

PAN AB N E PY C AND A

L L A A L A A L A A L A A

DPM F nd en s of L o r Econo c
M n ge en

DPM ; nd s r Psyc o ogy ; nd s r oc o ogy

DPM Org n s on Be v o r

DPM 4 n eso rce M n ge en

DPM or s op on! s App c on n B s ness

DPM L o r Leg s on

DPM M n ge en of D sc p n ry Proced res
Pr c ces

DPM oc ec r y L o r e f re

DPM ; nd s r e ons L o r Po cy

DPM ese rc Pro ec

DPM Co pre ens_v e_v

Pe p r c p n s re e pec ed o f n ze e r op cs of ese rc Pro ec
es y^s Oc o er

den s s o ds e r ese rc Pro ec e por L es y^s
M rc

Pe rese rc pro ec s o e e ed y ne ern e ne c co d
e fro eco ege ns e se f

Pe co pre ens_v es o d e cond ced n for ng of e
co pe on of_{nd} se es ere n ons

DPM Fundamentals of Economics and Management
Professors M. Mrs.
E
;n

Objective The courses offered to you and your present
and future needs or requirements of the
And so of the size of the efficiency of organization
management special reference to the core subjects

Laboratory Economics Micro and Macro subjects
of the present and future of the
for the organization and for the efficiency of the
or

NP:

Perception Process and Elements Theories of Perception Psychology of
Leadership Personality Perception and Training Leaders and Management
Employees and Stressors and Organizational Climate Psychology of
Leadership and Stress Management

№:

Organization Dynamics Organization Connection Organization Change
Conf c Management Organization Development Organization
effectiveness

EFE ENCE

L
nd c on Org n s n soc z on
Pr n ng po c es progr es ec n q es
M n ge en De e op en progr es e ng e r effec v eness

A A AL
o des gn ng o en r ge en enr c en Pro o ons r nsfers nd
sep r ons
A ern v or rr nge en s e f e e

A A A LA
Perfor nce nd po en ppr s concep p r poses e ods of
perfor nce ppr s Pr d on nd Modern
M B O process enef s nd ons
C reer p nn ng s ccess n p nn ng

A L
E p oyee co nse ng e p er en
Q y o or fe Me n ng e s ry Q L
; ss es n Q L s r eg es or pro v ng Q L

A A
Ad n sr on of ges r es
o e on concep s ec n q es pro e s of o e on
N re ro e off n nc n cen v es
E p oyee enef s nd ser ces n re s gn f c nce
AL LA A L
re nce nd ng concep proced re g de nes of Effec v e
re nce nd ng
M n g ng D sc p ne concep ppro c es pr nc p es of d sc p ne

A A A
M: N E rop e A p n
M n p c En erpr ses n; nd
M n s n der ng
E erg ng M concep s sys e s n e n M en

DPM LABO LE ; LA P ON EME PE
P e o rs

M M r s
E
; n

O ec v e P e o ec v e of e co rse s o en nce e p r c p n s nders nd ng of
; nd n eg en ron en re e n o o r s re ng o e o en s nd e f re
E p s s o d eg v en o e s c p r o s on nd c ses of v r o s re e n Ac s

N P :

Leg reg on of e p oy en cond on s n; nd P e concep of soc s ce
d ng pr nc pes of nd s r d d c on ; nd s r D sp es Ac 4

N P ::

P r de n ons Ac ; nd s r e p oy en nd ng Orders Ac 4 Con r c
L o r eg on nd A o on Ac

N P :::

P y en o n ges Ac
M n ges Ac 4
P y en of Bon s Ac

N P :

F c or es Ac 4
M nes Ac
P n on L o r Ac
Appren ces Ac
C d L o r Pro on nd eg on Ac

BOO ECOMMENDED

O P M or P e L of; nd s r D sp es
C r v s v ; nd s r e ons nd L o r L s
N M sr L o r nd; nd rs r L
P L M ; nd s r L
r y ; nd s r nd L o r L s of; nd
P C r v r L o r M n ge en nd; nd s r e ons
M o r L o r De nds nd er Ad sd c on

o m eco ended
L o r L o m

Concept of L o r e f r e Def n on scope nd o ec v es E o on of
L o r e f r e C s s f c on of e f r e or e f r e or y r o s
gences L o r Ad n s r on p e r o e of L o e f r e Off cer

BOO ECOMMENDED

A d E r s e c oc ec r y n d e e op ng Con res

N De O P

P ne r Deodner n r n L o r e f r e Pr de n on s nd; nd s r
e ons

L L O

Deep B n g r oc ec r y A or ers ed c on M n
L o r e f r e oc ec r y Leg s on
n; nd

Dr B N M s r

N on oc ec r y y s e s

oy Pr

L o r e f r e nd o s f c on

B D

L o r e f r e n; nd

O NAL ECOAMMEDED

; nd n o m of; nd s r e ons

Br s o m of; nd s r e ons

L o r o m

AL LA A LA L

P e co rse s of f r z ng e p r c p n P e
; nd s r re ons scene n; nd spec reference o e
; nd s r Conf c nd e r p r e n on nd reso on nd
s gn f c nce nd p c of o r p o cy on nd s r re ons n
; nd

; nd s r e ons Concep s P e o r e s nd e o on y s e Appro c
Ac or s Con e e of e s nd; deo ogy Pr de n on nd nd s r re ons

n reso rce M n g e en nd; nd s r re ons

; nd s r Conf c P e o r e s For s C s e s r g o s r e

N P

o n r y nd ory effor s on p r e n on nd se e en of nd s r
d s p e s B p r s r p r s Co p r e nd s r re ons nd po cy n

A p n e r n y s s n d e op ng co n r e s

NP::

endL or p eore c spec s fr v or e o on nd D ens on of

AL

Find the value of the expression $\frac{1}{\sin^2 \alpha} + \frac{1}{\cos^2 \alpha} - \frac{1}{\sin^2 \alpha \cos^2 \alpha}$ if $\alpha = 45^\circ$.

Org n z ng Process of Org n z ng Pr nc p es Org n z on Des gn Org n z on

eg on econo c gro p ngs EEC s se p nd perfor nce PO
NCAD MF ener zed sys e of preference Co od y res
co onF nd Co pe v e r e gy ; n B s ness En

B oders en ; n Econo cs
nd erger r e Econo cs
er; n Pr de Peory E pr c E dence
B c nd r ; n B s ness En

A L A

Pe o ec v e of s co rse s o de e op concep fr or of
n ern on r e ng n ge en P s p per de e ops fr er
n edge re dy g ned n r e ng

; n rod c on o go r e ng Pe Process on ; n ern on r e ng nd
r ns on for do es c o r nsn on r e ng Benef s of ; n ern on
r de ; n M g En ry

A A A

... s course pro des e s den s n nders nd ng of e
pp c on of cco n ng ec n q es for n ge en

M n ge en Acco n ng Me n ng n re scope nd f nc ons of n ge en
cco n ng o e of n ge en cco n ng n dec s on ng M n ge en
cco n ng v s f n nc cco n ng Poo s nd ec n q es of n ge en
cco n ng

F n nc e en s Me n ng nd ypes of f n nc s e en s L ons of
f n nc s e en s o ec v es nd e od of f n nc s e en s n y s s
r os n y s s C ss f c on of r os prof y r os r n q er r os
q d y r os r n q er r os Ad n ges of r o n y s s L ons of
cco n ngr os
F nds F s e en s per; nd n Acco n ngs nd rd c s f s e en

A sorp on nd M rg n Cos ng M rg n nd d fferen cos ng s oo for
dec s on ng es or y c nge of prod c pr c ng re e en
n y s s E p or ng n r es d n dec s ons

N P:

B dge ng for Prof P n n ng nd Con ro Me n ng of dge nd dge ry
Con ro o ec v es Mer s nd ons ypes of dge s F ed nd fe e
dge ng con ro r ons Zero se dge ng espons y cco n ng
perfor nce dge ng nd rd cos ng nd v r nce An y s s Me n ng of
s nd rd cos nd s nd rd cos ng Ad n ges nd pp c on r nce
n y s s er L o r nd o er e d o y n y s s r nces

Aror M n Cos Acco n ng Pr nc p es nd Pr c ces s
N De

n P N rn g L Cos Acco n ng y n N De
An ony o er eece e Pr nc p es of M n ge en Acco n ng
c rd; n; nc

Gregen C res Fos er
And d re
n M n P

p n nd A nson
A A

Cos Acco n ng A M n ge en E p s s
Pren ce N De
M n ge en Acco n ng Mc r Mc r
N De
Ad nced M n ge en Acco n ng Pren ce
; nd N De

A L A

pe of s course s o e p s den s g n nd reness of
co p er ec no ogy nd s ness ses p r c r y cco n ng
pp c ons ; so de e op prof c ency n e se of nerne s
s ness nd rese rc oo

Co p ny se p Co p ny; nfor on Acco n ng nfor on sys e s e need
for e con ro nfor on sys e s Nor s es nd p rc se edger
n en nce nd repor ng

oc con ro r c ng s oc o e en s es order process ng nd repor ng E
n ys s of f n nc s e en s

Boo eco ended
E Anders C sc er
D F s encoe

pre ds ee Acco n ng or nd
App c ons Mc r Mc r

M cros of Off ce E ce
Pec no ogy
D oos er A en

Co pre ens e s e y C s n Co rse
; n egr ed Acco n ng s ng ACCPAC
Bedford on re

C re M y ordon M y

Effec e r ng A nd oo for
Acco n n s ed Pren ce

oger A ee
s nd ego es co ege

Co p er Acco n ng App c ons s ng
B s ness or s

A A A A

Peo ecve of sco rse s o cq n e s den e
spec f c po c es re ed o fore gn spec f c reference o; nd

Perends or d r de d rec on nd co pos on; nd s fore gn r de po cy
nd perfor nce n nce of r de E por pro o on nd e ns on se p
Dee ed e por con y

; ns r en s of e por pro o on E por Ass s nce nd e s res por
f c es d y dr c concess on r e ng Ass s nce o e of s e
r d ng o se e por or en ed n s E por o se nd r d ng o ses
EPZ s FP Fore gn co or ons nd n es en s Co n er r de rr nge en
; nd n on en res ro d

Po cy nd Fr or for FD n; nd po cy on co n er r de rr nge en
; nd n on en res A ro d Pro ec nd cons ncy E por s

Boo s eco ended

rs ney nd B c ry ; n ern on r e ng M n ge en
C E por pro o on
Deep N yy r ; nd s E por nd E por po c es
; n e s

or d De e op en e por or d B n s ng on D C Econo c r ey
M n s ry of F n nce; por nd E por Po cy M n s ry of Co erce Co ee
on E por r e gy M n s ry of co erce e por of or ng ro p on
E por o ses M n s ry of Co erce M L er
; n ern on Pr de

in courses designed to be expected to identify or report products of; and and the specific characteristics of different regions. Processed products and specific countries. The products of the expected to be used for these products and the appropriate regions for different products for these

- A Export Market of Products of Agriculture and Agro-based products
 - Food and Processed Foods
 - Cereals
 - Coffee
 - Spices
 - Poisonous and narcotic
 - Fruits and vegetables

- B Meat and Marine Products
 - Meat and Meat Products
 - Marine Products

- C Pesticides and Biocides
 - Insecticides
 - Cooperatives and other
 - Organic and inorganic
 - Herbicides

- D Drugs and Pharmaceuticals
- E Leather and Leather accessories including Leather goods
- F Minerals and Ores
 - Engineering Products
 - Chemicals
 - Consumer Durables
 - Electronics and other
 - Books and other printed materials
 - Services including software

M r e n g c r c e r s c s o f r d n g r e g o n E E C N A F T O A e r c A f r c
A E A N A s O c e n p n n d s e e c e d s o c s c o n f e s n e d n g s s

D e e o p n g r e n g s r e g y f o r d f f e r e n r e s s s o n n d p r e s e n o n
o f r e p o r s

E e P r r y c o o d e s n ; n e r n o n P r d e
d y D g o ; n d n s f o r e g n r d e

The objective of this course is to provide students of the
foundations of economics supported on the basis of the
various components of the economic system. The course
is divided into several sections on the principal
economic decisions regarding consumption, production and
distribution of resources.

The economic system concepts of the system are
reference on the various concepts of service, production
consumption, production, goods, and the source of
supply and demand, and the code of conduct for
conferences, free trade and price competition.

The economic development of the nation is based on
consumer deposits and production and CONCO of the
national free goods, supply and demand, C.F. goods, and
production.

ener c rgo oper ons Bre er n oper ons gr of
con ner z on presen s s f re rends

en or nd C r s op er Ed M n g ng ; n ern on
D s r on
B erso Po Log s cs
Poo ey ; n ern on

Ann repor s of CONCO D
; nd n s pp ng
Ann epor s of; N_A
NCAD d es on Con ner Per n oper ons nd Bre Per n
Oper ons
Ye r oo of; nd n Por s Assoc on
NCAD d es on Por P nn ng
or d B n epor on NP
epor s of Con ner Corpor on of; nd

reference

C. Herberichs
C. J. E.
C. de George
4 N. S. Byers
D. P. G. ed
D. d. Ver
D. v. C. er c. nd. r
Cr. ner

Org n s on eory nd e v o r
P e sory of n ge en o g
M n ge en o g s nd n ers
M n ge en eory nd pp c on
Org n z on eory e ec ed re d ngs
P e eory of org n z on
Org n z ons r c re Process nd O co es
M ers of M n ge en

10/3

/ A / A A /

O ec v e p e o ec v e of s co rse s o ep e p r c p n s o nders nd e
concep fr v or of r e ng n ge en ; so n ends o e pose e
p r c p n s o e v r o s dec s ons e r e ng n ger n ; nd n re req red o
e nder v r o s en v ron en cond ons

Pop cs

M r e ng s s nd P osop es r e ng sys e nd r e ng en v ron en e
cons er r e nd yer e v o r s r eg c M r e ng process ; nd s r r es
M r e seg en on p r ge ng nd pos on ng

M r e e s re en nd forec s ng M r e ng of ser v ces Concep of re ons p
r e ng M e v e r e ng Dec s ons re ng o prod c po cy nc d ng r nd ng
nd p c g ng pr ce po ces nd s r eg y

C nne dec s ons n ge en of p ys c d s r on Pro o on dec s ons nc d ng
n ge en person se ng n ge en of d e r s ng nd s es pro o on p nn ng
nd org n z ng M r e ng



C nd ff s	q on	F nd en s of odern M r e ng
P p o er		M r e ng M n ge en An yss
		P nn ng con ro
4 n e y		Modern M r e ng p eory
n on		F nd en s of M r e ng
P p o er		Pr nc pes of M r e ng
o er B ze		M r e ng M n ge en
P e L		M r e ng M n ge en
e ey L zer		M n ger M r e ng Perspec v es nd v po n
E M C r y		B sc M r e ng A M n ger Appro c
s C Me		; nd n Cons ers
D o r n		M r e ng M n ge en C ses Concep s
Nee eg		M r e ng M n ge en nd e; nd n Econo y

The course is providing information of foreign exchange
performance and procedures and various operations
involved. The new provision of operating systems
provides information of foreign relations and their
operation.

Methods of payment in credit and non-credit documents
needed. Possibilities of negotiable order of credit
purchase discounted under sight orders. Advances against
export bills, deferred payment and credit. Export credit
facilities and their uses and special features of EXIM

Notes:

Features and practice of foreign exchange rate determination
and exchange control regulations and procedures; and foreign
exchange in export; import and control procedures. Processing of
order. Procedures and documents related to import and export contracts. Disposal
of bills and their settlement. Sources and procedure.

Export bills. Procedures relating to; import bills; licenses; import
of commodities. Export promotion; commodities. Duty exemption
entitlement. Provision of credit facilities; import duties and payment of
commodity duty; definition and classification of suppliers and endorsement.

L	Finance of Foreign Trade	Foreign Exchange
Practical	Export	and
Control	Export Procedures	Documents
Export Policy of India		
Central Bank and its duties		
Foreign Exchange Management		
and its Monetary and Fiscal Aspects		
Notes	Exporters Manual	and Documents

A

A L 99

у

у

A A A A A A L

у у

A A A A

A

A A A L

у

у

... L A A A ...
... e o e of s course s o c q n e s den s e spec f c
po c es re ed o fore gn spec f c reference o; nd

P e rends n or d r de d rec on nd co pos on ; nd s fore gn r de po cy nd
perfor nce n nce of r de E por pro o on nd e ns on se p Dee ed
e por s con er y

; ns r en s of e por pro o on E por Ass s nce nd e s res por f c es D y
di c p concess on r e ng Ass s nce o e of s e r d ng o se
E por or en ed n s e por o se nd r d ng o ses EPZs P Foreign
co or ons nd n es en s Co n er r de rr nge en s ; nd n o n v en res ro d

Po cy nd Fr or for FD n; nd Po cy on co n er r de rr nge en ; nd n
o n v en res A ro d pro ec nd cons ncy E por s

BOO ECOMMENDED

rs ney nd B c ry ; n ern on M r e ng M n ge en
C E por Pro o on
Deep N yy r ; nd s E por nd E por Po c es n e s
or d De e op en e por or d B n s ng on DC
Econo c r ey M n s ry of F n nce
; por nd E por Po cy M n s ry of co erce
Co ee on E por s r e gy M n s ry of Co erce
e por of or ng ro p on E por ses M n s ry of Co erce
ML er ; n ern on p r de

L AL A A A

Peo ecve of sco rse s o de e op concep fr or of n ern on
re ng n ge en P s p per de e ops fr er e n edge re dy g ned n
re ng

in rod c on o go re ng

Pe process of; n ern on re ng nd r ns on fro do es c o r nsn on
re ng

Ben f s of; n Pr de

in M g En y r eg es

eg en on e ec on of Fore gn M r e s nd Pos on ng r eg es oc nd

C r En And s nf ence on; n M g

Prod c p nn ng for go res

nd r s on s Prod c Adop on

prod c De e op en Mg of; n Br nds

Pr c ng L e ng

o pr c ng r eg es

En ron en nf ences on Pr c ng Dec s ons

C nne s r c re C nne s r eg es for Fore gn M En ry

Pro o on r eg es n; n M g

in M g org n s on nd con ro

in courses den... e e pec ed o den fy ore por prod c s
of; nd nd espec c r cers cs of d fferen reg ons Pro e s
re e n o e r e ng of e c prod c o spec f c co n res o d e
den fed p es den o d e e pec ed o s gges re edes for
ese pro e s nd e o e pprop r e s r eg es for d fferen prod c
for rge r es

E por M r e ng of p r s prod c s of Agr c r nd Agro sed prod c s

Pe nd e dded e
Fres nd processed Foods

C s rne s

Coffee

p ces

P cco o cco n f c rers

Me M r ne Prod c s

Me nd e Prod c s

M r ne Prod c s

c e e nd e B sed Prod c s

e nd e M n f c res

Co on p e es M de nd nd oo

oo en F r cs nd n e r

e dy de r ens

d nd cr f s nd e ery

Le er nd Le er M n f c res nc d ng Le er g r ens

M ner s nd Ores

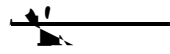
c Eng neer ng Prod c s c p goods Cons er d r es E ec ron cs nd on re

B s c C e c s P r c e c s n d C o s e c s
er ces ; n c d n g o r s s p p n g s o n r e n s r n c e

Concept of M r e P c r e

M r e n g c r c e r s c s o f r d n g r e g o n E E C N A F T A A e r c A f r c A E A N
A s O c e n c p n n d s e e c e d s o c s c o n r e s n c d n g s s

D e e o p n g r e n g s r e g y f o r d f f e r e n c e r e s P r c p n o d e e p e c e d o
p r e p r e n d p r e s e n r e p o r o n s e e c e d p r o d c e o s p e c f c r e e g E p o r o f
c y c e p r s e r n y



E O E Pr r y c o o d e s n n e r n o n r d e
d y D g ; n d s f o r e g n r d e
F P s e e c e d s r e y o f p r o d c s r e s
P r s s e c o r s n ; n d n E p
r e y n d s d y e r e p o r
r e y n d s d y e r e p o r s
o f e p o r p r o o n C o n c s
r e y r e p o r s o f ; P C e n e
o
d e s d o n e y c e r s o f C o e r c e
N P c o n s
E E ; n e r n o n B s n e s s O f f c e

39 A AL A L

The frequency of scores is proportional to the
frequency of objects supplied on the test
The frequency of scores is proportional to the
frequency of objects supplied on the test

LLA

A

AL

'

A A L A

A A L

A A

' '

y	A

y

y	A

Def n on N re : por nce co ponens nd opogr p y of P o r s

Concep s of Do es c nd; n ern on o r s recen rends

P o r s s n nd s ry v s or o r s recen rends

- 4 W nd de e op en of P o r s n; nd
: p c s of P o r s Econo cs oc P ys c nd En v ron en
: ns on Org n z on n on nd; n ern on eng ged W or d pro o on nd

For s reso rce of; nd ypes nd ypo og es c r reso rce r nd rc ec re
s or c on en re g o s nd sp r cen ers f rs nd fes_v s cr f s ns p
fo c s o s cos es nd erses se on en nd r g er ess c N r
o r s reso rces r c d_v ers y n ndfor nd ndsc pe o s nd ng geogr p c
fe res c er_v od es nd for nd f n

o r s reso rce po en n o n spec reference o y s
eso rces nd reso rce se p ern n e p s presen nd f re percep_v e

; nd s n deser re s ere geo og c s r c re de_v e op en s deser o r s
e s ng rends nd f c es_v e deser s f s nd deser fes_v

Arc ec r er ge of; nd g pses of; nd s rc ec r sy e do ed_v er e
ges s or c on ens of o r s c s gn f c nce nc en ed_v nd odern er
sp nd reg on d ens ons; por n s or c rc eo og c s es se r
g er es nd r res nd er oc on sse s nd c r c er s cs

Pop r re g o s s r nes cen ers nd M s C r s ens B dd s n nd
o er Yog ed on nd o er cen res

oc o C r reso rces ;

Perfor ng r of; nd c ss c d nces nd d nce s y es cen er of e rn ng nd
perfor nce ; nd n fo d nces

M s c nd s c ns r en s d fferen sc oo s of; nd n s c s s of_v oc nd
ns r en s c n_v e per en s

nd cr f s of; nd s po en o r s reso rces

F rs nd fes_v s soc re g o s nd co erc f rs

Fes_v s pro o on o r s f rs z e fes_v er fes_v sn e es
r ce e c

; nd n fo c re fo c s o nd cos es se e en p erns re g o s
o ser_v ons fo d ere nd egnds

Cre ed o r s des n ons c de c sc en f c nd nd s r ns ons
Co s re s e c es nd s nds reso rces nd reso rce nep ern

P per P p

MANA EMENp CONCEPT O AN ZA p ONAL BE A ; O

N p:

M n ge en concep s f nc ons nd pr nc p es

Org n z on s r c res

P nn ng n re por nce process nd on

4 Dec s on ng por nce ypes nd process

Con ro ng n re por nce nd odern ec n q es

N p::

Org n z on e v o r n re por nce e e en s c enges nd oppor n es

Person y N re De er n n s nd p eor es

percep on A des nd v es

4 Mo y on N re p ypes X nd Y p eory M s v eory of n needs

Le ders p n re y es nd p eor es

pe d ng nd s ro p co es v eness

gges ed Boo s

ep en P o ns
er er c s C y e

App

ry Dess er
Ar n M n pp M rz y d n
M c e Ar s rong

Dr N n

LM Pr s d

p

Org n z on Be v or
Org n z on eory e v or

n reso rce nd Personne

M n ge en

n reso rce M n ge en

Personne M n ge en

n reso rce

M n ge en

M n ge en concep s

nd Org n z on

Be v or y n

P c on

M n ge en concep s nd

Org n z on Be v or

Org n s on eory nd e v or

P per P 4

The Accounts Application of Companies Business

Need and purpose of the Accounting
in the Cash Book Ledger and the Balance for the
Business transactions
4 Preparation of Financial Accounts for the end of the year

By
ings
Less on the end of the year F DEL

Adjusted Books

E Anders C
D F s encoe Mc R
pre ds ee Acco n ng
nd App c ons

Microsoft Office
e y c s n co rse
E ce Co pre ens
ec no gy

D
A en
; n ergr ed Acco n ng
ACCPAC BEDFO D re

P per P

Pr n ng Pro ec repor
P es dens s e fr er req red o ndergo
se es ere n on so er n o rs en erpr se
o rs corpor ons d y ppro ed y e e d of e ns
os co pre ens e r n ng repor es
r n ng e repor s e cons s ng of r s nds
nde ern e ner ro g v v v o ce e n on
Wee spr c c r n ng fer frs
Pr v e gency
Wee s fer e co pe on of
ed y n ern

Peors re ng concep n re nd c ss f c on
M re ng of ser ce C r cers cs por nce nd or ng
Concep of e ons p re ng por nce nd p c ons n e de e op ng
scen ro

4 M re ng sr eges for ser ce nd sres nd erLn ge o or s nd o er
sec ors Pr v e gency Acco od on Food N r on nd C er ng

To r p c g ng concep c r cers cs e odo gy cons der on nd pr c ng of
o r p c g ng

Des gn ng nd pr n ng of o r ro c er

o er P p

M re ng n ge en n v ers

P c ons N De

M cc r y D

B sc re ng A M n ge en ppro c

Do g s Fors er

Pr v e nd or s n ge en

4 Neg M

To rs nd e ng

r p rL re f s To rs re ng To rs ; nern on
Press London

ep n L z Mo nc To rs re ng nd n ge en nd oo
Pr n ce N Yor

en A ny e

M re ng n osp y; nd s ry nd ed v n
Nes r nd en od

M cen n er

A M re ng n ge en To rs nyo r
B sness C nd d n e nd es r n L d

1. 33

Private Agency and Public Operators Business

Definition and functions Organization structure of private agency and public operators

Different types of private generation and their responses

Procedures for contracting private generation and public operators

4 o d 4 r c 4 4 4 44 d 4qd 4qd 4qd 4qd o 4

P per P P

E erg ng Concep s for Effec v e P o r s D e e op en n ;

e e n concep s nd pre c es for effec v e o r s d e e op en
n on d e e op en co nc repor on o r s d e e op en
n on c on p n
nd po c es on o r s nd c v v on
o r s r ff c nd s pro v s on
des n on d e e op en
s s n e d e e op en

M n P er d e e op en needs

n ;

- 4 M n ge en s r eg es
- o r s po cy n y s s
- o r s eg s on necess y

- gges ed e d ngs
- 5 N on d e e op en co nc repor
- N on c on p n

- 4 epor on or d o r s org n z on
- epor or s op on o r s eg s on g s :: FM N De
- epor or s op on o r s eg s on Fe r ry :: FM N De

En reprene rs p nd F y B s ness M n ge en

En reprene rs p Need cope nd P osop y En reprene rs p De e op en n; nd
s or c e on of En reprene rs p d r ng pre nd pos nd s r er F c ors
ffec ng en reprene r de e op en e g o s oc c r po c nces r nd
de ogr p c cre y nd En reprene rs p En reprene rs p A f nc on of
nnq on En reprene rs p B rr ers o en reprene rs p En reprene r gr d
Beco ng n en reprene r P ses n en reprene rs p

En reprene r Be v or n; nd En reprene r Co pe enc es nd r s
C r c er s cs of e ng en reprene re C ss f c on of en reprene r F nc on of n
en reprenr re En reprene r De e op en Progr es En reprene rs p nd n
v en re oppor nes Pro ec Appr s nd fe s y An yss F y en rerpr ses
y of f y s ness f y n ge en Pr c ces M n g ng f y s ness
so e c se s des r n s ness n; nd rd n ero O ec e ons p
een s nd rge s ness

En reprene rs p nd econo c de e op en e Free
Press NY Yor

: nnq on nd En reprene rs p rper



F e d ~~P~~r p epor

~~P~~ e s den of o r s nd r_v e n g e e n s e req red o nder e~~W~~ o f e d

A A A A A A
L L L L L L L L L L L L
A A A A A A A A A A
A A A A A A A A A A

“ A AL A A A ”

e n
v ed DM
p M ree
p
P L Me

C r er er c r C y e
e nd Byors
D P g ed
D d er n
c rd

D d C er c r Cr ner
C re ndy
cz s Andres
oon z er c
oon z O Donne er c
Pe er Dr c er

A A

M n ger Econo cs
M n ger Econo cs
B s ness nd M n ger Econo cs
M n ger Econo cs
M n ger Econo cs An y s
Pro e s c ses
Org n s on eory nd Be v or
M n ge en eory nd App c on
Org n z on eory e ec ed re d ngs
P e P eory of Org n z on
Org n s on r c re Process
nd O co es
M ers of M n ge en
nders nd ng Org n z ons
M n ge en of r s
Essen s of M n ge en
M n ge en
M n ger C enges n e s Cen ry

P e o ec v e of s course s o e p e s den s o nders nd e
concep fr v or of r e ng n ge en ; n ends o e pose e
p r c p n s o e v r o s dec s ons e r e ng e ec v es re req red o
e

N P:

M r e ng s s concep s nd or en ons c s o ers sf c on v e nd re en on
B yer e v or n c s o er r e ng nd B s ness M r e ng M r e ng en ron en
s r eg c p n n ng n M r e ng M r e e s re en nd forec s ng De ng
co pe on

N P ::

M r e ng seg en on P r ge ng nd Pos on ng M r e ng of ser v ces e ons p
M r e ng M r e ng s r eg es Progr es nd dec s ons re ed o e fo v ng
Prod c nc d ng r nd ng nd p c g ng Pr c ng M r e ng c nnes M r e ng
s r eg es progr es nd dec s ons re ed o e fo v ng Log s cs d er s ng
es pro o on person se ng nd s es force M r e ng Org n z on M r e ng
Con ro

... A A ALA ...
'

Gregory Foster Accounting
Director

MY NP

John Anderson AA Presence
ND De ;nd

Cos Accounting AMN Management

Essays

Presence ND De

Management Accounting P Mc R
ND

Advanced Management Accounting

And p r c s n g e v o r n d r e s r e g y B r n d o y y r e p e p r c s e e v o r

Mode s of Cons er dec s on n g v z N cos ode r d e Mode Ange
o e B c e ode e s f y dec s on n g ode Be n nfor on
process ng ode of cons er c o c e ; n e r e d e r e s n d e r Be v o r

BOO ECOMMENDED

c ff n nd n
A er Myers
r g rner n er
Ze g er
es Norr s
Long c ff n
n LL
Enge nd B c e
ers
y M e s ed
nd en es n

Cons er Be v o r P PE
Ad er s ng M n ge en
Ad er s ng
Ad er s ng
Cons er Be v o r rd Ed on Pren ce
N De
Cons er Be v o r Ed on
Cons er Be v o r
Cons er Be v o r

/ / A A

P e o e c v e of s co r s e s o e q p s den s e concep s nd s s
necess ry o co ss on r e n g r e s e r c p r o e c s o e e r e n g
r e s e r c p r o e c s n d r e p o r s n d s o o n d e r e r e n g r e s e r c e
s e v e s

; n r o d c o n o M r e n g e s e r c c o p e g e n e r p s e n d p r n c p e s o f e
r e n g r e s e r c p r o c e d r e e r e s e r c p r o p o s t y p o e s s F o r n e r c o f
s e c o n d r y d M e o d s o f d c o e c o n o s e r v o n n d c o n c o n F c e o
f c e e e p o n e ; n e r n e P r e p r o n o f s c e d e s n d q e s o n n r e s A d e
e s r e e n n d s c n g e c n q e s

Design Process Types of pro y nd non pro y s p ng s on
of confidence n er es on of s p e s ze
D Prep r on

An y s s of D corre on nd regress on proced re for ypo es s es ng Des es
nd sq re es

Prep r on of epor

ee ed App c ons of r e ng rese rc prod c rese rc d er s ng rese rc
r e nd nd s es n y s s

Agri

Boyd es f rc

C rc A

Copper c nd er

reen A

ege C s e n

M r e ng ese rc

M r e ng ese rc

M r e ng ese rc Me odo og c Fo nd ons

B s ness ese rc Me ods

ese rc for M r e ng Dec s on

Nonp r e r c s cs for e Be v or

c ence

L

A A

s co rse de e corpor e p y s c d s r on c v es s
n n egr ed sys e e v r o s co ponens of s sys e o d e
cons d e e e p of n y c nd q n v e e c n q es

Log s cs concep nd r e ng P y s c d s r on def n on ; n egr ed sys e s
concep s c v y cen ers ; n egr on een r e ng e e ens nd d s r on
Concep of c s o er seq ce

Pr nspor on nd p y s c d s r on E e ens of r nspor y s e spec
r nspor pros nd cons of r o s r o ng sys e non r nspor on cos s o e
spec s of r nspor on d n s r on nd r nspor on cos ng n re on o e
r e ng f nc on Pr nspor on r es nd pr c ng n er s e r ffs Doc en on
nd c rr er y

; n en ory Con ro Econo c order q n y nder cond ons of cer n y nd
 ncer n y ; n en ory req re en s f nc on of en er of soc oc ons
 D s r on re o s ng e odern concep B s c consider ons for oc on nd
 oc on s r e gy Loc on ec n q es P nn ng nd d s r on re o se er
 nd ng y of co p ny re o se v ers sp re o se

Order process ng: por nce o c s o er ser ce ode for perfor nce
 e s re en

P c g ng Cos n o v ed n de s n p c ge p c ge es ng Aspec s of; n ern on
 D s r on D s r on n ge en org n s on nd con ro oper on p nn ng
 P ys c d s r on nfor on cen res Org n z on se p

n ro nd C r s op er
 yroy
 oo ey
 Pr ed
 Log s cs B erso

M n g ng; n ern on D s r on
 B s ness Log s cs
 ; n ern on D s r on
 ; nd n pp ng
 ys e s Appro c o C rr ge nd; F
 p en of E pr C rgo Fre g r r ffs nd
 Pr c ces of pp ng Conferences

, , , A AL A A , A , ,

P e o ec v e of e co rse s o cq n e s den s
 e en re r nge of concep s for f nd en s nd pr c c es of
 ; n ern on re ng pr c re p s s one por
 re ng o de e op e s s of re ng of ser ces o
 nders nd e por nce nd ro e of ser ces n e o
 re ng concep nd o v e n nders nd ng o e
 concep ss es n ser ces re ng

Me n ng nd cope of; n ern on M r e ng; n ern on M r e ng s s e sons
 for en er ng n fore gn r es

These sections of the portfolio represent the strategic production program of the company on the basis of the portfolio strategy plan

Marketing of Products and Services
Products Marketing
Service Marketing
Armed Services Marketing
Service Services Marketing
Foreign Services Marketing

Marketing of Financial Services
Bank Marketing
Insurance and Finance Interrelation
Marketing of Financial Services

Marketing of Communication and Information Services
Economic Services Marketing
Telecommunications Marketing
Computer Network Services; Networking; Internet
Correspondence Services Marketing

Marketing of Media Services
Newspaper Marketing
Broadcasting Services Marketing

Marketing of Professional Services
Hospital Services
Consultancy Services
Information Technology; IT Marketing
Advertising Services Marketing
Marketing Research Marketing Services

Marketing of Education and Training Services
Education Marketing Services
Training Services Marketing

Marketing of Air
Online Services
Marketing of
Retail
L
Retail
More
C
M
v
Retail

International Marketing Management
Management of International Operations
Accessing the Foreign Market
Management of International Economy
Function of Foreign Trade and Foreign Exchange
International Marketing
Export Marketing
Export Procedures and Documents
Services Marketing
Service Marketing

L LLA A A A A A A A A A A

DMM Fundamentals of Economics Management

DMM Marketing Management

DMM Business Management

DMM 4 Management Accounting

DMM Financial Accounting
Business

DMM Advertising and Consumer Behaviour

DMM Marketing Research

DMM Logistics Management

DMM International Marketing Services

DMM Marketing Process

DMM Cooperative Marketing

Preparations required of final year
 topics of Marketing Process especially
 Marketing Research Process
 Marketing Services
 Marketing Process especially
 International Marketing
 Cooperative Marketing
 Marketing Process especially
 Marketing Services



e n
D v ed DM
p M r ee
p
P L Me

M n ger Econo cs
M n ger Econo cs
B s ness nd M n ger Econo cs
M n ger Econo cs
M n ger Econo cs An ys s
Pro e s c ses

Cross Andro e
C n n P M dden

o er P p

Nee eg

y N r

n en

n on E
X_v er M

AL A A

B s ness M r e ng

M r e ng M n ge en r eg es nd
Progr s

M r e ng M n ge en r eg es nd
Progr

M r e ng M n ge en nd e; nd n
Econo cs

M r e ng M n ge en P nn ng
; p e en on nd con ro e; nd n
Con e

M r e ng M n ge en

F nd en s of M r e ng

M r e ng n e N M enn

O ec_v e e o ec_v e of s co rse s o cq n es den e f nd en s
of s es n ge en e co rse so de ere ons p een s es

... A A ... ALA ...

... s course pro des e s den s n nders nd ng of e pp c on of
cco n ng ec n q es for n ge en

M n ge en Acco n ng Me n ng n re scope nd f nc ons of n ge en
cco n ng o e of n ge en cco n ng n dec s on ng n ge en
cco n ng s f n nc cco n ng too s nd ec n q es of n ge en cco n ng

F n nc e en s Me n ng nd ypes of f n nc s e en s L ons of f n nc
s e en s o ec es nd e od of f n nc s e en s n y s s r o n y s s
C ss f c on of r os prof yr os r nq er r os q d yr os r nq er
r os Ad n ges of r o n y s s L ons of cco n ngr os F nds f
s e en s per; nd n Acco n ngs nd rd c s f s e en

A sorp on nd rg n Cos ng M rg n nd d fferen cos ng s oo for dec s on
ng e or y c nge of prod c Pr c ng Bre e en n y s s e p or ng
n r e s s d n dec s ons

B dge ng for Prof P nn ng nd Con ro Me n ng of dge nd dge ry con ro
o ec es Mer s nd ons Types of dges F ed nd fe e dge ng
con ro r os Zero se dge ng espons y cco n ng Perfor nce dge ng
nd rd Cos ng nd r nce An y s s Me n ng of s nd rd cos nd s nd rd cos ng
Ad n ges nd pp c on r nce n y s s er L o r nd q er er n y
n y s s r nces

Aror M N

n P N r ng L
An ony o er eece
e

Cos Acco n ng Pr nc p es nd Pr c ces
s N De
Cos Acco n ng y n N De
Pr nc p es of M n ge en Acco n ng
c rd; n; no

• gren C r es Fos er Acco n ng nd
D r e

And p r c s n g e v o r n d r e s r e g y B r n d o y y r e p e p r c s e e v o r

Mode s of Cons er dec s on n g v z N cos ode r d e Mode Ange
o e B c e ode e s f y dec s on n g ode Be n n for on
process ng ode of cons er c o c e ; n e r e d e r e s n d e r Be v o r

BOO ECOMMENDED

c f f n n d n
A er Myers
r g r n e r n e r
Ze g e r
e s N o r r s
Long c f f n
n L L
Eng e n d B c e
e r s
o W y M e s e d
n d e n e s n

Cons er Be v o r P. PE
A d e r s n g M n g e e n
A d e r s n g
A d e r s n g
Cons er Be v o r r d Ed on P r e n c e
N De
Cons er Be v o r Ed on
Cons er Be v o r
Cons er Be v o r

/ / A A

P e o e c v e of s c o r s e s o e q p s d e n s e c o n c e p s n d s s
n e c e s s a r y o c o s s o n r e n g r e s e r c p r o e c s o e e r e n g
r e s e r c p r o e c s n d r e p o r s n d s o o n d e r e r e n g r e s e r c e
s e v e s

; n r o d c o n o M r e n g e s e r c c o p e g e n e r p s e n d p r n c p e s o f e
r e n g r e s e r c p r o c e d r e e r e s e r c p r o p o s t y p o e s s F o r n e r c o f
s e c o n d r y d M e o d s o f d c o e c o n o s e r v o n n d c o n c o n F c e o
f c e e e p o n e ; n e r n e P r e p r o n o f s c e d e s n d q e s o n n r e s A d e
e s r e e n n d s c n g e c n q e s

Sampling Design Process Types of probability and non probability sampling
Confidence intervals on of sample size
Design Preparation

Analysis of Design correlation and regression procedure for hypothesis testing
and squares

Preparation of report

Selected Applications of regression research production research design research
research and analysis of variance
Dnon pr DdoN

; n en ory Con ro Econo c order q n y nder cond ons of cer n y nd
 ncer n y ; n en ory req re en s f nc on of en er of soc oc ons
 D s r on re o s ng e odern concep B s c consider ons for oc on nd
 oc on s r e gy Loc on ec n q es P nn ng nd d s r on re o se er
 nd ng y of co p ny re o se v ers s p re o se

Order process ng: por nce o c s o er ser ce ode for perfor nce
 e s re en

P c g ng Cos n o v ed n de s n p c ge p c ge es ng Aspec s of; n ern on
 D s r on D s r on n ge en org n s on nd con ro oper on p nn ng
 P ys c d s r on nfor on cen res Org n z on se p

n ro nd C r s op er
 yroy
 oo ey
 Pr ed
 Log s cs B erso

M n g ng; n ern on D s r on
 B s ness Log s cs
 ; n ern on D s r on
 ; nd n pp ng
 ys e s Appro c o C rr ge nd; F
 p en of E pr C rgo Fre g r ffs nd
 Pr c ces of pp ng Conferences

, , , A AL A A , A , ,

P e o ec v e of e co rse s o cq n e s den s
 e en re r nge of concep s for f nd en s nd pr c c es of
 ; n ern on re ng pr c re p s s one por
 re ng o de e op e s s of re ng of ser ces o
 nders nd e por nce nd ro e of ser ces n e o
 re ng concep nd o v e n nders nd ng o e
 concep s s es n ser ces re ng

Me n ng nd cope of; n ern on M r e ng; n ern on M r e ng s s e sons
 for en er ng n fore gn r es

These sections of the portfolio represent the strategic production program of the company on the basis of the portfolio strategy plan

Marketing of Products and Services
Products Marketing
Service Marketing
Armed Services Marketing
Service Services Marketing
Foreign Services Marketing

Marketing of Financial Services
Bank Marketing
Insurance and Finance Interrelation
Marketing of Financial

Marketing of Communication and Information Services
Economic Services Marketing
Telecommunications Marketing
Computer Network Services; Networking; Internet
Correspondence Services Marketing

Marketing of Media Services
Newspaper Marketing
Broadcasting Services Marketing

Marketing of Professional Services
Hospital Services
Consultancy Services
Information Technology; Marketing
Advertising Services Marketing
Marketing Research Marketing Services

Marketing of Education and Training Services
Education Marketing Services
Training Services Marketing

Marketing of Air
Transportation Services
Marketing of
L
Airports
More
C
M
v
n er

Interrelation of Marketing Management
Management of Interrelation Operations
Accessing the Potential
Management; Interrelation Economy
Function of Foreign Trade and Foreign Exchange
Interrelation Marketing
Export Marketing
Export Procedures and Documents
Services Marketing
Service Marketing

