

101. BUSINESS ECONOMICS

OBJECTIVE: This paper attempts to expose the students with the mother of built activity i.e. economics. The purpose is to apply micro economics concepts, prep tools, and techniques in evaluating business decisions taken by a firm.

LEVEL OF KNOWLEDGE: Working knowledge is required in using tools and techniques solving business related problems.

DETAILED SYLLABUS:

Unit- 1

Economics: An overview in relationship with business economics.

Managerial economics: Role of managerial economics in decision making. Micro and macro economics: An Overview.

Unit - 2

Understanding individual markets: Demand and supply - definition, law of demand of supply, supply and demand market, equilibrium approach, elasticity of demand. National Income, concept, methods, components and social welfare and significance. Macro Economic instability: Unemployment and inflation, overview of the business cycle. Unemployment - types of employment. Define full employment, meaning unemployment, economic cost of unemployment. Keynes employment theory.

Unit - 3

The economics of firm and resource allocation: The theory of consumer behavior cardinal and ordinal approach, demand theory and indifference curve and } Consumer equilibrium - income, price & substitution effect. The factors of production function - short term and long term production function. The cob production - concept, types and relationship between short run and long run cost.

Unit 4

Price and output determination under different markets-perfect compare imperfect competition and monopoly, price discrimination or monopoly discriminate, and output under oligopoly. General theory of price determination, role of ten elements in price determination of the market product.

General equilibrium: The market system and its operation (case study).

Unit -5

Current economic problems - Government and economic policy, monetary policy, Policy, credit creation and the role of central bank. Business cycles and business policy.

REFERENCES:

Economics - McConnell and BRVE.
Business Economics - V.G. Mankar
Business Economics - D M. Mithani & V.S. P. Murthy
Managerial Economics - M. Adhikary
Managerial Economics - D.N. Dwivedi
Managerial Economics - Semuelson
Business Economics - Trivedi, Jatana, Chugh.

102. INDIA'S FOREIGN TRADE AND POLICY

OBJECTIVE: This course aims at providing information on India's foreign trade composition and direction, trade policies and balance of payment.

LEVEL OF KNOWLEDGE: Expert knowledge is required to understand organization environment and individuals role as manager to operate effectively in the organization to achieve organizational goals.

DETAILED SYLLABUS:**Unit- 1**

Foreign trade: An overview
India's foreign trade
India's balance of payment

Unit - 2

Export promotion in India
EXIM policy
Export Promotion Industrial Park in India
Export processing zones. Export oriented units, Export - houses and special economic zones, Export Assistance to Indian Exporters.

Unit - 3

Foreign Trade organization for Export Promotion: EPC, IIFT, Commodity Boards, II Council of Arbitration, EOUS, Chamber of Commerce & Industry, MMTC, World Trade Center.

Unit - 4

Export Finance, Methods of Payment- Export Procedure (Pre-shipment and Shipment)
Export Pricing, EXIM Bank of India ECGC.

Unit - 5

Important International organizations-IMF, IBRD, IDA and IFC.
European Union and CIS countries
Japan

ASEAN, SAARC, SAPTA, OPEC, OECD, BENELX, NAFTA.

West Asia

REFERENCES:

India's exports: Martin Wolf

India's export and export policies in the 1960s. : Deepak Nayyar

Foreign trade management in India: M.L. Verma

Export promotion in India, The institutional infrastructure: S. Bhashyain

Finance of foreign trade and foreign exchange: B. K. Chaudhary

Export marketing in India's new manufacturers: Sri Ram Khanna

103. QUANTITATIVE TECHNIQUES FOR BUSINESS DECISIONS - I

OBJECTIVE: This course develops analytical ability through mathematical reading among students. The statistical tools and techniques required to analyse problem their solution for effective decision marking in business situations.

LEVEL OF KNOWLEDGE: Working knowledge of mathematics and statistics is rein to develop analytical skills in decision making.

DETAILED SYLLABUS:

Unit- 1

Introduction to Statistics, Data Classification & Presentation of Data.

Matrix algebra and its applications to solve business related problems.

Unit - 2

Measures of central tendency, (Mathematical and positional average).

Correlation and regression analysis.

Unit - 3

Basic concept of probability (addition and multiplication probability, continuous probability) Bayes theorem.

Discrete and continuous probability distributions.

Unit - 4

Index number.

Time series analysis.

Unit - 5

Statistical quality control (control chart for attributes and variables, O-C curves (Alpha)

B (Beta), risk, design of experiment.

REFERENCES:

Business Mathematics: Sancheti and Kapoor

Quantitative Techniques: N. D. Vohra

Quantitative Techniques for decision making: Sharma, Shenoy and Srivastava
Introduction to Statistical Methods: Gupta
Fundamentals of Statistics: S. P. Gupta
Fundamentals of Statistics: S.G. Gupta
Fundamentals of Statistics: B.N. Gupta

104. FINANCIAL AND MANAGEMENT ACCOUNTING

OBJECTIVE: The basic purpose of this course is to develop an insight of post" principles and techniques of accounting and utilization of financial and accounting information for planning, decision making and control.

LEVEL OF KNOWLEDGE: Working knowledge of financial accounting and e, knowledge in Management accounting is required by the students to fully unced the financial implications in business decision.

DETAILED SYLLABUS:

Unit- 1

Financial accounting: Nature and scope.
Accounting concepts and conventions.
Preparation of journals, ledger & trial balance.
Preparation of trading profit & loss account and balance sheets.
Legal requirement of accounting & auditing, accounting standards.

Unit - 2

Corporate accounting issue of shares and debenture.
Buy back of shares.
Accounting for depreciation.
Impact of price level changes, inventory solution & estimation.

Unit - 3

Management accounting: Nature, scope, objects and functions.
Analysis of financial statement.
Ratio analysis: Univariate and multi-variate ratio analysis. Reaver and Altman's Model.
Fund flow analysis and cash flow analysis (AS-3).

Unit - 4

Cost classification, method of costing, cost allocation.
Unit costing, preparation of cost sheet treatment of overhead.
Marginal costing - break even analysis, its applications in business decision making.

Unit - 5

Budgeting and budgetary control, preparation of fixed and flexible budget.
Standard costing and variance analysis.
Using accounting information in decision making.

Note: Practical problems related to different topics to be taken up and small cases be taken up for discussion in the class.

REFERENCES:

Finance & accounting for managerial competitiveness: Dhameja N. & Shastri K. S.
Management Accounting: Khan & Jain
Essential of Management Accounting: Pandey I. M.
Accounting for Financial Analysis: Agrawal J. D.
Cost Accounting - A Managerial Emphasis: Homgren C. T.
Cost Accounting & Financial Control System: Dearden John
Advanced accounts: Shukla S. M.
Management Accounting Principles: Anthony & Reece
Management Accounting: Hingorani & Ramnathan

105. FUNDAMENTALS OF MANAGEMENT AND ORGANIZATIONAL BEHAVIOUR

OBJECTIVE: This paper places the foundation of management thought and prints besides the role of human component in the organization and their psychology group dynamics towards achieving organizational goals and enhancing productivity.

LEVEL OF KNOWLEDGE: Expert knowledge is required to understand organization environment and individuals role as a manager to operate effectively in the organization to achieve organizational goals.

DETAILED SYLLABUS:

Unit- 1

Management concepts: Nature, function and concept of management.
Role and skills of a manager.
Evolution of management thought - Various Approaches.
Social responsibility of management.

Unit - 2

Planning and decision making: Nature, process and elements of planning.
Fundamentals of decision making: process of decision making and tools used for decision making,

models of decision making.
Management by objectives.
Coordinating - significance and purpose.

Unit - 3

Organizing, staffing and control: Nature & purpose of organizing, line & relationship and delegation of authority. Formal & Informal organization. Basis for departmentation and span of control.
Staffing: Nature & purpose.
Leading: Various theories and leadership styles.
Controlling Systems and process of control.

Unit - 4

Organizational behaviour: Introduction to human behaviour, its significance and refer an individual in the organizational system.

Human behaviour - An input output system.
Determinants of individual behaviour attitudes - types and development.
Values & culture-their relationship with organizational functioning.

Unit - 5

Personality - concepts and various theories.
Interpersonal relationship: Transactional analysis, group dynamics, informal organization.
Motivation - various theories of motivation.
Organizational change and development.
Organizational effectiveness.
Conflict management and team building.

Note: Cases on related topics may be taken up from standard books.

REFERENCES:

Management: Koontz and O'donell
Management: Stoner James and Freeman Edwards
Introduction to Behavioural Sciences for Business: Kolasa
Organizational Behaviour : Fred Luthans
Organizational Behaviour : Stephen P. Robbins
Organizational Behaviour : Coleman
Principle of management: Tripathi & Reddy

106. INTERNATIONAL BUSINESS ENVIRONMENT

LEVEL OF KNOWLEDGE: Expert knowledge is required to understand environment International Business and its impact on India's Foreign Trade.

DETAILED SYLLABUS:

Unit- 1

Theories of international trade.
Balance of payments.
Instruments of trade policy.

Unit - 2

Globalization an overview process and forces.
International investment, Foreign Direct Investment.
Transactional corporations, Multinational Corporations.
Technology transfer.

Unit - 3

World trading system & institutions.
World trade and India.
Multilateral trading system.
Regional economic groupings.
International commodity agreements.

Multilateral financial institutions.

Unit - 4

World multicultural environment.

Business communication.

Multicultural management.

Global Hex model.

International business negotiations, diplomacy & etiquettes

Unit - 5

Contemporary developments and issues.

International Business environment - economic, political, legal, social & cultural.

International trade in services.

International business ethics.

Global e-business.

REFERENCES:

International Business Environment and Operations:

Daniels, John D. and Radebaugh, Lee H.

International Marketing: Cateora, Philip and Hess.

International Marketing: Kirpalani V. H.

International Business Environment: Blake and Sundaram

107. FOREIGN LANGUAGE - FRENCH

OBJECTIVE: The main objective of the French language course in the MIB Department is to enable the student to speak, read and write it with easy and comprehending the essential grammatical structure and units. Keeping in mind the pop) of the French language spoke widely throughout the world in francophones count its knowledge certainly improves the communication skill of the students, enhance their professional scope and broadens their realm of practical horizon into international business world

LEVEL OF KNOWLEDGE: Basic functional knowledge in order to communicate effectively.

DETAILED SYLLABUS:

Unit- 1

Understanding the verbal system present Tense

The three forms- Affirmative, negative and interrogative.

Unit-2

GRAMMAIRE

Article Defini

Article Indefini

Unit-3

Prepositions

Adjectifs de couleurs
Adjectif Qualificatif adjectif catégoriel et Contraires

Unit - 4

Adjectif possessif
Article Contracte
Masculin/Feminin
Singulier/Pluriel

Unit - 5

Salutations
Classroom

REFERENCES:

Manager Bleu - Book -1.

(Only first 14 lessons of the books are prescribed in the course)

(The French paper will be of 50 theory marks and 50 viva-voce. In which, 30 marks (final viva-voce) and 20 marks (internal test).