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F HE EXA I A I F**

Notes

- Examination in each subject will be of 1 hour duration-
- Maximum Marks or external written examinations are and internal assessments are except or separate and works on courses-

Instructions to the candidates

IF THERE ARE TWO UNITS: Set 10 questions in all. Five questions from each unit. The students are required to answer five questions in all selecting at least 2 questions from each unit.

IF THERE ARE FOUR UNITS: Set 10 questions in all. Two or three questions from each unit. The students are required to answer five questions in all

EC	A	BJEC		
MBAIM-2008		REGULATORY FRAMEWORK OF INFRASTRUCTURAL MANAGEMENT	4	100
MBAIM-2009		SUMMER TRAINING AND VIVA-VOCE*	4	100
MBAIM-2010		COMPREHENSIVE VIVA-VOCE**	4	100

*At the end of the examination of 1st year students, under compulsory summer training or a period will be provided. Every student will submit a report within two weeks from the start of the 2nd year. The marks will be based on papers taken in 1st and 2nd year.

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I C I E A D A C I C E F
A A G E E

Cr t -
ar s -

t v s The objective of the paper is to acquaint the students with the importance of

ap-r Codes

4. Keat: Economic Tools for Today's Decision Makers, Pearson Education
5. William Samuelson and Stephen G. Mark, Managerial Economics, John Wiley & Sons.
6. K.K. Dewett: Modern Economic Theory, Sultan Chand and Sons
7. Mote, Paul Gupta: Managerial Economics, Vikas Publisher
8. A. Koutsoyiannis: Modern Microeconomics, McMillan
9. R.L. Varshney & K. L. Maheshwari: Managerial Economics, Sultan Chand and Sons

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ACC ■ GF A AGE E ■

Cr t -
ar s -

t v s The objective of this course is to develop acquaintance with basic techniques of accountancy. The course attempts to build potential to use appropriate accounting tools and techniques of financial accounting and management accounting for preparing and analyzing financial statements.

EC ■ A

A ount n Accounting and its functions; Accounting as an information system; Basic Accounting Concepts and Accounting Conventions; Accounting Principles; Generally Accepted Accounting Policies (GAAP); Accounting Standards.

Bran s o A ount n : Financial Accounting; Cost Accounting; Management Accounting; Accounting Equation; Accounting Structure; Types of Accounts.

Rules regarding Journal Entries; Recording of Journal Entriescca62(n)21.7391(a)-12.521 Td (r)-14.8262(i)-a uasof o

3. Charles T. Horngren, Jeff Schatzberg, Gary L. Sundem and William O. Ostratton: Introduction to Management Accounting, Pearson Education.
4. Hilton Ronald: Managerial Accounting, McGraw Hill Professional
5. Charles T. Horngren, Srikant M. Datar and George Foster: Cost Accounting- A Managerial Emphasis, Prentice Hall India.
6. N.R.Swamy: Financial Accounting-A managerial Perspective, Prentice Hall India.
7. J.R. Williams, S.F. Haka, M.S. Bettner and R.F. Meigs: Financial and Managerial Accounting – The Basis for Business Decisions, Tata McGraw Hill.

t v s The Decision making is a simple function of Management. Data need to be analyzed, classified and interpreted to facilitate decision making. Statistical Analysis is a fundamental method of quantitative reasoning for managerial decision making. The objective of the course is

4. U.K. Srivastava, Shenoy & Sharma: Quantitative Techniques for Management, New Age International.
- 5.

u s t a n s

1. S.P. Robbins: India Organizational Behavior, Prentice Hall.
2. Keith Davis: Human Behaviour at work, Tata McGraw Hill.
3. Hersey Blanchard: Management of Organizational Behaviour, Prentice Hall India
4. K. Ashwatappa: Organizational Behaviour , Himalaya Publishing House.

t v s The objective of the paper is to create Legal Awareness, to give exposure to various laws and acts which have impact on business and industry, to give inputs relating to procedure of starting a new company. The paper also aims to make the students understand the concept of Ethics and its role in business life for corporate growth.

EC A

In an Contract Act Nature and kinds of contracts; Offer and Acceptance; Consideration; Capacity to Contract; Free Consent; Legality of Object and Consideration; Void Agreements; Contingent Contracts; Discharge of Contracts; Remedies for Breach of Contract; Quasi Contract; Contracts of Indemnity and Guarantee; Contract of Bailment and Pledge; Contracts of Agency.

Goods Act General Principles; Conditions and Warranties; Transfer of property in goods; Transfer of title; Performance of contract of sale; Rights of unpaid seller; Miscellaneous.

EC B

In an Companies Act : Definition and nature of Company; Kinds of Companies; Formation of Company; Memorandum of Association; Articles of Association; Prospectus; Share and share capital; Membership in a Company; Transfer and Transmission of shares; Company meetings; Directors of a Company; Dividends and Interest; Accounts and Audit; Borrowing Powers; Majority Powers and Minority Rights; Winding up.

Consumer Protection Act Introduction; Consumer Protection Councils; Consumer Disputes Redressal Agencies.

EC C

Business Ethics : Definition, Concepts and Rationale underlying Business Ethics; Ethical Theories in relation to Business; Ethical Dilemmas, Sources and their resolution; Ethical Decision making in business.

EC D

Changing dimensions of Ethics in relation to liberalization and globalization; Creating and Sustaining an Ethical Organization; Corporate Ethics and responsibility towards stakeholders; Environmental Protection; Ethics in Functional Areas of Management.

u s t a n s

1. A.C. Fernando : Business Ethics, An Indian Perspective, Pearson Education.
2. S. Rinku and P. Khanna: Ethics and Values in Business Management, Ane Books India
3. B.S. Moshal: Business & Industrial Law, Ane Books
4. Meenu Paul: Labour & Industrial Law, Allahabad Law Agency.
5. S.N. Mishra: Labour & Industrial Law, Central Law Publications.
6. P.L. Malik: Industrial Law, Eastern Book Company.
7. S.C. Srivastva: Industrial Relations and Labour Laws, Vikas Publishing House.
8. T.L. Beauchamp and N.E. Bowie: Ethical Theory and Business, Prentice Hall India.
9. J.R. Boatright: Ethics and the Conduct of Business, Pearson Education.

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K H I F . A
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o v s This course offers a good understanding of basics of Information Technology. The students will proficiency in the use of personal computers, specifically in the use of spreadsheets and database packages will enhance. The curriculum is so designed as to provide required expertise in the use of personal computer as an effective management tool

EC A

o u t o n t o C o m p u t e r s: Classification of computers, Components of Computer System, Introduction to High level and low level languages. Software: System Software and Application Software, Networking concepts and Classification, Internet and intranet, Practical on Internet using emails, Use of search engines.

EC B

[o r Introduction to MS Word, Basic Formatting, Legal Numbering, Understanding Styles, Sections, Section Breaks, Headers and Footers, Complex Legal Documents, Tables in the Legal Environment, Track](#)

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K H

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o b j e c t i v e s The objective of the subject is to provide an insight to the students about the changes that are taking place in the economic sector, the effect of these changes on business and the demand placed on managers regarding national and global business environment. Another major aim of this subject is to help the management students identify economic trends and business currents that affect individual firms and the wider industry.

E C I A

E n o n - E n v r o n m e n t: Economic Environment of Business, Non- economic Environment of Business- Politico legal environment of business, Critical elements of socio – cultural

t v s The course has been designed to develop understanding of different concepts and theories underlying financial management and implications of various financial techniques.

EC A

Intro u t on to F nan a ana nt Meaning; Scope; Finance Function; Financial Goals; Agency Problem; Relationship of Finance with Accounts and Economics.

our s o F nan Features; Advantages and Limitations of Equity Shares; Preference Shares; Debentures; Term-Loans; Right Issue, Venture Capital, Private Equity GDR, ADR.

Cost o Cap ta Meaning; Calculation of Cost of Debt Capital; Equity Ca

6. John J. Hampton: Financial Decision Making-Concepts, Problems and Cases, Prentice Hall

t v s The main aim of the paper is to understand the nature, tasks and the environment under which marketing operates; to study the theory, principles and practical aspects of various marketing functions; and to learn to take marketing decisions.

ECI A

Intro- u t on to - ar- t n Definition; Scope and Importance of Marketing; Key Customer Markets; Concepts/Philosophies of Marketing; Holistic Marketing Concept; Marketing Tasks; Marketing Mix

- ar- t n Env ron- nt Marketing Environment; New Marketing Realities; New Consumer Capabilities; Demographic Environment; Social-Cultural Environment; Natural Environment; Technological Environment and Political-Legal Environment; SWOT analysis.

ECI B

Ana n - ar- ts Marketing Research Process; Sources of data collection; factors influencing Consumer behavior; Buying Decision Process; Post-Purchase Behavior; Organizational Buying; Stages in the Buying Process.

- ar- t - ntat on Levels of Market Segmentation; segmenting consumer markets; Niche Marketing; segmenting business markets; Michael Porter's Five Forces Model; Analyzing competitors; strategies for market leaders; Targeting and Positioning.

ECI C

ro- u t D s ons Product characteristics; classifications; differentiation; packaging and labeling; Product Life Cycle.

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t v s The objective of the paper is to make students aware of the

India, Domestic enquiry, Discipline and disciplinary actions, Dismissal and Discharge of an employee.

u a t o r The Concept of Quality of Work Life (QWL), Strategies for Improving QWL, Family integration processes.

u s t a n s

1. V.S.P. Rao: Resources Management, Excel Publishing
2. Edwin B. Flippo: Personnel Management, Tata McGraw Hill.
3. Dale Yoder: Personnel Management & Industrial Relation, Sir Isaac Pitman & Sons.
4. Arun Monappa & Saiyadain: Personnel Management, Tata McGraw Hill
5. Gary Dessler: Human Resource Management, Pearson Education.
6. K. Aswathappa: Human Resource Management, Tata McGraw Hill.
7. Edwin B. Flippo: Human Resource Management, McGraw Hill.

o b j e c t i v e s This course offers a good understanding of basics of Information Systems. It has been designed to acquaint the students about the evolution of computer-based information systems, basic computer software, types of information systems that are needed to support the various levels of a business enterprise and how IT is helpful in Business.

EC-1 A

Introduction: Definition & Significance, Foundation of IS in Business, MIS Support for Programmed and Non-Programmed Decision Making, and Model of Decision Making.

Structure: Based on Management Activity & Organisational Function, Conceptual & Physical Structure of MIS, Systems Concept: Definition of a System, Types of Systems.

EC-1 B

Practicals: Creating and opening database, Importing data, Tables, keys, Field names, Data types, Relationships, Normalization, Basic Queries Using QBE, ampersand (&) operator, Forms and Subforms, adding bound text boxes, Linking the main form and subform.

Combo Box Controls, aggregate function, hiding the text box, Parameter Queries: Dynamic queries, parameter queries, using parameters to generate prompts, Values on forms as parameters, Action Queries.

EC-1 C

Electron Commerce Systems: Introduction, Scope of e-Commerce, Categories of e-Commerce, M-Commerce, E-Commerce Payment Systems.

Decision Support Systems: Introduction to DSS, DSS components, Using DSS in What-if-Analysis, Sensitivity Analysis, Goal-Seeking Analysis, Optimization Analysis.

EC-1 D

Introduction to SPSS: SPSS Basics, Creating and Manipulating Data in SPSS, Printing a Data Set, Generating Descriptive Statistics in SPSS, Generating Graphical Statistics in SPSS, Statistical Models in SPSS, Parametric and Non Parametric Tests, Linear Regression, Correlation, Analysis of Variance.

References

1. James A O'Brien: Management Information Systems, Tata McGraw Hill.
2. Microsoft: MS Access User's Manual.
3. SPSS Inc.: SPSS Base 16.0 User's Guide.
4. K.C. Laudon and J.P. Laudon: Management Information Systems – Organization and Technology in the Network Enterprise, Prentice Hall India.
5. M.M. Goyal: Management Information Systems: Managerial Perspectives, McMillan.
6. R.D. Murdick & J.E. Claggett: Information Systems for Modern Management, Prentice Hall India.
7. G. Davis & M.H. Olson: Management Information Systems – Conceptual Foundation, Structure and Development, McGraw Hill.
8. E. Turban, J. E. Aronson, T. Liang: Decision Support Systems & Intelligent Systems, Dorling Kindersley India.

t v - To introduce the infrastructure sector highlighting infrastructure in relation to the larger economy and its role in providing growth impetus; to introduce various sub-sectors within the infrastructure sector highlighting their size and importance.

EC A

Introduction Definition by various committees, nature, importance and scope of infrastructure sector, Business models of infrastructure sector, Infrastructure and constructed environment, SWOT- infrastructure industry, economic, legal and political; Basic Indicators of Growth, GDP, capital markets for financing infrastructure sectors, Economic Reforms and implication on Infrastructure.

EC B

Transportation and Infrastructure Sector Structure and Size, Components- Roads and Highways, Mass Transit Systems, Rail Systems, Airports, Ports, Inland Waterways, Water, Wastewater management, Sector Issues and Outlook.

EC C

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t v : To introduce various policies of the Government to boost infrastructure in different sub-sectors such as government investment and promotional policies that includes PPP, FDI cap, attracting investments etc. To become aware of the legal

9. Cynthia C. Cook: Assessing the Impact – The impact of transport and Energy Infrastructure on Poverty Reduction, Asian Development Bank
10. William F. Fox: Strategic Options for Urban Infrastructure Management, World Bank Publications.
11. Regulatory Framework for Infrastructure, Asian Development Bank, India Resident Mission Policy Brief Series.

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