31
	Selecting, Recruiting, Training and development	To describe criteria and methods of sales force management	Lecture	32
	Motivating and directing			
	Need of Distributer and Choosing right Distributer	To discuss the need and benefits of distributor in Ind Mkt	lecture and discussion	33
		To identify factors for selecting a distributor	Lecture	33
	Physical distribution and Marketing Strategy	To explain diff strategies for physical distribution of Ind Products	Lecture	33
	Case study	To test problem solving skills of students	Test	34
	Internal	To test the understanding of students	Objective	35

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SESSION PLAN FOR BCA VI (Session-June 2019) SEMESTER

SUBJECT: Probability & Statistics
FACULTY: Prof. Smrita Bhadouria

CODE: 601

SYNOPSIS: Through this course students are introduced to the concepts of statistics. They will learn to study and analyze the ongoing trends with the research implications.

Learning Objective: The objective of this course is to familiarize the student with the mathematical models and statistical techniques applied in management. The course emphasizes on its application in business decisions than on theoretical competence.
- To impart the basic art and science of gathering, analyzing and using data to identify and resolve managerial and decision making problems.
- To develop skills in structuring and analyzing business problems using quantitative analysis.
- To develop aptitude and statistical thinking approach to business problems.
- To understand the effective use of computer software for resolution of statistical problems.

Course Duration: The course will have sessions which are divided into Units. Each Unit consists of 10-15 sessions of 60 minutes each.

PEDAGOGY: Concept based lectures accompanied by practical problems or numericals.
Teaching Aids: White Board Power Point Presentation & videos
Case Studies: Contemporary issues relevant to the subject accompanied by routine based on presentations.

Linkage with Other Courses:
Vertical - Research Methodology, Management Science
Horizontal - Managerial Economics

Teaching Methods:
The course will use the following pedagogical tools:
(a) Discussion covering a cross section of decision situations.
(b) Discussions on issues and topics.
(c) Projects/ Assignments/ Quizzes/ Class participation etc.

Internal Evaluation:

Class test : Written Test	02	06(Best Two)
Subject Quiz	01	
Comprehensive Quiz		02
Class Attendance		02
Class Presentation		02

Project Presentation		**03**
Group Discussion		**03**
Aptitude		**02**
Total		**20**

Conduct of Internals:

Internal Component	Total Number	Schedule
Class test	2	Test shall be conducted at the end of the 1st, 3rd Units
Subject Quiz	1	Quiz will be conducted at the end of 4th Unit.

Suggested Readings:
Basic Textbooks (Latest Edition)

Authors	Name of the Book	Publisher	Edition & Year of Publication
Ken Black	Business Statistics for Contemporary Decision Making	Wiley Student Edition	Fourth or later edition
Richard I. Levin and David S. Rubin	Statistics for Management	Pearson Education	6th Edition or 7th Edition
D. P. Apte	Statistics for Managers	Excel Books	Latest Edition
Croxton and Cowden	Practical Business Statistics		
Zameeruddin Quazi, KhannaV.K., and BhambriS..K	Business Mathematics	Vani Educational Books	
L.R Potti	Quantitative Methods		
R S Bhardwaj	Business Statistics	Excel Books	
J I T S Chandan	Statistics for Business and Economics	Vikas Publication	
S P Gupta	Statistics	S.Chand & Sons	

Reference Books

Authors	Name of the Book	Publisher	Edition & Year of Publication
T N Srivastava and Shailaja Rego	Statistics for Management	TMH	Latest Edition
Amir D Aczel and	Complete Business	TMH	Latest Edition

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Jayavel Sounderpandian	Statistics		
J. K. Sharma	Business Statistics	Addison Wesley,- 2000	2nd Edition or later Edition

Session Plan:

Syllabus of Unit-1
Introduction: Frequency distribution, frequency charts, histograms, frequency polygons and cumulative frequency distribution, Ogive. **Measures of central tendency:** Mean, median and mode and their implications; **Measures of dispersion:** Range, Mean deviation, Standard deviation, Coefficient of Variation (C.V.),

Objective: At the end of the unit, students will be able understand the basic concept of a frequency distribution as an organized display showing where all of the individual scores are located on the scale of measurement. Students should be able to organize data into a regular or a grouped frequency distribution table. The students will also be able to understand the meaning and use of statistical terms (mean median and mode) used in real life problems. They would be able to understand and apply descriptive statistical measures to business situations.

Session	Topics
	UNIT I
1	Concept of frequency distribution and frequency charts
2-3	Different types of frequency graphs (histograms, frequency polygon,cumulative frequency curve)
4	Measures of Central Tendency: Mean, Median, Mode, GM & HM
5-7	Numerical based on mean, median and mode
8	Derivation based on relationship between mean, median and mode
9	Introduction of Measures of Dispersion and Method based on Range
9	Quartile Deviation and its numerical
10	Mean deviation and its numerical
11	Standard deviation and its numerical
12	Coefficient of Variation
13	Test 1

Syllabus of unit-2:

Moments Skewness and Kurtosis: Types of moments, relation between moments, Sheppard's correction Skewness and kurtosis generating function

Elementary Probability Theory: Sample space, Events, Definition of probability, theorem on total and compound probability independent and dependent events, exclusive events and mathematical expectation.

Objective: At the end of this unit, the students will be able to understand and learn the concept of skewness and kurtosis and their utility in data interpretation. They would be able to understand the Basic concept of probability theory and their application in real life.

	UNIT II
14	Basic concept of moments and its types
15	Sheppard's correction and Introduction of skewness
16-17	Kurtosis and numerical problem based on skewness and kurtosis
18	Moment Generating Function
19	Concept, Importance and uses of Probability
20	Calculation of Elementary Probability
21	Addition and Multiplication Theorem of Probability
22-23	Numerical based on Addition and Multiplication Theorem of Probability
24	Concept of Baye's theorem and its application
25	Mathematical Expectation

Syllabus of unit-3:

Probability Distributions: Discrete and continuous probability distributions, basic concepts and applications of Binomial, Poisson, Rectangular, Exponential and Normal distributions.

Objective: At the end of this unit, the students will be able to understand and learn the basic concept of distribution and its types. They would be able to understand utility of distribution in real life.

26	Introduction of Probability Theoretical Distribution and its types
27	Binomial Distribution
28-29	Poisson Distribution and Normal Distribution
30	Computation of Normal Distribution
31-32	Rectangular and Exponential Distribution
33	Test-2

Syllabus of unit-4:

Regression and Correlation: Regression Analysis, Least Square Fit, Polynomial and Curve Fitting, Linear and Non-Linear Regression Algorithms, Linear Correlation, Measure of Correlation, Coefficient of Correlation, Rank Correlation, Multiple and Partial Correlation for three variables.

Objective: At the end of this unit, the students will be able to understand and learn the basic correlation and regression analysis. They would be able to understand various methods to calculate relationship between the variable and identify cause and effects relationship among variables. At last, they can understand the implication of correlation and regression analysis in real life as well as in research.

34	Introduction of Correlation Analysis and its types
34-35	Method to calculate correlation coefficient: Scatter Plot, Graphical, Karl Pearson Method
35-36	Spearman rank correlation Method
37	Derivation based on relations in the correlation analysis
38	Introduction of Regression Analysis

39	Least Square method to obtain regression lines
40	Method based on arithmetic mean and assumed mean to obtain regression lines
41-42	Multiple and partial correlation for three variables
	Subject Quiz

Syllabus of unit-5:

Testing of Hypothesis : Simple and composite hypothesis, Errors of kind -I and kind-II, Critical Region, Level of Significance.

Tests of Significance: Tests for simple hypothesis, Chi-Square test, t, F and z tests, ANOVA- One way and two way classification.

Objective: At the end of this unit, the students would be able to understand the concept and apply statistical inference techniques (including statistical estimation and hypothesis testing) in business situations.

UNIT V	
43	Introduction of Sampling theory
44	Concept of Hypothesis testing and its type
45	Concept of t-test and its application
46	Numerical on t-test
47	Concept of F-test and its application
48	Numerical on F-test
49	Concept of Z-test and its application
50	Numerical on Z-test
56-57	Concept of association of attributes and Chi-square Test: Meaning & its uses
58-59	Concept of ANOVA: One way Classification
60	ANOVA: Two way Classification