

Lesson Plan

Subject: Statistical Analysis**Session: July-Dec.****Class: MBA (Financial Administration)– I Sem****I: Course Objective:**

The course is designed with the objective of familiarizing the students with the basic concepts of Statistics and its application in Business to be used in the performance of the managerial job, and enable them to analyze and solve problems related to the organization.

II: Examination:

Student shall be evaluated on two components: 10 internal and 90 end semester examination. There will be 10 marks for internal evaluation, three internal evaluations will be conducted out of which two will be written test and third will be assignment/ presentation/quiz/ class participation. Best two out of 3 evaluations will be considered as internal marks.

The semester examination carrying 90 marks will have one section worth 90 marks will have eight theory and numerical questions out of which students will be required to attempt any five questions.

III: Course Outcomes (CO):

CO1. Understands and use statistics in the regular work of manager.

CO2. Learn about the tools and techniques for the enhancement of the performance on the managerial profile.

CO3. Enable the understanding of the student for Statistical Analysis connected with finance.

CO4. Integrate finance areas with statistics. To teach students to use current mathematical and statistical concepts and data analysis techniques for problem solving.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6
CO 1	3	-	-	-		
CO 2	3	-	3	-		
CO 3	-	3	3	1	2	1
CO 4	2	3	3	2		2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction of Statistics	Meaning and Definition of Statistics, scope and limitation	B.N. 3, 5
2			Role of statistics in management decisions, Introduction of Measurement of Central Tendency (Mean)	B.N. 3, 5
3			Continue Central Tendency (Mean, Median)	B.N.1, 2
4			Continue Central Tendency (Median and Mode)	B.N. 1,2, 3
CO: 1, 2				
LO:To understand the concept and applicability of statistics in business management and also understand the roleplay of statistics in decision making for business problems.				
5	2	Probability Theory and Probability Distribution	Concept of Additive and multiplicative Probability	B.N. 2,3
6			Concept of ConditionalProbability	B.N. 3, 7
7			Concept of Baye’s Theorem	B.N. 3, 7
8			Binominal Distribution	B.N. 5, 7
9			Poisson Distribution	B.N. 5, 7
10			Normal Distribution	B.N. 3, 7
First Group Assignment: Utility of Statistics in Current Scenario				
CO: 2,4				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Develop problem-solving techniques needed to accurately calculate probabilities and apply problem-solving techniques to solving real-world events.				
11	3	Time Series	Time Series and its Components, Model of Time Series, Measurement of Moving Trend	B.N. 3, 5,7
12			Measurement of average and exponential smoothing	B.N. 5, 7
13			Least Square Method, Measurement of seasonal variations	B.N. 3, 5
14			Conti. Measurement of seasonal variations and Residual method	
15			Conti. Measurement of seasonal variations and Residual method	B.N. 3, 5
Assignment: Submit Group analysis on Probability				
CO: 3,4				
LO: To understand the concept of time series along with the components and be able to apply the knowledge of time series and data analysis for the purpose demand forecasting..				
16	4	Correlation & Regression	Types of Correlation & its method, Karl Pearson Correlation	B.N. 1, 2, 3
17			Cont... Karl Pearson Correlation	B.N. 3, 5
18			Cont... Karl Pearson Correlation	
19			Spearman's & Concurrent Correlation	B.N. 6,7
20			Regression, Least square regression	B.N. 3, 7
21			Cont. Regression with other method.	B.N. 3, 5
Assignment: Sales and Demand of Company.				
CO: 3				
LO: To understand the concept of correlation between two variables and quantitative measurement of correlation including the interpretation of positive, negative and zero correlation and also understand the concept and implications of regression.				
22	5	Testing of Hypothesis	Hypothesis Testing and Statistical Influence	B.N. 3, 5, 7

Lecture No.	Unit No.	Topic	Sub Topic	Reference
23			Types of Error, and introduction of sample test (T test)	B.N. 1,3,5
24			Univariate and Bivariate analysis using normal distribution	B.N. 5, 7
25			Univariate and Bivariate analysis using normal distribution	
26			Z test	B.N. 3,5, 7
27	F test,		B.N. 1,2,3	
28	Chi square		B.N. 2, 5, 7	
Assignment: Hypothesis Setting and Testing.				
CO: 4				
LO:It develops the idea of developing hypothesis based on various test.				
29	6	Statistical Decision Theory	Decision Making Process	B.N. 3, 5, 7
30			Decision Under Uncertainty	B.N. 1,3,5
31			Decision Under Risk	B.N. 5, 7
32			Revision of all Syllabus	B.N. 3,5, 7
Assignment: Analysis of statistical models.				
CO: 4				
LO:To demonstrate how to build statistical models with the help of decision tree when data is sparse and expert judgments need to be incorporated to cope up with the problem in the field of business management.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: TEXT READINGS

1. S.P. Gupta, "Statistical Methods", New Delhi, Sultan Chand and Sons, 2007
2. Bharat Jhunjhunwala, " Business Statistics", New Delhi, Sultan Chand and Sons, 2008
3. S.C. Gupta, Business Statistics, Himalaya Pub House, 2008
4. T.N.Srivastava, Statistics for Management, TMH, 2008
5. J. N. Kapur and H. C. Saxena. "Mathematical Statistics", New Delhi, Sultan Chand and Company Ltd.,
6. Ajay Goel&AlkaGoel, "Mathematics & Statistics",4th Edition, Taxmann Publication
7. D. C. Sancheti and V. K. Kapoor, "Statistics: Theory, Methods and Applications", New Delhi: Sultan Chand and Sons.,

VII: Note

- 1 There will be Four home assignments, each carry 1 marks.
- 2 Two major group Assignments based on the practical aspect of the subject.
- 3 There will be one major Internal Test
- 4 Group size will be 4-5 students, & each group will be given separate topic of assignment
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan

VIII Rubric for Internal Assessment			
Subject: Statistical Analysis			
MBA I Semester (FA)			
Goal: Students examine a basic framework for understanding the statistic help to design data collection plans, analyze data appropriately and interpret and draw conclusions from those analyses. The central objective of the postgraduate major in Statistics is to equip students with consequently requisite quantitative skills that they can employ and build on in flexible ways.			
Objective: The course is designed with the objective of familiarizing the students with the concepts of Statistics to be used in the performance of the managerial job, and enable them to analyze and understand the application of the organization.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having command on statistical techniques and their application to business problems with concept and evaluation.	% Students having basic command on statistical techniques and their application to business problems.	% Students having understanding about statistics.	% Students Need More Efforts for Solution and Basic Concept of Statistical Techniques.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		

Lesson Plan

Subject: Computers for Managers

Session: July - Dec

Class: MBA(FA) – Ist Sem

I: Objective of course:

The objective of this course is to help students to understand the basics of Information Technology, Computer Hardware, Software, Applications, Databases, Internet and related issues. Special emphasis shall be laid on helping the students to acquire high degree of proficiency in GUI-based applications in various functional area of management.

II: Examination:

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student . A panel of Internal and External Examiners will conduct the viva-voice examination at the end of the semester and award marks to the student out of a maximum of 20 marks. The semester examination carrying 70 marks will have eight questions out of which students will be required to attempt any five questions.

Total Marks=10+20+70=100

III: Course Outcomes (CO):

CO1. Basic understanding of Computers Hardware and Software and their peripheral devices.

CO2. Learning of System software, Operating systems and its features .

CO3. Knowledge of Computer fundamentals and applications of MS-Office in business.

CO4. Learning of Internet , Information Technology and new technology devices.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6
CO 1			1			
CO 2	2	2		1	1	
CO 3	3	3	1	1	1	
CO 4	2	3	1	2	1	1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
Computers for Managers				
CO: 1				
LO: Awareness about Basic Computer related hardware, Software applications & computer based Languages also knowledge about Internet.				
1	1	Introduction to Computers	Hardware: Input / output devices, storage devices and memory	B.N. 1
2			Software: System and Application Software,	B.N. 1
3			Languages: Levels of languages, generation and their features	B.N. 1
4			Compilers, Interpreters and Assemblers	B.N. 1
5			Number System: Introduction to number system.	B.N. 1
6			Binary, decimal and their inter conversions.	B.N. 1
A-1. First assignment				
CO: 1, 2 Learning about System Software of Operating Systems and their utilization.				
LO:				
7	2	Operating Systems	DOS: External and Internal Commands & features	B.N. 2, B.N. 1
8			Windows 98: Basic Operations	B.N. 2, B.N. 1
9			Utilities & features.	B.N. 2, B.N. 1
10			UNIX: Introduction & features.	B.N. 2, B.N. 1
11			UNIX:Commands	B.N. 2, B.N. 1
A-2. Second assignment				
CO: 3				
LO: About the practical application & utility of MS-Office (MS-Word, MS-Excel MS- Power Point & MS-Access, etc.) in business				
12	3	Application Software	MS Word 2000: word basics, formatting text and documents,	B.N. 1
13			working with headers, footers.	B.N. 1

14			Templates, wizards, introduction to mail merge & macros.	B.N. 1
15			MS Excel 2000: Excel basics, rearranging worksheets,	B.N. 1
16			working with graphics, Using worksheet as databases.	B.N. 1
17			Automating “what-if” projects.	B.N. 1
18			MS PowerPoint : PowerPoint basics, and important features	B.N. 1
19			Creating presentation (Practical Exercise)	B.N. 1
20			MS Access: Database creation, screen/form design	B.N. 1
21			Report generation using wizard (Practical)	B.N. 1
CO: 3, 4				
LO: Awareness about Internet and their connecting devices.				
22			Concepts & Services, Hardware and Software requirements	B.N.3, B.N.10
23			Type of Internet connections, advantage and disadvantage of Internet.	B.N.3, B.N.10
24	4	Internet	Modems, World Wide Web,	B.N.3, B.N.10
25			E-mail, chat ,browsers, search engines.	B.N.3, B.N.10
26			Overview of Intranets & Extranets.	B.N.3, B.N.10
CO: 4				
LO: Understanding of Information Technology and its uses.				
27			Introduction to IT and its development.	B.N. 3, B.N. 5
28			Impact & Future of IT in Business Organizations.	B.N. 3, B.N. 5
29	5	Information Technology	Overview: 4 GL, Image Processing.	B.N. 3, B.N. 5
30			Video Conferencing,	B.N. 3, B.N. 5
31			Artificial Intelligence	B.N. 3, B.N. 5

32		Information Super Highways	B.N. 3, B.N. 5
A-4. Group assignment			
Presentations and Class test			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

1. Sinha and Sinha, Computer Fundamentals, BPB Publications, Latest Edition.
2. Balagurusamy Fundamentals of Computer i.e Tata MacGrawHill
3. Manish Mahajan IT Infrastructure & Management Acme learning.
4. R. Kalakotta & M. Robinson, "E-Business: Roadmap for Success", Pearson Education Reprint, New Delhi, Latest Edition.
5. Rayudu C. S. e-Business, Himalaya Publishing House, Latest Edition.
6. Daniel Amor, "The E-Business (R) Evolution", PHI Learning, New Delhi, Latest Edition.
7. Hanson, E-Commerce & Web Marketing, Cengage Learning, India, Latest Edition.
8. Kamlesh K. Bajaj & Debjani Nag, "E-Commerce", Tata McGraw Hills, New Delhi, Latest Edition.
9. Joseph, E-commerce, Indian Perspective, PHI, Latest Edition.
10. Murthy C. S. V., e-Commerce, Himalaya Publishing House, Latest Edition.
11. Ravi Kalakotta & Whinston B., "Frontiers of E-Commerce", Pearson Education, Reprint, New Delhi, Latest Edition.
12. R.K. Taxali PC Software for windows Made Simple, Tata McGraw Hills, New Delhi, Latest Edition.
13. Sumitabha Das, Unix concepts and applications, Tata McGraw Hills, New Delhi, Latest Edition.

VII: Notes:

1. Class tests/ assignment/presentation will be conducted.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best two major tests will be included in internal marks.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Attendance will be a multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment :

Subject: Computers for Managers			
MBA (FA) I Sem			
Goal: Students acquire the basic knowledge and skills needed to effectively utilize information systems and technology which is applicable in real life implementation.			
Objective: The objective of this course is to help the student acquire the basic knowledge of Information Technology, Computers fundamentals and Software.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about basics of Computers knowledge, Internet and Information technology which are applicable in technology environment.	% Students having understanding about Information Technology and Computer Fundamentals.	% Students having basic understanding about computer fundamentals	% Need More Efforts to learn about Fundamental of Computer and Its Uses in Business Decision.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

Lesson Plan

Subject: Business Laws

Session: July - Dec

Class: MBA (FA)-I Sem

I: Objectives of course: The objective of this course is to acquaint the student with various laws, which are to be observed in performing the day-to-day business. Here the emphasis will be on the different latest provisions of the law and on how these can be used in the best interest of the organization without violating them rather than cases.

II: Examination: The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The university question paper will be out of 90 marks. It will contain 8 questions out of which the student will be required to attempt any five questions.

III: Course Outcomes (CO):

After studying Business Law Course, the students would be able to:

- CO 1: Understanding of the nature and sources of the laws, and the governing legal and judicial system.
- CO 2: Apply basic legal knowledge of the various mercantile and economic laws mentioned in the syllabus to business contracts and dealings.
- CO 3: Awareness of the latest provisions of the various mercantile and other economic laws mentioned in the syllabus.
- CO 4: Application of legal theory to determine the legal issues in assigned cases.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6
CO 1	3					
CO 2	2					
CO 3	3					
CO 4	2					

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	The Indian Contract Act, 1872	General Introduction to law of Contracts and Definitions, Void and Voidable Agreements, Essential Elements of a Valid Contract Case: Balfour v Balfour [1919] 2 KB 571	B.N.1/2/3
2			Essential Element – Offer & Acceptance Case :Carlill v Carbolic Smoke Ball Company [1892] Case:Lalman Shukla V GauriDutt(1913)11 All.I.J.489 Case:Brogden vs. Metropolitan Rail. Co., (1877)2.A.C.66	B.N.1/2/3
3			Essential Element – Consideration, Capacity to Contract , Free consent. Case: Durga Prasad Vs. Baldeo. (1880) 3 All. 221 Case:ChinnayaVs.Ramayya, (1882) 4 Mad.137 Case: MohiriBibi Vs. DharmodasGhosh (1903) 30 Cal. 539.	B.N.1/2/3
4			Performance & Discharge of Contract	B.N.1/2/3
5			Breach of a Contract and Its Remedies	B.N.1/2/3
6			Quasi Contract	B.N.1/2/3
A-1. First assignment, submission within 3 days				
CO: 1,2,3&4				
LO: 1.Develop an understanding of the Indian Contract Act, 1872. 2. Utilize the contractual terminology to determine the legal issues in assigned cases.				
7	2	Sale of Goods Act, 1930	Introduction to Contract of Sale of goods, Definitions & Kinds of Goods	B.N.1/2/3
8			Formation of Contract of sale - Sale & Agreement to Sale, Sale & Hire Purchase Agreement, Sale & Bailment	B.N.1/2/3
9			Conditions & Warranties, Doctrine of Caveat Emptor Case:Ward Vs. Hobbs, (1878) 4 App. Cas.13	B.N.1/2/3
10			Unpaid Seller &Rights of Unpaid Seller	B.N.1/2/3
Assignment No.1				
CO:2, 3&4				
LO:1. Understand the meaning of Contract of Sale of goods and essentials of contract of sale. 2. Use the understanding of the provisions of Sale of Goods Act and apply them practically.				
11	3	The Negotiable	Negotiable Instrument Act, 1881- Characteristics and types of instruments.	B.N.4/5/7

12		Instrument Act, 1881	Promissory Note and Bill of Exchange and cheque Difference between Promissory Note & Bill of Exchange Case study on Bill of Exchange: AIB Trade Finance Services (Study Material)	B.N.4/5/7
13			Cheque & crossing of cheque. Difference between Cheque & Bill of Exchange	B.N.4/5/7
14			Negotiation & Assignment Types of Endorsement Holder & Holder in due course	B.N.4/5/7
15			Dishonour and Discharge an Negotiable Instruments	B.N.4/5/7
A-3. Group assignment, Submission within 5 days				
CO: 2,3& 4				
LO: 1.Knows the meaning and features of a negotiable instrument 2. Know the detailed features of a promissory note, bill of exchange and cheque and differences between them 3. Identify various classifications of negotiable instruments 4. Explain Negotiation and assign ability of instrument 5. Describe Dishonour and discharge of negotiable instrument.				
16			Companies Act, 1956 – Characteristics of a Company. <u>Case:</u> Salomon v A Salomon & Co Ltd [1896] UKHL 1, [1897] AC 22 Types of Companies	B.N.1/4/5
17	4	The Companies Act, 1956	Memorandum and Article of Association and difference between the two Doctrine of ultra vires Lifting of Corporate veil Doctrine of Indoor Management Doctrine of Constructive Notice	B.N.1/4/5
18			Shareholders and Debenture Holders Minority Protection	B.N.1/4/5
19			Winding-up of Companies	B.N.1/4/5
Assignment No.2				
CO: 1,2,3&4				
LO: 1.Develop an understanding of The Companies Act, 1956 2. Describe Characteristics of Company & Corporate Veil 3. Knows the various classes of companies under the Companies Act. 4. Understand the meaning of Memorandum of Association and Articles of Association and compare between the two. 5. Knows the meaning of Oppression & its prevention 6. Describe Winding Up of Companies & Modes of Winding Up.				
20	5	Law of Insurance	Concept & guideline of Marine, Fire and Life Insurance Policy	BN.9/10
CO: 2,3				
LO: Develop an understanding of the law of insurance prevailing in the country.				

21	6	Law of Intellectual Property	Patent and Trademark Act	BN.9/10
22			Copyright Act and Design Act	BN.9/10
CO: 2,3& 4				
LO:Develop an understanding of the various law governing the intellectual property rights in the country.				
23	5	Consumer Protection Act, 1986	Definitions, Consumer Rights, Exploitation of Consumer and Utility of Consumerism. <u>Case:</u> Life Insurance Corporation of India vs. Shri ChaturBihariLal, Appeal no.29/89 (Raj.) <u>Case:</u> Oswal Fine Arts Vs. M/s. HMT, Madras – Petition No. 1/88 (Del).	B.N.2/4/6
24			Consumer Protection – Consumer Forums and Advisory Councils	B.N.2/4/6
CO: 1, 2,3& 4				
LO: 1. Understand the meaning of Consumer and Consumer Rights. 2. Know the redressal Mechanisms under the Consumer Protection Act				
25	6	I(D&R) Act	Scheduled Industries & Regulation of Scheduled Industries	BN.9/10
26			Power of IDRA, Industrial Licensing	BN.9/10
CO: 3				
LO: Gain knowledge about industrial licensing and regulation of scheduled industries.				
27	7	FEMA	Foreign Exchange Management Act –Features & Definition	BN.9/10
28			FEMA – LRS, FDI and other provisions.	BN.9/10
29			Foreign Exchange Management Act – contravention and penalties, evaluation.	BN.9/10
CO: 1, 2 & 3				
LO: Gain and understanding of various provisions of FEMA.				
30	8	SEBI	Objective, Power and function of SEBI	B.N.3/5/9
31			Guidelines for investor protection	B.N.3/5/9
32			New issue and stock exchange	B.N.3/5/9
CO: 1,2 & 3				
LO: Gain and understanding of SEBI and investor protection mechanism in the country.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book:

1. M.C. Kuchhal&VivekKuchhal, Business Legislation for Management, latest edition,VikasPublishing House.
2. K.R.Bulchandani, Business Law for Management, Himalaya Publishing House, latest editon.

3. C.L.Bansal, Business and Corporate Laws, Excel Books, latest edition.
4. K.C. Garg, V.K.Sareen, Mukesh Sharma, R.C.Chawala, Mercantile Law, latest Edition, Kalyani Publishers.
5. V.S.Datey, Business and Corporate Laws, latest edition, Taxmann's Allied Services (P) Ltd.
6. Rohini Aggarawal, Mercantile Laws, latest edition, Taxmann's Allied Services (P) Ltd.
7. S.S.Gulshan, Mercantile Law, latest edition, Excel Books.
8. Avtar Singh, Mercantile Law, Eastern Book Company, latest edition.
9. Economic Laws, Taxmann Publications Pvt Ltd, latest edition.
10. Bare Acts of the above.

VII: Note

1. Class tests/ assignment/presentation will be conducted.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best two major tests will be included in internal marks.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Business Environment			
MBA I Sem			
Goal: Students examine the legal environment in which businesses operate and how common law, provincial and the government statutes influence decision making. Topics include the legal system and the law relating to contracts, sale of goods, negotiable instruments, insurance, intellectual property, consumer protection, insurance, foreign exchange management and investor protection guidelines.			
Objective: To familiarize the students with the business environment prevailing in India and around the world and create an awareness of the emerging business issues at the National and International Level in the light of new economic policies among the students and help them understand its implications to the business.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding of various mercantile and economic laws, which are to be observed in performing the day-to-day business. Students have the knowledge of latest provisions of the above-mentioned law and its uses in the best interest of the organization without	% Students having sound understanding of the above mentioned mercantile laws and basic understanding of the above-mentioned economic laws, which are to be observed in performing the day-to-day business. Students having knowledge of latest provisions of the above mentioned mercantile	% Students having basic understanding of the provisions of the above mentioned mercantile and economic laws but require more understanding regarding the practical application of these	% Students need more efforts to understand various economic and mercantile laws affecting the business.

violating them rather than getting involved into litigation and cases.	laws but require better understanding for the economic laws affecting the business.	laws.	
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IX: Scheme of Internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

Lesson Plan

Subject: BUSINESS MATHEMATICS

Session: July-Dec

Class: MBA I

I: Course Objective: The objectives of course are to equip the students with the mathematical & Statistical Technique & their application to business problem. The emphasis will be on the concepts & application rather than derivations.

II: Examination: The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination will be worth 90 marks. A student will be required to attempt any five questions out of eight questions. The questions will contain theoretical as well numerical and/or practical problem(s). All questions will carry equal marks.

III: Course Outcomes (CO):

1. To prepare students for lifelong learning and successful careers using their mathematical skills.
2. To develop decision making skills pertinent to the practice of mathematics including the students' abilities to formulate problems, to think creatively, and to synthesize information.
3. To train students thoroughly in methods of analysis and algebra, including the computational skills appropriate for mathematicians to use when solving problems.
4. To teach students to use current mathematical concepts and data analysis techniques for problem solving.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6
CO 1	-	-	2	-	1	-
CO 2	1	3	1	-	-	-
CO 3	-	2	-	-	3	-
CO 4	3	-	-	-	-	-

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	UNIT I	Sets & Functions	Sets, subsets, types of sets	B.N-1, B.N-4
2			Operations on sets, Cartesian product of sets.	
3			Functions - Algebraic functions (polynomial - linear, quadratic and rational)	
4			Transcendental functions (exponential, log and trigonometrically functions with identities).	
5			Business Applications of Sets and Functions.	
CO: 2,3				
LO:To understand the concepts and techniques that are developed to solve many complex business problems in a logical and simple way by structuring them in the set theory language. Further, to understand the applications of various functions in business management and also find the impact of independent variables on dependent variables.				
6	UNIT II	Limits and Continuity of Functions	Introduction,Limit of a variable	B.N-2
7			Limit of a function	
8			Implication of limit of a function	
9			Continuity introduction	
10			Continuity of a function of one variable	
CO: 1,4				
LO:Describe and attain some elementary level of mathematical skills for the management processes as per the requirements of the practicing managers				
11	UNIT III	Differentiation Concepts	Derivatives of a function	B.N-3, B.N-4
12			Derivative of Sum & Difference	
13			Derivative of Product"ient	
14			Maxima and Minima	
15			Applications of differentiation in economic and managerial problems like marginal analysis, elasticity	

CO: 3				
LO: To understand the concept of differential calculus in specific contents with emphasis on application to economics and be able to apply the theory and concept of change and proportion change in the mathematical functions in order to solve complex business problems.				
16	UNIT IV	Integration Concept	Elementary integration	B.N-1, B.N-4
17			Integration by parts	
18			Integration by partial fraction	
19			definite integrals	
10			Economic application	
21			Consumersurplus & Producer surplus	
CO: 4				
LO: To understand the concept of marginal cost, marginal revenue and marginal profit with the help of integral calculus and be able to apply the concept of integration in the complex problems of business management and economics.				
22	UNIT V	Sequencing and Series	Introduction to arithmetic mean	B.N.-1, B.N-4
23			Geometric mean	
24			Harmonic mean	
25			Introduction to Discounting,Compounding	
26			Annuity	
CO: 1				
LO: Interpret the data, Classify the data to get solutions to the problems in the corporate world				
27	UNIT VI	Matrices and Determinants with Business application	Introduction ,types& operations on Matrices	B.N-5
28			Adjoint, determinant, minor &cofactor	
29			Inverse of Matrices	
30			Elementary row operations	
31			solution of Simultaneous Equations	
32			Input & Output analysis	
CO: 1, 3				
LO: To understand the concept and theory of determinant, matrices and input output analysis and use the concept and knowledge of matrices to solve complex problems in the field of business management and economics.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 J.K. Sharma, “Mathematics for Management and Computer Applications”, New Delhi, Galgotia Publication,
- 2 R. K. Ghosh and S. Saha, “Business Mathematics and Statistics”, Calcutta, New Central Book Agency
- 3 Saha, “Business Mathematics and Quantitative Techniques”, Calcutta, Central Book Agency,
- 4 Ajay Goel&AlkaGoel, “Mathematics & Statistics”, 4th Edition, Taxmann Publication
- 5 K. B. Dutta, “Matrix and Linear Algebra”, New Delhi, PHI Learning

VII: Note:

- 1 Class tests/ assignment/presentation will be conducted.
- 2 There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best two major tests will be included in internal marks.
- 3 Class performance and discipline will be an important factor for assessing internal marks.
- 4 The result of each tests/assignment will be declared within one week.
- 5 Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Business Mathematics			
MBA I Sem			
Goal: Students are introduced to the use the concepts and methods of statistics, including variability, and probability as well as business mathematics.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-10 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having command on mathematical and statistical techniques and their application to business problems with concept and evaluation.	% Students having basic command on mathematical and statistical techniques and their application to business problems.	% Students having understanding about management functions.	% Students Need More Efforts for Solution and Basic Concept of Mathematical and Statistical Techniques.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Financial Accounting & Reporting****Session: Jul-Dec****Class: MBA FA - I Sem**

I: Objective of course: Objective of this course are to acquaint the basic concept of financial, management accounting and cost.

II: Examination: The faculty member will award marks out of a maximum of 10 for the internal performance of the student. The semester examination will be worth 90 marks. It will have two sections, A and B. Section A worth 36 marks will comprise of 4 theory questions out of which a student will be required to attempt any two questions. Section B worth 54 marks will contain five practical/numerical problem(s) and/ or cases out of which a student will be required to attempt any three questions.

III: Course Outcomes (CO):

- CO1 Acquaintance with the basic concept of Accounting
- CO2 Preparation of financial accounts in accordance with Generally Accepted Accounting Principles
- CO3 To understand the concept of depreciation and to analyze data through different depreciation methods
- CO4 Describe the Recent developments and the ability to understand the US GAAP & Indian GAAP.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2						
CO 2		3		2				
CO 3		3		2				
CO 4	3		2					

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction to accounting	Meaning of Accounting, Generally Accepted Accounting Principles (GAAP)	B.N. 1
2			Concepts & Conventions	B.N.2
3			Concept of double Entry System of accounting	B.N.2
4			Rules for debit & credit entries	B.N.2
5			Types of accounts	B.N.2
6			Journalising the transactions and types of Journal Entries	B.N.2
7			Posting entries into Ledger accounts	B.N.2
8			Concept of Trial Balance	B.N.2
9			Preparation of Trail Balance	B.N.2
CO: 1				
LO: Describe the conceptual framework of accounting & Double entry system. Prepare the Journal, Ledger & Trial Balance				
10	2	Preparation of Final accounts	Meaning of capital ,revenue and receipts expenditure	B.N.1
11			Differentiation between capital ,revenue and receipts expenditure	B.N.2
12			Concept of Trading account, Profit & loss account	B.N.2
13			Numericals of Trading account & Profit & loss account	B.N.2
14			Concept of Balance sheet	B.N.2
15			Adjustments- Types of adjustments	B.N.2
16			Numericals with adjustments	B.N.2
			Assignment- Based on Numericals	
CO: 2				

LO: Preparing Final accounts with adjustments, construct financial statements, and close the books for the accounting period in accordance with Generally Accepted Accounting Standards.

17	3	Depreciation	Concept of Depreciation and its importance in Decision making	B.N.2
18			Concept of Straight Line Method -Practical questions	B.N.2
19			SLM -Practical questions	B.N.2
20			Concept of Written Down Value Method	B.N.2
21			WDV Method-Practical questions	B.N.2
22			Change in Method of Depreciation	B.N.2
23			Presentation	
			Assignment- Based on Numericals	

CO: 3

LO: Compare different depreciation methods, including straight-line methods, and written down value method.

24	4	Recent Developments	Need for US GAAP	B.N.1
25			Need for Indian GAAP	B.N.1
26			Understanding basic difference between US GAAP & Indian GAAP	B.N.1
27			Importance of International Accounting Standards	B.N.1
28			Understanding the concept of Inflation accounting	B.N.1
29			Importance of Inflation accounting	B.N.1
30			Understanding the concept of Human resource accounting	B.N.1
31			Importance of Human resource accounting	B.N.1
32			Presentation	

CO: 4

LO:

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. R.L Gupta, V.K Gupta, "Principles of Accountancy", Sultan Chand & Sons, 6th Edition, 1996.
2. S.N. Maheshwari, Introduction to Accounting, Vikas Publishing House, New Delhi: III Edition, 2001.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject:			
MBA FA I Sem			
Goal : Students develop the ability to prepare and analyze increasingly complex financial statements. Topics include an overview of accounting, accounting entries; double-entry accounting systems; Journal Entries, Posting into ledger, Preparation of Trial Balance; Trading & Profit & loss account; Balance Sheet. It Include the depreciation charged through SLM & WDV. Recent development in GAAP.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
___ Students	___ Students	___ Students	___ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Financial Accounting and Reporting and to understand the recent developments of US GAAP & Indian GAAP.	% Students has to develop the core concept of Financial Accounting and Reporting and to understand the difference between development of US GAAP & Indian GAAP.	% Students having understanding about Financial Accounting functions.	% Students Need More Efforts for Solution and Basic Concept of Accounting.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

Lesson Plan

Subject: Indian Financial System**Session: Jul-Dec****Class: MBA(FA) - I Sem**

I: Objective of course: The objective of this course is to explain various aspects of corporate finance environment of financial and capital markets in which they operate and also to give characteristics features of corporate liability and asset management with view to have a balanced capital structure.

II: Examination: The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student .The University question paper will be of 90 marks. It will contain 8 question out of which the student will berequired to attempt any 5 questions.

Note: Relevant Case Studies (at least two cases per unit) will be discussed compulsorily.

III: Course Outcomes (CO):

- CO1 Describe the role and structure of the financial system;
- CO2 Explain key concepts such as financial claim, financial intermediation and financial market.
- CO3 Discuss theories on financial markets and institutions that help explain phenomena such as adverse selection and moral hazard.
- CO4 Explain the concepts and functions of different types of financial instruments.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6
CO 1	2	2				
CO 2	2	3				
CO 3	3	3	3	1		
CO 4	2	2		1	3	

V: Session Plan:

Lecture .No	Unit No.	Topic	Sub-topic	Reference
1	Unit 1	INTRODUCTION	Introduction to Indian Financial System: Structure and Characteristics.	B.N.1 & B.N. 3

2	Unit 1		Introduction to Global Financial System: Structure and Characteristics.	B.N.1 & B.N. 3
3			Introduction to Global Financial System: Structure and Characteristics.	B.N.1 & B.N. 3
A-1 First Assignment Submission within 3 Days				
CO: 1 & 2				
LO: Describe the concept of Indian and Global Financial Systems				
4	Unit 2	REGULATORY INSTITUTIONS	SEBI (Security Exchange Board of India)	B.N.1 & B.N. 3
5			SEBI	B.N.1 & B.N. 3
6			RBI (Reserve Bank of India)	B.N.1 & B.N. 3
CO: 2 , 3 & 4				
LO: Describe the Regulatory Role of SEBI and RBI in Financial Market				
7	Unit3	Capital Markets	Introduction Primary and Secondary Market, Structure,	B.N.1 & B.N. 3
8			Nature, Significance and Players,	B.N.1 & B.N. 3
9			Nature and characterstics (shares).	B.N.1 & B.N. 3
10			Nature and characterstics (shares).	B.N.1 & B.N. 3
11			Types ofShares	B.N.1 & B.N. 3

12			Debentures	B.N.1 & B.N. 3
13			Types of debentures	B.N.1& B.N. 3
14			warrants	B.N.1& B.N. 3

CO: 2 , 3 & 4**LO:** Describe the Regulatory Role of Capital Market in Financial System.

15	Unit 4	Capital Markets Operations	Trading and settlement mechanism of stock exchange	B.N.12& B.N. 3
16			IPO	B.N.12& B.N. 3
17			Introduction in Market	B.N.12 & B.N. 3
18			Through Prospectus	B.N.12 & B.N. 3
19			Private Placement	B.N.1& B.N. 12
20			Bought out details and Book Buildingss	B.N 2

A-3 Third Assignment (case study)Submission within 3 Days**CO: 3 & 4****LO:** 1. understand and critically evaluate different types of Capital market Operations.

21	Unit 5	Introduction to Money Market	Structure ,Operations and players	B.N 2 & B.N. 5
22			Call money,treasury Bill	B.N 12
23			Commercialpaper,Certificate of deposit	B.N 12
24			Gilt edged securities and repo	B.N 6& B.N 12

CO: 2 , 3 & 4**LO:** Describe the Regulatory Role of SEBI and RBI in Financial Market

25	Unit6	Working Capital financing Management.	Bank and institutional financing	B.N 12 & B.N. 5
26			Management of cash.	B.N 2& B.N 12

27			Management of Receivable	B.N 4& B.N 12
28			Management of Inventories	B.N 1 & 3
CO: 3 & 4				
LO: Understand the management of working Capital components and financing institution.				
29	Unit 7	Introduction to Financial Institution	SFC's & DFI's	B.N 6
30			, their importance & scope	B.N 5
31			IDBI,IFCI	B.N 5& B.N 12
32			SIDBI	B.N 5& B.N 12
CO: 3 & 4				
LO: 1.Describe basics of various financial Institution.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. M.Y.Khan- **Financial Services**, 5e TMH 2009
2. Bharti Pathak-**Indian Financial System** 2/e, Pearson 2010
3. R M Srivastava **Dynamics of Financial Markets and Institutions in India**, ExcelBooks, 2010
4. Shanmugham, **Financial Services**, 1st Edn, 2009, Wiley
5. Bhole, L M, **Financial Institutions and Markets**, 5e TMH 2009
6. Gurusamy, **Financial Markets and Institutions**, 3e TMH 2008
7. Gopalswamy, **Capital Market**, 2008 Macmillan Publishers
8. Chary **Venture Capital : Concepts and Application**, 2008, Macmillan Publishers
9. Gurusamy, S **Merchant Banking and Financial Services**, 3e TMH 2009
10. Justin Paul-**Management of Banking and Financial Services**, 2/e, Pearson 2010
11. Jadhav **Monetary Policy, financial Stability and Central Banking in India**, 2007
12. Gordon & Natrajan, **Financial Markets and services**, Himalaya Publication, 2010
13. Shashi.K.Gupta, **Financial Services**, Kalyani Publication, 2014

SUGGESTED READINGS

1. H R Marchiraju Indian Financial System New Delhi ,Vikas Publication 2nd edition 2002
2. Vasant Desai ,The Indian Financial System,New Delhi,. Himalaya Publication.4th edition june 2001.

VII: Notes:

1. Class tests/ assignment/presentation will be conducted.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best two major tests will be included in internal marks.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Indian Financial System			
MBA (FA)I Sem			
Goal : The purpose of including Indian Financial system as a subject is to give a clear understanding and knowledge of Financial system in the present scenario.			
Objective: The objective of the course is to understand the role of Financial Services in Business organizations and to give an insight into The strategic, regulatory, operating and managerial issues concerning select financial services.			
8-10Marks	5-7Marks	2-4Marks	00-1 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement

% of the students are able to understand the role of Financial Services in Business organizations and to give an insight into The strategic, regulatory, operating and managerial issues concerning select financial services.	% understand major of the key concepts such as financial claim, financial intermediation and financial market	% understand few of the key concepts such as financial claim, financial intermediation and financial market	% Have Low degree of association & attempt to identify and summarize the problem accurately.	
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

VIII: Rubric for Internal Assessment

Subject:			
MBA (FA) I Sem			
Goal: Students develop the ability to prepare and analyze financial statements. Topics include an overview of accounting entries; double-entry accounting systems; Final accounts; financial reporting concepts, concepts of management and cost accounting.			
Objective: Students gain understanding of basic concept and usage of Financial, Cost, and Management Accounting.			
8-10 Marks	5-7Marks	3-4 Marks	1-2 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Financial, Cost, and Management Accounting and further to develop understanding of corporate accounting.	% Students having the basic concept of Financial, Cost, and Management Accounting.	% Students having understanding about management functions.	% Students Need More Efforts for Solution and Basic Concept of Accounting.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 100	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

INSTITUTE OF BUSINESS MANAGEMENT AND RESEARCH
IPS ACADEMY, INDORE
Lesson Plan

Subject: Management Principles and Practices
Class: MBA(FA) – I Sem

Session: July-Dec.

I: Course Objective:

The objective of this course is to help the students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.

II: Examination:

The Faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The semester examination will be worth 90 marks .It will have two sections A and B. Section A, worth 66 marks will consist of five theory questions , out of which students will be required to attempt any three questions, and section B will comprise of one or more cases, worth 24 marks.

III: Course Outcomes (CO):

CO 1: Understanding of the functions and responsibilities of the manager

CO2: Learn about the tools and techniques for the enhancement of the performance on the managerial profile.

CO 3: Enable the understanding of the student for organizational environment

CO 4: Integrate management principles into management practices.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6
CO 1	1	2	1	2		3
CO 2		3	3		2	2
CO 3	1	2			3	
CO 4	3	3	3	2		3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Concept of Management	Functions and Responsibilities of Managers	B.N. 1, 5
2			Fayol's Principles of Management	B.N. 1, 4
3			The Classical School Management Thought	B.N. 1, 4
4			The Classical School Management Thought	B.N. 3, 5
5			Human Relation Theory	B.N. 3, 5
6			System Theoty, Contingency Management Theory	B.N. 1, 5
7			Developing Excellent Manager	B.N. 2, 8
CO: 1, 4				
LO: It develops managerial skills and knowledge of basic management principles among the students.				
8	2	Planning	Nature and Purpose of Planning, Advantages and Limitations of Planning	B.N. 5, 8
9			The Planning Process, Principles of Planning	B.N. 6, 8
10			Types of Planning	B.N. 5, 8
CO: 4				
LO: It enhances the skills among the students to develop plans and to execute them.				
11	3	Concept and Nature of Objectives	Types of Objectives, Importance of Objectives	B.N. 3, 5,8
12			Setting Objectives, Management by Objectives (MBO)	B.N. 6, 8
13			Benefits and Weaknesses of MBO.	B.N. 3, 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 3				
LO: It enhances the skills among the students to develop and set the objectives of the company and how to achieve the objectives.				
14	4	Strategies and Policies	Concept of Corporate Strategy, Formulation of Strategy	B.N. 3, 5, 8
15			Types of Strategies	B.N. 3, 5
16			The Strategic Planning Process	B.N. 3, 5
17			The TOWS Matrix	B.N. 5, 8
18			The Portfolio Matrix	B.N. 3, 5
19			Three Generic Competitive Strategies by Porter, Effective Implementation of Strategies	B.N. 5, 8
10			Types of Policies, Principles of Formulation of Policies	B.N. 3, 5, 8
21			Decision Making Process, Individual Decision Making Models	B.N. 3, 8
CO: 2				
LO: Students will able to formulate different strategies and understand the different competitive strategies.				
22	5	Organizing	Nature and Purpose of Organizing	B.N. 3, 7, 8
23			Bases of Departmentation	B.N. 7, 5
24			Span of Management, Determinants of Span of Management	B.N. 7,8
25			Line and Staff Relationship	B.N. 7, 8
26			Line-Staff Conflict	B.N. 3, 5
27			Bases of Delegation, Kinds of Delegation	B.N. 3, 5
28			Centralization, Decentralization, Methods of Decentralization	B.N. 3
CO: 3				
LO: It enables the students how to get optimum output from available resources.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
29	6	Controlling	Concept and Process of Control, Human Aspects of Control, Control as a Feedback System	B.N. 3, 4,5
30			Control Techniques, Feed Forward Control, Preventive Control	B.N. 4,5, 8
31			Control Through Return on Investment, Profit and Loss Control	B.N. 3,4, 5
32			The Use of Computer for Controlling and Decision Making, The Challenges Created by IT as a Control Tool	B.N. 5
CO: 4				
LO: It develops the skills among the students to control over the resources as per requirement and achieve the objectives.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

1. Stephen P. Robbins, David A. Decenzo, Sanghmitra Bhattacharya, Madhushree Nanda Agarwal, **Fundamentals of Management**, Pearson Education, 1009
2. Kreitner, **Management Theory and Applications**, Cengage Learning, India, 1009
3. Robbins, **Management**, 9th edition Pearson Education, 1008,
4. R.D Agrawal, "Organisation and Management", New Delhi, Tata McGraw Hill, 1995
5. Harold Koontz, O'Donnell and Heinz Weihrich, **Essentials of Management**. New Delhi, Tata McGraw Hill, 1006
6. Stoner, **Management**, PHI Learning, 1008
7. Richard L. Daft, **Principles Of Management**, Cengage Learning, India, 1009
8. Neeru Vasishth, **Principles Of Management**, Third Edition

VII: Note:

1. Class tests/ assignment/presentation will be conducted.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best two major tests will be included in internal marks.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Attendance will be a multiplying factor as per given in academic plan.

1.

VIII Rubric for Internal Assessment			
Subject: Management Principles and Practices			
MBA(FA) I Sem			
Goal : Students examine a basic framework for understanding the role and functions of management and an explanation for the principles, concepts and techniques that can be used in carrying out these functions. Topics include planning, organizing, staffing, leading and controlling, as well as decision-making and managing change.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
16-10 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about management functions, responsibilities of manager, idea of tools and techniques to be used in the managerial activity.	% Students having understanding about management functions, responsibilities of manager.	% Students having understanding about management functions.	% Need More efforts for Learning about Functions of Management and Its Uses.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

Lesson Plan

Subject: Managerial Economics

Session: July - Dec

Class: MBA (FA)-I Sem

I: Objectives of course: The objective of this course is to acquaint the student with various laws, which are to be observed in performing the day-to-day business. Here the emphasis will be on the different latest provisions of the law and on how these can be used in the best interest of the organization without violating them rather than cases.

II: Examination: The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The university question paper will be out of 90 marks. It will contain 8 questions out of which the student will be required to attempt any five questions.

III: Course Outcomes (CO):

After studying Business Law Course, the students would be able to:

- CO 1: Understanding of the nature and sources of the laws, and the governing legal and judicial system.
- CO 2: Apply basic legal knowledge of the various mercantile and economic laws mentioned in the syllabus to business contracts and dealings.
- CO 3: Awareness of the latest provisions of the various mercantile and other economic laws mentioned in the syllabus.
- CO 4: Application of legal theory to determine the legal issues in assigned cases.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6
CO 1	3					
CO 2	2					
CO 3	3					
CO 4	2					

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Introduction	Definition of Economics, basics of economics	B.N.1/2/3
2			Micro economic theories	B.N.1/2/3
3			Macroeconomics theories	B.N.1/2/3
4			Relationship between micro & macro economics	B.N.1/2/3
5			Scope of managerial economics and its relationship with statistics, mathematics, accounting, & operations research	B.N.1/2/3
A-1. First assignment, submission within 3 days				
CO:				
LO: 1.Develop an understanding of the basics of economics.				
6	2	Demand Theory	Concept of demand , factors affecting demand	B.N.1/2/3
7			Demand function, price of commodity and demand	B.N.1/2/3
8			Shift in demand curve, income & demand	B.N.1/2/3
9			Income & substitution effect	B.N.1/2/3
10			Other factors affecting demand	
11			Demand forecasts	
Assignment No.1				
CO:				
LO:1. Understand theconcept of demand in relation with income and price of commodity.				
12	3	Production and costs	Fixed and variable inputs	B.N.4/5/7
13			Short and long run fixed & variable proportions	B.N.4/5/7
14			Return to scale	B.N.4/5/7
15			Causes of increasing and decreasing returns to scale	B.N.4/5/7
16			Cost curves	B.N.4/5/7
17			Choosing the last cost input combination	
A-3. Group assignment, Submission within 5 days				
CO: 2,3& 4				
LO:Understand the concept ofproduction and how to achieve returns to scale				
16	4	Theory of Firm and market structure	Profit maximization	B.N.1/4/5
17			Sales maximization	B.N.1/4/5
18			Organizational slack	B.N.1/4/5
19			Ownership and control	B.N.1/4/5
			Perfect competition	
			Monopoly	
			Oligopoly	
			Imperfect competition	
Assignment No.2				
CO: 1,2,3&4				

LO:				
10	5	Recent Developments & Applications	Scope and core competencies of firm	BN.9/10
			Centralization and decentralization	
			Role of	
CO: 2,3				
LO:Develop an understanding of the law of insurance prevailing in the country.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Reference Book:

1. M.C. Kuchhal & Vivek Kuchhal, Business Legislation for Management, latest edition, Vikas Publishing House.
2. K.R. Bulchandani, Business Law for Management, Himalaya Publishing House, latest edition.
3. C.L. Bansal, Business and Corporate Laws, Excel Books, latest edition.
4. K.C. Garg, V.K. Sareen, Mukesh Sharma, R.C. Chawala, Mercantile Law, latest Edition, Kalyani Publishers.
5. V.S. Datey, Business and Corporate Laws, latest edition, Taxmann's Allied Services (P) Ltd.
6. Rohini Aggarwal, Mercantile Laws, latest edition, Taxmann's Allied Services (P) Ltd.
7. S.S. Gulshan, Mercantile Law, latest edition, Excel Books.
8. Avtar Singh, Mercantile Law, Eastern Book Company, latest edition.
9. Economic Laws, Taxmann Publications Pvt Ltd, latest edition.
10. Bare Acts of the above.

VII: Note

1. Class tests/ assignment/presentation will be conducted.
2. There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best two major tests will be included in internal marks.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment
Subject: Business Environment
MBA I Sem

Goal: Students examine the legal environment in which businesses operate and how common law, provincial and the government statutes influence decision making. Topics include the legal system and the law relating to contracts, sale of goods, negotiable instruments, insurance, intellectual property, consumer protection, insurance, foreign exchange management and investor protection guidelines.			
Objective: To familiarize the students with the business environment prevailing in India and around the world and create an awareness of the emerging business issues at the National and International Level in the light of new economic policies among the students and help them understand its implications to the business.			
16-10 Marks	11-15 Marks	06-10 Marks	00-05 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding of various mercantile and economic laws, which are to be observed in performing the day-to-day business. Students have the knowledge of latest provisions of the above-mentioned law and its uses in the best interest of the organization without violating them rather than getting involved into litigation and cases.	% Students having sound understanding of the above mentioned mercantile laws and basic understanding of the above-mentioned economic laws, which are to be observed in performing the day-to-day business. Students having knowledge of latest provisions of the abovementioned mercantile laws but require better understanding for the economic laws affecting the business.	% Students having basic understanding of the provisions of the abovementioned mercantile and economic laws but require more understanding regarding the practical application of these laws.	% Students need more efforts to understand various economic and mercantile laws affecting the business.

IX: Scheme of Internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE
Lesson Plan**

Subject: Bank Management**Session: Jul-Dec****Class: MBA (A) II Sem****I : Objective of the course:**

The Course aims at: developing understating about the various functions, operations and activities of Banking institutions; explain is how to apply the basic finance concepts to the management of banking institute; providing framework, rules, regulations for governing banking institution. Understand how to make informed decisions about the riskiness and political returns of different banking activities. Making aware of competitive opportunities that coincide with changes and developing the strategic solutions and plans.

II: Examination:

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The semester examination carrying 90 marks will have ten questions out of which students will be required to attempt any five questions.

III: Course Outcomes (CO):

- CO1 Critically understand the theories, concepts and legal implications related to banking areas.
- CO2 Analyze financial statements of banking and insurance sector
- CO3 Understand management of cost of funds, credit management and portfolio management by banks.
- CO4 Understand recent trends in Global Banking, mergers and Acquisitions and E-banking

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2					1	
CO 2	2	3	3					
CO 3	1	2	2	1		1		
CO 4		2	2	2	3	2		

V: Session Plan

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Overview of the Banking Industry and Regulation	Overview of the Banking Industry and Regulation	B.N. 2
2			Fundamental of change in Banking	
3			A case : GE Capital Services	B.N.2
CO: 1				
LO: Describe conceptual background of banking industry and changes in banking industry				
4	2	Bank Organization & Regulation,	Structure of Banking Industry	B.N.4
5			Organizational forms	B.N.4
6			Bank Regulations	B.N.4
7			Presentation 1	
CO: 1				
LO: Describe the basic characteristics of banking structure and regulatory framework				
8	3	Evaluating Bank Performance	Commercial bank Financial Statements	B.N.
9			Relationship between Income & Balance sheet statement	B.N.
10			Return of Equity Model & Trade off,	B.N.15
11			CAMELS Rating,	B.N.15
12			Alternative Models of Bank Performance,	
13			Managing Non interest income and non interest expenses	
CO: 2				
LO: Learn to analyse financial statements of banks with the help of various ratios.				
14	4	Managing cost of Funds	Bank Capital and Liquidity	
15			Managing Liabilities and cost of funds	

			Funds,	
16			The effectiveness use of Capital	
17			Liquidity planning and Managing cash asset	
18			Presentation II	
CO: 3				
LO: Understand the various banking risks and management of cost of Funds by bank and ALM by banks.				
Assignment I				
19	5	Credit Management	Credit Policies	
20			Evaluating Loan Proposal	
21			Evaluating Consumer Loans, Credit Analysis	
CO: 3				
LO: Understand the credit management by banks.				
22	6	Managing Investment Portfolio,	Investment Portfolio and Policy Guidelines	
23			Characteristics of various securities,	
24			Active Investment Strategies	
CO: 4				
LO: Describe the investment portfolio of banks				
25	7	Global Banking Activities	Global Banking Participants	
26			Universal Banking	
CO: 4				
LO: Describe the Global Banking Activities				
27	8	Bank's Merger Acquisition,	Recent Trends, How do Mergers Add Value,	
28			Valuation Procedures, A case study.	
29			Presentation III	

CO: 4				
LO: Describe the Banks Merger and Acquisition procedures				
Assignment II				
27	9	e-Banking,	Bank Technology overview	
28			Bank Services on Computers	
29			M Banking	
CO: 4				
LO: Describe the E-banking and M-Banking system				

VI: Book References:

1. Shekhar & Shekhar “Banking Theory and practice”, Vikas Publication (P) Ltd. New Delhi.
2. Bhole L.M., Financial Institutions and Market, 2 Editions, Tata McGraw Hill Publishing Co.Ltd., New Delhi, 1992.
3. Timothy W.Koch and MacDonald S. Scott, Bank Management, 4th Edn, The Dryden Press Harcourt College, Publishers.
4. Marilyn R. Seymann, managing Bank Technology, Toppan Company PTE, Singapore.
5. William T. Thornhill, Risk Management for Financial Institutions, Bankers Publishing Company, Illionis.
6. ICSI.Banking and Insurance Law &Practices,Taxmann’s Publication.
7. V Iyenger Introduction to Banking, Excel Books,2010.
8. Justin Paul-Management of Banking and Financial Services, 2/e, Pearson, 2010
9. IIB, Advanced Bank Management 2010 Macmillan Publishers.
10. Neelam C Gulati Principles of Banking Management, Excel Books,2010.
11. Hull-Risk Management and Financial Institutions, Pearson, 2010.
12. Timothy Koch & MacDonald, “Bank Management”, New York, Dryden Press,
13. Vasant Joshi and Vinay Joshi, “Managing Indian Banks”, Response Books
14. Justin Paul-Management of Banking and Financial Services, 2/e, Pearson, 2010

VII: Notes:

1. There will be 3 Assignments of subject on individual basis.
2. Student will be assessed on the basis of attendance, class participation, assignment and discipline.
3. Presentations will be assign to group of 3-4 students on practical aspect of subject.

4. If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
5. Final assessment will be on following basis:

VIII Rubric for Internal Assessment			
Subject: Banking Management			
MBA FA II Sem			
Goal : The purpose is to have knowledge of banking besides fundamental legal knowledge, to carry out financial analysis of banking companies.			
Objective: The objectives of this course are to explain to the student operations of upcoming banking sector, statutory requirements and understanding of financial environment and market in which they operate.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
____Students	____Students	____Students	____Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% acquire fundamental knowledge and skills that will set the foundations for a successful career in the banking services sector.	% understood major of the key concepts such as financial claim, financial intermediation and financial market	% are familiarized with and understand the few concepts of framework of banking	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Financial Management****Session: Jan-June****Class: MBA (FA) - II Sem****I: Objective of course:**

The objective of this course is to help the student understand the concepts, tools and skills of financial management and analysis and their application in area of finance.

II: Examination Scheme:

The semester examination, carrying 90 marks will have two sections, A & B Section. A worth 24 marks will have three theory questions out of which students will be required to attempt two questions. Section B, carrying 66 marks will contain practical/numerical problems and / or cases.

III: Course Outcomes (CO):

- C1 To Understand the Financial Management, sources of finance and describe basic financial decisions.
- C2 To analyze the financial statements by using various financial tools and application of FFS and CFS
- C3 Describe Leverage, Budgeting, Cost of capital, Capital structure theories and analysis of the same by applying various techniques
- C4 Analyze the investment decisions by using various financial tools and understanding of working capital, dividend decision

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	2			1			
CO 2	1	3	3	1			2	
CO 3		2	3		2	2	2	
CO 4	1	2	3	2			3	2

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topic	References
1	1	Introduction-Finance	Nature, Scope. Role of Finance Manager,	B.N.1
2			Objective of Finance Functions	B.N.1
CO: 1				
LO: Define Financial Management & Basic Financial Functions and Decisions Involved in Business				
3	2	Sources of Finance	Concepts and Nature of Traditional and Modern Sources of long term finance.	B.N.2
4			Long Term Sources of Finance	B.N.2
5			Short Term Sources of Finance	B.N.2
CO: 1				
LO: Describe Various Sources of Short Term and Long Term Sources of Finance				
6	3	Leverage analysis	Operating, Financial & Composite leverages and their applications	B.N.4
7			Practical questions	B.N.4
CO: 3				
LO: Describe Leverage, various types of risk associated with it and computation of leverage risk & Operating Risk & can analysis & recommend suggestive measures on the basis of analysis.				
8	4	Funds flow analysis and cash flow analysis.	Fund flow statement	B.N.3
9			Practical questions	B.N.3
10			Practical questions	
11			Cash Flow Statement	B.N.3
12			Practical Questions	B.N.3
13			Practical questions	
14			Presentation / Assignment	
CO: 2				
LO: Prepare and Analyze the Cash Flow & Fund Flow Statement of the Company.				

15	5	Working capital requirements	Concepts, Components, determinants and determination of Working Capital	B.N.2
16			Computation of Working Capital	B.N.2
17			Practical Questions	
18			Practical Questions	B.N.2
CO: 4				
LO: Describe the concepts & methods of Working Capital management and Apply the tools to measure the amount of working capital requirement for an organization.				
19	6	Cost of Capital	Concept of Cost of Capital, Computation of cost of Equity, Debt and Quasi Capital	B.N.3
20			Weighted Average Cost of Capital	B.N.3
21			Practical questions	B.N.3
CO: 3				
LO: Describe the concept of Cost of Capital to determine optimum debt-equity mix				
22	7	Capital Budgeting:	Time value of money.	B.N.3
23			Various methods of evaluating proposals and decision rules.	B.N.3
24			Practical Questions	B.N.3
25			Practical questions	B.N.3
CO: 3				
LO: Define the Capital budgeting Methods and Apply these methods to evaluate & Compare different types of Projects				
26	8	Capital Structure Theories and Decisions	Capital Structure and its Theories	B.N.2/4
27			Practical questions	B.N.2/4
28			Practical questions	B.N.2/4
CO: 4				
LO: Describe the concept of Capital Structure Theories and Make use of these theories to determine optimum debt-equity mix				
29	9	Dividend decision	Practices and Forms of Dividend in a Company	B.N.2/3
30			Residual Theory of Dividend	B.N.2/3
31			MM Model of Irrelevancy of Dividend	B.N.2/3
32			Presentation/Assignment	
CO: 4				

LO: Describe the Forms & Practices of Dividend in a Company and Analyze the Market Price of Shares under various different circumstances

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. I.M. Pandey, Financial Management, Vikas Publication House, 8th Ed., 2009
2. M.Y. Khan and PK Jain, Financial Management, Delhi, TMH, 4th Edition, 2007
3. Shashi K. Gupta & R. K Sharma, Financial Management, Kalyani Publishers, 6th Edition, 2008
4. S. P Gupta, Financial Management, Sahitya Bhawan Publication,
5. Brigham, Fundamentals of Financial Management, 10th, edition 2008, Cengage Learning,
6. Chandra Bose Fundamentals of Financial Management, PHI, 2009
7. Sharan.V. Financial Management, Pearson Education; Second Edition, New Delhi.
8. Prasanna Chandra, Financial Management, New Delhi, TMH, 2004
9. Keown, Financial Management- principles & application 10th Ed Pearson Education, 2008
10. Shapiro, Capital Budgeting & Investment Analysis, Pearson Education 2008
11. Reddy G. S., Financial Management, 2008, Himalaya Publishing House

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment			
Subject: Financial Management			
MBA FA II Sem			
Goal : To acquire the skills necessary to manage a financial firm, to describe and apply financial concepts, theories, and tools, and to evaluate the role of technology and the legal, ethical and economic environment as it relates to financial institutions.			
Objective: To understand the theoretical framework of finance problems and issues and apply these concepts in practice. Through this students will be able to enhance their knowledge and understanding of financial management and will learn how managers should organize their financial transactions effectively.			
10-9 Marks	08-06 Marks	05-03 Marks	02-00 Marks
____ Students	____ Students	____ Students	____ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
____% Students shows exceptionally high understanding of business finance concept. Students shows skills of financial analysis and making financial decisions according to analysis. Students also shows high familiarity with the financial tools and relationship of these tools with managerial decision making.	____% students shows strong understanding of concepts but making mistakes. Some time found difficult to relate with practical aspect of subject.	____% students shows good understanding of concepts, found difficult to solve completely and stuck between the problem. Required more conceptual clarity for relating practical and theory.	____% students shows basic understanding of concepts, and found very much difficult to show relationship between financial tools and managerial decision making.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Investment Management****Session: Jan-June****Class: MBA (FA) - II Sem****I: Objective of course:**

The intent of the course is to provide students with a basic understanding of various investment alternatives and how to value those investments.

II: Examination Scheme:

The faculty member will award marks out of a maximum of 10 for the internal performance of the student. The semester examination will be worth 90 marks. It will have two sections, A and B. Section A worth 66 marks will comprise of 5 theory questions out of which a student will be required to attempt any three questions. Section B worth 24 marks will contain one or more practical/numerical problem(s) and/ or cases.

III: Course Outcomes (CO):

CO1	To understand the concepts of Investment analysis							
CO2	To develop understanding about allocation and selection of investment assets based on the trade-off between risk and return							
CO3	To understand risk mitigating tools and investment horizon.							
CO4	To develop understanding about theoretical underpinning of the subject with the implications in the real world							

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2			2			
CO 2			3			2		
CO 3			3	2				
CO 4		3				2		

V: Session Plan:

S. No	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction to Investment theory	Investment, Economics of investment traditional, modern theory	B.N 1
2			development of investment, history	B.N 1
CO: 1				
LO: To Acquaint with the concept of Investment management				
3	2	Securities & Markets	Government bounds, corporate fixed income securities, corporate stock, options warrants, forwards & futures	B.N 1
4			Shares of investment coup. & mutual funds, rnortgage securities, primary & secondary market	B.N 1
5			Organized exchange for various instruments, over the counter exchange, computerized trading technique	B.N 1
6			Speculating, hedging & arbitrage	
CO: 1				
LO: To understand about various securities traded in the financial markets				
7	3	Valuation of securities	Common Stock dividends Vs earnings, Constant growth model	B.N 2
8			Multistage, growth model, PIE rtio study	B.N 2
9			Bond valuation PV model & bond valuation	B.N 2
10			Valuing risk-less bond's YTM	B.N 2
11			Module's duration (MD)	B.N 2
12			Interest rate elasticity & risk.	B.N 2
Assignment I				
CO: 2				
LO: To learn to concept related to valuation Risk and Return of different securities				
13	4	Taxes on Investment Strategy	Tax structure, Income taxed, Capital gain & Losses	B.N 2
14			Computing After-tax return locked in effect	B.N 2
15			Dividend clienteles, Effect n dividend on expected stock return	B.N 2
16			Expected return on taxed & Tax exempt	B.N 2

			securities	
CO: 2				
LO: To develop understanding about taxation aspect of investment				
17	5	Index	Preparation of an index, Basis of changes in index	B.N 2
18			Various important indices done	B.N 2
CO: 3				
LO: To understand various indices				
19	6	EIC Frame work	Economic analysis, key economic indicators, economic forecasting, risk measurement & rating	B.N 1
20			Sectional analysis, international lateral comparison	B.N 1
21			Company analysis ,Performance & prospects, Preparing equity research reports	B.N 1
22			Ratio analysis involved, ESP & PE conflict	B.N 1
CO: 3				
LO: To understand Economy, industry and company analysis for investment				
23	7	Technical Analysis	Dow Theory’	B.N 1
24			Bar-charts, point figure charts	B.N 1
25			Confidence index, relative strength analysis	B.N 1
26			Moving overage analysis	B.N 1
27			Designing technical tools	B.N 1
Assignment II				
CO: 3				
LO: To develop understanding about Technical analysis of equity stock				
28	8	Modelling	Financial modelling in developing market	B.N 1
29			Investor's behaviour& financial modelling	B.N 1
CO: 3				
LO: To understand about financial modelling				
30	9	Global Portfolio Management	Risk-return in international investing	B.N 1
31			Global asset allocation	B.N 1
32			Chaos theory and Capital Market	B.N 1
Assignment III/PPT				
CO: 4				
LO: To understand about concept of portfolio management				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Prasanna Chandra; “Security analysis and portfolio management” TMH, New Delhi, Fifth Edition 2012
2. V K Bhalla; “Investment Management” S. Chand publication, 2008

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Investment Management			
MBA FA II Sem			
Goal: Investment management refers to the handling of financial assets and other investments—not only buying and selling them. Management includes devising a short- or long-term strategy for acquiring and disposing of portfolio holdings. It can also include banking, budgeting, and tax services and duties, as well.			
Objective: Students gain understanding of the investment management, provide them tools and techniques to be used in the valuation of security, and enable them to analyze and understand the fundamental and technical analysis of different securities available in stock market.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of Investment management and valuation of securities and able to solve the complex problems of valuation of securities.	% Students have basic understating and the core concept of investment analysis and valuation of securities.	% Students having understanding about investment management and valuation of securities.	% Students Need More Efforts to understand to concepts of investment management.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE
Lesson Plan**

Subject: Macro Economic Theory and Policy

Session: Jan - June

Class: MBA (FA)-II Sem

I: Objectives of course :

The objective of this course is to give the students an overview of macroeconomic theory and policy and to make the students understand and analyze relationships among different macroeconomic variables such as national income, employment, consumption, inflation and the quantity of money. The student will be able to understand the role of fiscal and monetary policy in an economy.

II: Examination: The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The university question paper will be out of 90 marks. It will contain 8 questions out of which the student will be required to attempt any five questions.

III: Course Outcomes (CO):

- CO1: To give the student an overview of macroeconomic theory and policy and relationships among different macroeconomic variables
- CO2: To acquaint the students with the concept of macroeconomic equilibrium.
- CO3: To develop an understanding of the concept of consumption and investment.
- CO4: To get an overview of different theories of money and assess the role and efficacy of the fiscal and monetary policy in economic development.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1					1			
CO 2				1	1			
CO 3				1	1			
CO 4				1	1			

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Macro-Economic: Nature and Scope.	Meaning, nature, scope and application of Macro Economics.	B.N.1/2/3
2			Major issues and concerns of Macro Economics.	B.N.1/2/3
3			Role of Government in Macro Economics.	B.N.1/2/3
4			Concept of stock and flow variables.	B.N.1/2/3
5			Importance of Macro Economics	B.N.1/2/3
A-1. First assignment, submission within 3 days				
CO: 1				
LO: 1.To understand what is macroeconomics and the major macro-economic issues facing an economy.				
6	2	Objectives and Instruments of Macro-Economic policy.	Objectives of Macroeconomic Policy	B.N.1/2/3
7			Instruments of Macro-Economic policy - Monetary policy	B.N.1/2/3
8			Instruments of Macro-Economic policy - Fiscal policy	B.N.1/2/3
9			Instruments of Macro-Economic policy - Supply-side policies	B.N.1/2/3
Assignment No.1				
CO:1				
LO: 1. To have knowledge of objectives of macroeconomics policy and its instruments.				
10	3	Classical model of macro-economic equilibrium.	Meaning of macroeconomic equilibrium	B.N.1/2/3
11			The classical concept of macroeconomic equilibrium	B.N.1/2/3
12			Market equilibrium of final production in the classical conception	B.N.1/2/3
A-3. Group assignment, Submission within 5 days				
CO:2				
LO: To understand the concept of macroeconomic equilibrium and Classical model of macro-economic equilibrium.				
13	4	AN overview. Keynesian model of macro-economic equilibrium.	Keynes' Criticism of Classical Theory	B.N.1/2/3
14			Keynesian macroeconomic equilibrium approach	B.N.1/2/3
15			Comparison of Classical and Keynesian Theory of Employment.	B.N.1/2/3
Assignment No.2				
CO: 2				
LO: To know the basis of Criticism of Classical Theory and have an overview of Keynesian model of macro-economic equilibrium.				

16	5	An overview. Consumption demand in keynesian theory.	The concept of consumption function.	B.N.1/2/3
17			Keynes's theory of consumption.	B.N.1/2/3
18			Determinants of propensity to consume	B.N.1/2/3
19			Importance features of Keynes's consumption function.	B.N.1/2/3
CO: 3				
LO: To know the consumption function principle of Keynes.				
20	6	Investment in kenesian theory. Theories of interest rates.	The Keynesian Theory of Investment	B.N.1/2/3
21			Determinants of Investment – marginal efficiency of capital (MEC) & Rate of interest & Investment demand curve.	B.N.1/2/3
22			Factors Determining Investment	B.N.1/2/3
23			Theories of interest rate.	B.N.1/2/3
CO: 3				
LO: To know the Keynesian Theory of Investment and theories of interest rate determination				
24	7	Money, its role and prices.	Definition, Function and Importance of money.	B.N.1/2/3
25			Role of money in economic development.	B.N.1/2/3
26			Value of Money and Price Level	B.N.1/2/3
CO: 4				
LO: To understand the concept of money and value of money.				
27	8	Monetary policy: Goals, Targets and instruments.	Role of Monetary Policy in economic growth	B.N.1/2/3
28			Instruments of Monetary Policy	B.N.1/2/3
CO: 1 & 4				
LO: To understand the meaning and objectives of monetary policy and the instruments of Monetary Policy				
29	9	Fiscal policy. Exchange rate policy. Business cycles.	Fiscal Policy - Instruments of Fiscal Policy	B.N.1/2/3
30			Exchange rate – determinants, fixed vs floating exchange rate.	B.N.1/2/3
31			Business cycles -Meaning and Phases, Theory of Hicks, Henson and Keynes. Inflation, Recession, Stagflation.	B.N.1/2/3
CO: 1 & 4				
LO: To know the fiscal policy, exchange rate policy and the concept of business/ trade cycles.				

VI: Reference Book:

1. Macro Economic Theory and Policy, H.L. Ahuja, S Chand & Company. Latest edition
2. Macro Economic Theory & Policy, D. N. Dwivedi, Tata McGraw-Hill Education, Latest edition.
3. Macro Economic Theory, M L Jhingan, Vrinda Publications P LT-Delhi (2016), Latest edition.

- Principles of Macro Economics , Narayan Rangaraj and H.Dholakia, McGraw Hill Education, Latest edition.
- Macro Economic Theory, E. Shapiro, Galgotia Publications, Latest Edition
- Macro Economics Paperback, Dr. M.L. Seth, Lakshmi Narian Agarwal; 1st edition (2017).

VII: Note

- Class tests/ assignment/presentation will be conducted.
- There will be three major tests based on the practical and theoretical aspect of the subjects. The marks of the best two major tests will be included in internal marks.
- Class performance and discipline will be an important factor for assessing internal marks.
- The result of each tests/assignment will be declared within one week.
- Attendance will be a multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Macro Economic Theory and Policy			
MBA (FA) II Sem			
Goal: Students will be able to gain a solid understanding of the theoretical and conceptual principles and develop the understanding of the theories that related to existence of money, explaining why it is demanded by individuals and used in trading process.			
Objective: The objective of this course is to give the students an overview of macroeconomic theory and policy and to make the students understand and analyze relationships among different macroeconomic variables such as national income, employment, consumption, inflation and the quantity of money. The student will be able to understand the role of fiscal and monetary policy in an economy.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
___ Students	___ Students	___ Students	___ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to relate the basic Economic theory and Principles to current Macro Economic issues. Students are aware about the determinants of long term economic growth, including role of saving and investment on the growth of economy.	%.... students were accomplished and able to articulate some perspectives of Macro Economic Analysis & Policy. Some of the students were able to demonstrate determinants of long term economic growth, including role of saving and investment on the growth of economy.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%....student fall in this criterion. They were not able to demonstrate the basic understanding and functioning of national and global economy.

IX: Scheme of Internal marks

Class Participation	Internal Assessment	Total 50	Final Internal Marks
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Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		Out of 10
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IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE
Lesson Plan

Subject: Management Accounting

Session: Jan.- June

Class: MBA – (FA) II Sem

I: Objective of the course: The objectives of this course is to provide the student insight into costing tools and management central techniques..

II: Examination: The semester examination carrying 90 marks will have two section A & B. Section A worth 24 marks will have three theory questions out of which students will be required to attempt two questions. Section B, carrying 66 marks, will contain practical/numerical problems and or cases.

III: Course Outcome

CO 1. To acquaint student with the basic Management accounting concepts, tools and techniques for decision making.

CO 2. Develop understanding of relevant costing system and their uses for different managerial decisions.

CO 3. Demonstrate critical thinking skill to analyze various cost controlling mechanisms

CO 4. Develop the conceptual understanding of Responsibility accounting and Management reporting system

IV: PO-CO Mapping: High 3, Medium 2 and Low 1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	2						
CO 2		3	3					
CO 3			2	3			1	
CO 4					1	2	2	3

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub - Topic	Reference
1	1	Basics of Management Accounting	Meaning and definition of Management Accounting,	B.N.1/3
2			Objectives, functions, significance	B.N.1/3
3			Relationship of Management Accounting with Other Branches of Accounting and Other Disciplines of Studies	B.N.1/3
4			Presentation	
CO:1				
LO: Develop systematic and scientific understanding of Management accounting and its scope.				
5	2	Classification of cost and their uses in management	Classification of cost	B.N.1/3
6			Different types of cost and their uses in management	B.N.1/2
7			Practical problems	B.N.1/2
CO:1				
LO: Develop understanding of various types of cost and their application in Management				
8	3	Relevant costing for different managerial decisions	Change in product Mix	B.N.1/6
9			Pricing Decisions, Exploring a New Market,	B.N.1/6
10			Shut-down Decisions; Make or Buy Decision	B.N.1/6
11			Practical problems	B.N.1/6
CO:2				
LO: Application of Costing as a tool and technique used for business decisions.				
12	4	Differential costing system	Differential costing system and its uses in alternative choice problems	B.N.1/6
13			Practical problems	B.N.1/6
CO:2				
LO: Application of Differential Costing as a technique used for alternative business				

decisions.				
14	5	Total costing systems and its uses	Total costing systems and its uses	B.N.1/3
15			Practical problems	B.N.1/3
CO:2				
LO: Application of Total Costing as a technique used for alternative business decisions.				
16	6	Budgets	Meaning of Budget, Budgetary Control and its use as a management tool	B.N.1/3/6
17			Functions of Budgets, Stages in Budget Process, Various Types of Budgets	B.N.1/3/6
18			Variance analysis, Types of Variance	B.N.1/3/6
19			Analysis, Interpretation, Presentation and Disposal of variances	B.N.1/3/6
20			Practical problems	B.N.1/3/6
21			Practical problems	B.N.1/3/6
22			Practical problems	B.N.1/3/6
23			Presentation	
CO:3				
LO: Acquaintance with basic concept of Budgetary control techniques, and Variances				
24	7	Standard costing and its uses	Introduction to Standard Costing	B.N. 1/6
25			Cost Standards and their types	
26			Operation of Standard Costing System	
27			Establishing Standard Costs, Analysis,	
28			Practical problems	
29			Presentation	
CO:3				
LO: Develop understanding to analyze variances with the help of standard costing.				
30	8	Responsibility accounting	Concept of Responsibility accounting	

31		and management control	Its application in Management Control	B.N.2
A-1, Submission within 5 days				
CO:4				
LO: Develop understanding about responsibility accounting as a managerial control tool.				
32	9	Management Reporting	Concept of Management Reporting	B.N.2
CO:4				
LO: Develop understanding about responsibility accounting as a managerial control tool.				

VI: Reference Book:

1. Jawahar Lal, Seema Shrivastava, Cost Accounting, McGraw Hill Education(India) Private Ltd.
2. S.P.Jain & K.L Narang Cost and Management Accounting; Mayur Paperbacks, A-95, Sector 5,
3. M.N. Arora Cost and Management Accounting(Theory and Problems); Himalaya Publishing House,
4. R.S.N Piallai Bhagvathi Management Accounting; S. Chand & Co. Ltd.
5. V.k. Saxena& C.D. Vashist Cost and Management Accounting Sultan Chand & Sons,
- 6 . M/N. Arora : A Text Book of Cost and Management Accounting Vikas Publishing. House

VII: Notes:

1. There will be individual assignment, group assignment, and group presentations.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. If any student does not submit assignments at time, credit will be given half mark after submission of assign

VIII: Rubric for Internal Assessment**Subject:** Management Accounting

Goal : To inculcate the basic knowledge and understandings about various elements and dimensions of Management Accounting.

Objective: To impart understanding of Management Accounting

09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% is able to perform international business activities, arrange resources and better prepare to meet all documentary need of international business.	% smartly handle business requirement, able to take wise decision, accomplish all essential tasks related to buyers, clearing authorities, legal depart, customs etc.	% having loose command on documents, terminologies and subject knowledge. Need more efforts to grip superb knowledge of the subject.	% have poor understanding of subject, concepts are unclear or misunderstood. The students required to be more attentive at theoretical front.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Internal Out of 10	VIVA Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE
Lesson Plan

Subject: Organizational Behavior

Session: Jan - June

Class: MBA(FA) - II Sem

I: Course Objectives:

Objective of this course is to help students to understand human Behavior in organizations so that they improve their managerial effectiveness

II: Examination:

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The semester examination will be worth 90 marks. It will have two sections A and B. Section A, worth 60 marks will consist of five theory questions, out of which students will be required to attempt three questions. Section B will comprise one or more case(s) worth 20 marks.

III: Course Outcomes (CO):

- CO 1. Understand individual behavior in organizations, including diversity, attitudes, job satisfaction, emotions, moods, personality, values, perception, decision making, and motivational theories.
- CO 2. Demonstrate the applicability of the concept of organizational behavior to understand the behavior of people in the organization.
- CO 3. Understand group behavior in organizations, including leadership, Emotional Intelligence conflict and negotiations
- CO 4. Understand the organizational system, including organization change, Time Management and Stress Management.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1			2	3			
CO 2	1							
CO 3	3				2	2	1	
CO 4					1			3

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	Reference
1	1	Foundations of Individual behaviour and organizational behaviour	Organizational Behavior: Concept and OB models	B.N.1/B.N.2/B.N.6
2			Personality	B.N.1/B.N.2/B.N.6
3			Determinants and Attributes	B.N.1/B.N.2/B.N.6
4			Attitude	B.N.1/B.N.2/B.N.6
5			Learning And Learning Theories	B.N.1/B.N.2/B.N.6
6			Perception and cognitive dissonance theory	B.N.1/B.N.2/B.N.6
7			Case Study	
CO: 1, 2				
LO: This unit will help the students to understand basic concept of OB and various theories of Personality, Learning, Perception and Job Attitudes.				
8	2	Motivation	Definition, concept and theories of motivation - Maslow’s Hierarchy of Needs, Herzberg's Two Factor theory	B.N.1/B.N.3/ B.N.5

9			ERG theory, Vroom's Expectancy theory,	B.N.1/B.N.3/ B.N.5
10			Reinforcement theory and Behavior Modification.	B.N.1/B.N.3/ B.N.5
11			Case Study	
Assignment				
CO: 1,2				
LO: In this unit students will learn various theories of motivation that how motivated employees can lead to increased productivity and allow an organization to achieve higher levels of output.				
12	3	Foundations of Group Behaviour	Defining and Classifying Groups	B.N.2/B.N. 4/B.N. 7
13			Group Structure, Group Processes,Process of group formation	B.N.2/ B.N. 4/B.N. 7
14			Group decision making,Group v/s Team, Team Effectiveness and decision making	B.N.2/ B.N. 4/B.N. 7
15			Case Study	
CO: 2, 3				
LO: Stages of group development, Group Structure, Group Processes, Group Dynamics and importance of Team Effectiveness will be learnt by the students in this unit.				
16	4	Leadership	Introduction of leadership , leadership theories and Styles	B.N.1/B.N.5/ B.N.7
17			Trait theories, Behavioral theories – Ohio state studies , Michigan studies and managerial grid	B.N.1/B.N.5/ B.N.7
18			Contingency theories-- Fiedler’s Model, Hersey and Blanchard's Situational theory	B.N.1/B.N.5/ B.N.7
19			Leader – Member Exchange theory , Path Goal theory and Charismatic leadership	B.N.1/B.N.5/ B.N.7
20			Case Study	
21			Presentation	
22			Presentation	
CO: 3				
LO: Various Leadership theories will be learnt by students in this unit. They will also learn leadership effectiveness				

and recent development in leadership theory.

23	5	Conflict	Concept, intra-individual conflict, Interpersonal conflict, Intergroup conflict, organizational conflict	B.N.2/ B.N.3
24			Transitions in conflict thought ,Functional versus Dysfunctional conflict	B.N.2/ B.N.6
25			Conflict Process , Conflict management technique	B.N.2/ B.N.7
26			Case study	

CO: 3

LO: Students will analyze and understand the key practical and theoretical concepts of managing and resolving conflicts and also will be able to describe the nature of small and large-scale conflicts.

27	6	Organizational Change and stress management	Concept, Forces of change	B.N.2/ B.N.6
28			Resistance to change , Lewin's three step model	B.N.2/ B.N.6
29			Stress management – Potential sources, Consequences and coping strategies for stress	B.N.2/ B.N.6
30			Case study	
31			Presentation	
32			Presentation	

CO : 4

LO: This unit will make the students understand , analyzing and managing change. They will also learn about stress management and various approaches to managing stress.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

- 1 Stephen P. Robbins, Timothy A Judge, Seema Sanghi “Organizational Behaviour”, Pearson Education, 13th Ed., 2009.
- 2 K.Asathappa: Organisation Behaviour, Himalya publishing House
- 3 Fred Luthans, “Organizational Behaviour”, New York, McGraw Hill, 8th Edn.
- 4 John W Newstrom: Organisational Behaviour, Mc Graw Hill
- 5 Kavita Singh : Organisational Behaviour Text and Cases , Pearson
- 6 Margie Parikh Rajen Gupta: Organisational Behaviour, Mc Graw Hill 2011
- 7 P G Aquinas: organisational Behaviour, Excel books

- 8 Udai Pareek, Understanding Organizational Behavior, Oxford Higher Education, 2nd Edition, 2008

VII: Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 4 The results of each tests and assignments will be declared within one week.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII Rubric for Internal Assessment			
Subject: Organisation Behaviour			
MBA(FA) II Sem			
Goal: Students examine the behavior of individuals and how they interact with each other in different workplace organizations. Topics include an orientation to organizational behavior; individual behavior; individual and behavioral processes; team processes; organizational dynamics; and organizational processes.			
Objective: Students gain understanding of the functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about Human Behavior in Organizations at cross cultural level so that they improve their managerial effectiveness towards Team.	% Students having to understand about human Behavior in organizations at cross cultural level.	% Students having understanding about management functions.	% Students Need More efforts for Understanding of Human Behavior in Organizations.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Relational Database Management System****Session: Jul-Dec****Class: MBA (FA) - II Sem****I. Objective of course:**

The objective of this course is to help students to understand the basics of Relational Database Management System, and back-end Tool using ORACLE and their use in organization and processing complex business information

II. Examination:

The faculty member will award internal marks out of 10. An External viva-voce will be of 20 marks. The end semester examination will be worth 70 marks.

III: Course Outcomes (CO):

CO1. Basic understanding of database

CO2. Understanding the theoretical framework of Relational database in business

CO3. Basic of SQL

CO4. Learning commands for various application in SQL

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	1	3	2	2		
CO 2	2	3	1	3		3		
CO 3	1	1		1		1		
CO 4	1	1		1		1		

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 1				
LO: Awareness about Basic concepts of database				
1	1	Database Management Systems	Basic of data, file, records, database	B.N. 1
2			Application of data in business	B.N. 1
3			Relational Database Management Systems	B.N. 1
4			Hierarchical Database Management Systems	B.N. 1
5			Network Database Management Systems	B.N. 1
6			Object oriented database management systems	B.N. 1
7			Normalization Theory	B.N. 1
8			Types of Normalization	B.N. 1
9			Codd's Rules for RDBMS	B.N. 1
10			Entity Relationship Model (E-R Model)	B.N. 1

A-1. First assignment**CO: 1,2****LO: Awareness about RDBMS**

11	2	Relational Database Management Systems	Concepts of RDBMS, Components of RDBMS	B.N. 3
12			Introduction to SQL	B.N. 3
13			Data Definition language, Data Manipulation Language, Query Language, Data Control Language	B.N. 3
14			Data independence- physical data independence, logical data independence	B.N. 3
15			Cartesian Product and Joins	B.N. 3
16			Unions	B.N. 3
17			SQL operators and functions	B.N. 3
18			Degree, Relation	B.N. 3
19			SQL select statement and type of queries	B.N. 3
20			Group by Having and Like clause in SQL	B.N. 3
21			SQLPLUS	B.N. 3
22			Creating reports using SQLPLUS	B.N. 3

A-2. Group assignment**CO: 1,3****LO: Learning SQL/PLSQL**

23	3	SQL/PL SQL	Introduction to PL/SQL	B.N. 3
24			The PL/SQL block constructs	B.N. 3
25			Using variables and SQL statement in the PL/SQL block	B.N. 3
26			PL/SQL constructs	B.N. 3
27			If..Else..Endif	B.N. 3
28			Loop..Endloop	B.N. 3
29			while loop	B.N. 3
30			working master detail relationship	B.N. 3
31			Triggers	B.N. 3
32				creating list of values with cursors, creating and using stored functions, procedures and packages
A-3. Presentations				
A-4. Class Test				

VI. Book Reference

Text Readings:

1. Alexis Leon & Methews Leon , “**Database Management Systems**”, Vikas Publication, New Delhi, 2002
2. Rob Coronel “Database Systems & Design, Implementation & Management ,

Thomson Learning , Bangalore.

3. Abraham Silberschatz, Henry F. Korth, S. Sudarshan, "Database System Concepts", Mc Graw Hill Inc., New York, 1997

Suggested Readings:

1. Bipin C. Desai, An Introduction to Database Systems, Goltota publications, New Delhi, 2001
2. Ivan Bayross, PL/SQL, BPB Publications, 2001

Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII Rubric for Internal Assessment			
Subject: RELATIONAL DATABASE MANAGEMENT SYSTEM			
MBA(FA)II Sem			
Goal: Students acquire the basic knowledge and skills needed to effectively understand and use database in support of Business.			
Objective: Students gain understanding of the database and its use to managers, provide them tools and techniques to be used in the performance of the managerial job.			
16-20 Marks	11-15 Marks	06-10 Marks	00-05 Marks
___ Students	___ Students	___ Students	___ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about basics of DBMS, RDBMS,SQL	% Students having understanding about DBMS	% Students having understanding about Database	% Need More Efforts to learn about DBMS

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE
Lesson Plan**

Subject: Service Marketing
Class: MBA (FA) – II Sem

Session: Jul - Dec

I: Course Objective:

The objectives of the course are to expose students to the nature of industrial and service markets and develop abilities to help them apply marketing concepts in these markets.

II: Examination:

The faculty member will award internal marks out of 10 and the bifurcation is mention in the scheme of internal marks. The semester examination carrying 80 marks will have two sections A and B. Section A worth 66 marks will have 5 theory questions out of which students will be required to attempt any 3 questions. Section B carrying 24 marks will contain one or more cases. Cases prescribed below are only for classroom discussion and internal evaluation and not for end semester examinations.

III: Course Outcomes (CO):

- CO1 Apply basic service marketing theories and concepts to understand the market.
- CO2 Understand service environment in order to develop appropriate objectives and strategies
- CO3 Analyze the marketing mix and design unique service a marketing plans accordingly.
- CO4 Manage service marketing quality and productivity.

IV: PO-CO Mapping: HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3			2		2	
CO 2					3			2
CO 3		2		1		3	2	
CO 4		2		1		3	2	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Service Marketing	Introduction, Service Sector and Economic Growth,	B.N. 1, 2
2			the concept of service. Characteristics of Service – Classification of service,	B.N. 3, 2
3				
4			Challenges and opportunities in Service Marketing.	B.N. 1,3
CO: 1				
LO: Exposure to Service Sector and its Importance in Economy.				
5	2	Designing a service strategy	Service management process	B.N. 3, 4
6			Internal, External and Interactive marketing strategies	B.N. 4, 5
7				
8			Case study	B.N. 3, 5,
Assignment				
CO: 2, 3				
LO: Understand Marketing Mix in Service Marketing context.				
9	3	Marketing mix in service marketing	Seven P's of service marketing	B.N. 4, 5
10			Seven p's of service marketing	B.N. 3, 5

Lecture No.	Unit No.	Topic	Sub Topic	Reference
11		Strategic issues in services marketing	Segmentation and differentiation .	B.N. 3, 5
12			Positioning of services	B.N. 3, 4
CO: 3,				
LO: Evaluate and Designing a Service and Promotion Strategy.				
13	4	Managing Service Quality and Productivity	Service Quality Measurement, Integrating Service Quality,	B.N. 3, 4
14			Improvement of Service Quality and Productivity Strategies; Definition of Service Quality (SERVOQUAL),	B.N. 3, 5
15			Gap Model of Service Quality (Parasuraman-Zeithaml),	B.N. 4, 5
16			Gronroos Model For Service Quality ; Defining, Measuring and Improving service Productivity.	B.N. 3, 5
Assignment				
CO: 3 & 4				
LO: Understand Service quality and Productivity with respect to Gronnos and Parsuraman Model.				
17	5	Creating and delivering services	Planning design development and delivery of services ,	B.N. 3, 4
18			Product support services	B.N. 3, 5
CO: 1 & 2				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
LO: Understanding the basic concepts and strategies in relationship marketing.				
19	6	Relationship marketing	Concept of relations	B.N.4
10			Process of relations	B.N. 3, 4
21			Importance of relationship	B.N. 4, 5
Assignment				
CO: 2,3				
LO: Analyzing the objectives in designing store layout.				
22	7	Applications of service marketing	Marketing of finances	B.N. 3, 4
23			Marketing of hospitality	B.N. 5
24			Marketing of health	B.N. 3,5
25			Marketing of educational and professional services	B.N. 5
26			Marketing of non profit organizations and NGO's	BN 6
Assignment				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book Reference:

1. Zeithmal, Bitner, **Service Marketing** (SIE), 4e Tata Mcgraw
2. Hill Hoffman, **Marketing of Service** 1st 1008 Cengage Learning
3. Bhattacharya Ravi Shanker, **Services Marketing**, Excel Books
4. 2. Ravi Shankar, “Services Marketing”, New Delhi, Global Press, 2nd Edn. 1998.

VII: Note:

1. There will be 6 unit wise class tests/assignments/presentations of equal weight age.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for team building exercise.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Service Marketing			
MBA II (FA)Sem			
Goal : Students will be able to define services marketing and understand what marketing means to business executives and academics and understand the ways that retailers use marketing tools and techniques to interact with their customers.			
Objective: Adapt the nature of retail and service markets and develop abilities to help them apply marketing concepts in these markets.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
.....StudentsStudentsStudentsStudents
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and able to understand the conceptual and organizational aspects of the retail sector, including strategic planning and management in the retail industry. Understand the key elements in planning, managing, and executing the service marketing concepts.	%.... students were accomplished and able to articulate some perspectives of the retail sector, including strategic planning and management in the retail industry. Understand the key elements in planning, managing, and executing the service marketing concepts.	%.... students fall in this criteria. They showed minimal knowledge of the subject.	%.... student fall in this criteria. They all were not able to articulate some perspectives of the retail sector, including strategic planning and management in the retail industry. Understand the key elements in planning, managing, and executing the service marketing concepts.

VIII: Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH, IPS ACADEMY**Lesson plan****Subject:** Insurance Management**Session:** July- Dec**Class:** MBA(FA) III Sem

I: Objectives of Course-The objectives of this course are to explain to the student operations of upcoming insurance and banking sector, statutory requirements and understanding of financial environment and market in which they operate.

II: Examination: The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination will be worth 90 marks. It will have two Section, A and B. Section A, worth 66 marks will comprise of five theory questions out of which a student will be required to attempt any three questions. Section B, worth 24 marks will contain practical/numerical problem(s)/Case(s) that will be compulsory.

III: Course Outcomes (CO):

CO1: To create awareness about the applicability of the concepts of insurance.

CO2: Explore the various facets of insurance and develop an insight regarding different concepts and basic practices in these areas.

CO3: To create in-depth understanding about various dimensions of insurance.

CO4: To acquaint the students with the principles and the regulatory framework of the insurance.

IV:PO-CO Mapping:HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2			2				
CO 2	2			2			2	
CO 3	2	1	1	2			2	
CO 4								

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Insurance	Concept and significance of Insurance,	B.N. 1
2			Classification of Insurance	B.N. 2
3			Life and Non-life insurance,	
4			General Principles of Insurance.	B.N.1
5			Insurance Application and Acceptance Procedure, Insurance Terminology	B.N.1
6			Case study	
CO: 1,2				
LO1:Understanding the concept of insurance.				
7	2	Life Insurance	Principles, Products- Term Insurance	B.N.1,3
8			Endowment, Insurance	B.N.1,2
9			Pensions, Annuities,	B.N.1,3
10			Claim Management	B.N.1,2
11			Premium Payment, Lapse & Revival,	B.N.1,2
12			Premium Calculations,	B.N.1,2
13			Concept of Mortality Tables,	B.N.13
14			Assignment, Nomination	B.N.13
15			Loans, Surrenders, Foreclosure,	B.N.13

16			Reinsurance,	B.N.13
17			Underwriting,	B.N.1,2
18			Analysis of Balance Sheet of Life Insurance Co.	B.N.1,2
19			Case study	
20			Principles, Products Fire,	B.N.4
CO: 2,3				
LO1: Understanding the concept of Life insurance.				
21	3	General Insurance	Marine, Motor Vehicles,	B.N.4
22			Public Liability, Third Party Insurance,	B.N.4
23			Miscellaneous- Mediclaim and Health Policies	B.N.4
24			Group Insurance,	B.N.4
25			Burglary Insurance,	B.N.12
26			Analysis of Balance Sheet of a General Insurance Company.	B.N.12
27			Case study	B.N.12
CO: 1,2				
LO1: Understanding the concept of General insurance.				
28	4	IRDA	Functions and Importance	B.N.12
29			Functions and Importance	B.N.12
30			Recent Developments in Insurance.	
31			Case study	B.N.14
32			Class test	B.N.14
CO: 4				
LO1: Understanding the regulatory framework of insurance.				

Test Reading

1 M.N. Mishra, “Insurance – Principles & Practice”, S. Chand & Co. 2001

Suggested Reading

1 O.S. Gupta, Life Insurance, Special Reference to LIC

VII: Note

1. There will be 2 group assignments/presentations; group size will be 4-5 students.
2. There will be 1 major class test
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student
4. Class performance and discipline will be an important factor for assessing internal marks.

VIII: Rubric for Internal Assessment			
Subject: Industrial & Rural Marketing			
MBA BE III Sem			
Goal : The course should enable students to develop marketing strategies that are consumer based and create and enhance customer value particularly for industrial and rural sectors.			
Objective: The objective of this paper is to provide knowledge about the marketing strategies followed by rural and industrial markets.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
.....StudentsStudentsStudentsStudents
Outstanding	Accomplished	Meets the Criteria	Need Improvement

%.... students were outstanding and able to understand concepts of life and general insurance.	%.... students were accomplished and able to articulate some perspectives of life insurance.	%.... students fall in this criterion. They showed minimal knowledge of the subject and had basic understanding about insurance	%.... student fall in this criterion. The students were able to understand the basic concepts of insurance
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IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 50	Final Internal Marks Out of 10
Presentation out of 10	Quiz out of 10	Assignment out of 10	Viva out of 10	Internal Test Out of 10		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE
Lesson Plan**

Subject: Derivatives & Risk Management**Class: MBA(FA)-III Sem****Session: July- Dec****I: Course Objective:**

The objectives of this course are to explain to the student the risk return tradeoff and manage financial risk through the use of various derivatives and to make them understand operations of derivatives market.

II: Examination Scheme :

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

III: Course Outcomes (CO):

- CO1: Describe the basic characteristics of derivatives market
 CO2: Describe the uses of derivatives by hedgers, speculators and arbitrageurs
 Define and describe the traded and over-the-counter derivative contracts on different
 CO3: underlying assets
 Describe and use the different models used for pricing derivatives and used of various
 CO4: strategies

IV: PO-CO Mapping:HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1				2				
CO 2						2		1
CO 3					2			
CO 4					3			

V: Session Plan

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Introduction to Derivatives	Concepts, Types, Forwards, Future, Options and Swaps	B.N.-2, B.N.-3
2			Participants-hedgers, speculators and arbitragers,	B.N.-2, B.N.-3
3			Uses of Derivatives, Basic Derivatives terminology	B.N.-2, B.N.-3
4			Types of Orders, Recent Developments in Derivatives (New instruments like weather derivatives)	B.N.-2, B.N.-3
Assignment: Prepare an assignment on meaning and concept of derivatives and its instruments.				
CO1				
LO1:Introduction to Derivatives and types of contracts.				
5	2	Fundamentals of Futures	Difference between forward future, Trading of Futures,	B.N.-2, B.N.-3
6			Basics of Stock Index Future, Interest Rate Futures, Foreign Exchange and Currency Future.	B.N.-2, B.N.-3
CO: 2				
LO2:Mechanism of Derivatives Market and its Products				
7	3	Mechanism of Future	Contracts	B.N.-2, B.N.-3
8			Operations of Margin, Convergence Clearing Process	B.N.-2, B.N.-3
9			Clearing house and Clearing Margins	B.N.-2, B.N.-3
10			Convergence of Forward& Futures Pricing	B.N.-2, B.N.-3
11			Hedging using Futures	B.N.-2, B.N.-3
12			Basic Risk, Pricing of Future	B.N.-2, B.N.-3
Assignment: “ Role of Derivatives Products in minimizing the risk in financial market”				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
CO: 3				
LO3:Mechanism of Future Contract Market				
11	4	Fundamentals of Options	Types of Options	B.N.-2, B.N.-3
12			Payoffs from Options	B.N.-2, B.N.-3
13			Trading Strategies	B.N.-2, B.N.-3
14			Bull-Bear	B.N.-2, B.N.-3
15			Butter Fly	B.N.-2, B.N.-3
16			Calendar and Diagonal Spread	B.N.-2, B.N.-3
18			Straddles	B.N.-2, B.N.-3
19			Strip and Straps	B.N.-2, B.N.-3
20			Strangles	B.N.-2, B.N.-3
21			Embedded options, Options on futures Advanced options	B.N.-2, B.N.-3
CO: 2				
LO4:Understanding the Option strategies.				
22	5	Option Pricing	Black Scholes’s Model Part-1	B.N.-2, B.N.-3
23			Black Scholes’s Model Part-2	B.N.-2, B.N.-3
24			Concept of Delta, Theta, Gamma Vega,	B.N.-2, B.N.-3
25			Exchange Traded Option- Stock, Option	B.N.-2, B.N.-3
26			Foreign Currency Option	B.N.-2, B.N.-3
27			Foreign Currency Option	B.N.-2, B.N.-3
28			Over the Counter Exchange	B.N.-2, B.N.-3
CO:2				
LO5:Understanding the Premium calculations inOption market				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
29	6	SWAPS	Introduction to Swap, Basic Swap, Structure	B.N.-1, B.N.-2
30			Interest rate & Currency rate Swap	B.N.-1, B.N.-2
31			Mechanics of Swaps Transactions	B.N.-1, B.N.-2
32			Swaptions	B.N.-1, B.N.-2
Presentations: Class room power point presentation on different kinds of options trading and pay-off strategies using Option.				
CO:3				
LO6:Highlights of Option Market Strategies				

VI: Book References:

1. John C. Hull Options, futures and other derivatives – Pearson Education Asia, 4th edition, 2001.
2. S. L. Gupta, Financial derivatives: Theory, Concepts and problems, PHI Private Limited, New Delhi
3. D. C. Patwari & Anshul Bhargave Options & Futures: An Indian Perspective, Jaico Publishing House Delhi
4. S. N. Mishra & S. Sunder, Commodity derivatives, Indian Institute of Banking & Finance.

VII: Notes:

1. There will be 6 unit wise class tests/assignments/presentations of equal weightage.
2. There will be two major group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach of Commodity, Derivatives and Price Risk Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII: Rubric for Internal Assessment			
Subject: DERIVATIVES & RISK MANAGEMENT			
MBA(FA)-III Sem			
Goal : The objectives of this course are to explain to the student the risk return tradeoffs and manage financial risk through the use of various derivatives and to make them understand operations of derivatives market.			
Objective: The objectives of this course are to explain to the student the commodity derivatives, evolution of commodity market in India, risk return tradeoff and manage financial risk through the use of various derivatives and to make them understand operations of derivatives market.			
9-10 Marks	6-8 Marks	03-05 Marks	00-02 Marks
.....StudentsStudentsStudentsStudents
Outstanding	Accomplished	Meets the Criteria	Need Improvement
%.... students were outstanding and considered multiple perspectives and relevant theoretical and practical aspects of Financial Engineering and Risk Management They were able to describe, analyze and evaluate the characteristics of some of the most important financial derivative instruments, namely forwards, futures and options, written mostly on currency and equity products.	%.... students were accomplished and able to articulate Some perspectives of Financial Engineering and Risk Management. Some of the students were able to describe, analyze and evaluate the characteristics of some of the most important financial derivative instruments, namely forwards, futures and options, written mostly on currency and equity products.	%.... students fall in this criterion. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of Financial Engineering and Risk Management. They were not able to describe, analyze and evaluate the characteristics of some of the most important financial derivative instruments, namely forwards, futures and options, written mostly on currency and equity products.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 50	Final Internal Marks Out of 10
Presentation out of 10	Quiz out of 10	Assignment out of 10	Viva out of 10	Internal Test Out of 10		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE
Lesson Plan**

Subject: E-Commerce Technology

Class: MBA(FA) III Sem

Session: July-Dec

I .Objective of the Course:

The objective of this course is to help students to understand the basics of Electronic Business, Electronic Commerce, and related issues.

II: Examination:

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. External Viva of 20 Marks. External examination of 70 marks.

III: Course Outcomes (CO):

CO1. Basic understanding of Information Technology and E-Business fundamentals

CO2. Knowledge of e-commerce

CO3. Awareness of E-payment, Cyber security threats

CO4. Learning about consumer market and e-marketing

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1	2	2	3	1	3	1	2
CO 2	1	3	2	3	2	2		2
CO 3		2	2	3	2	2		3
CO 4				2	1		2	2

V. Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
Information Technology				
CO: 1				
LO: Awareness about Basics of e-business				
1	1	E-Business	Introduction to e-business	B.N. 1
2			E-Business Applications	B.N. 1
3			Network Infrastructure for E-Business	B.N. 1
4			Transactions of e-business	B.N. 1
A-1. First assignment				
CO: 1, 2				
LO: About the practical application & utility of e-business and e-commerce				
5	2	Mobile and Wireless computing fundamentals	Mobile computing framework	B.N. 1
6			wireless technology	B.N. 1
7			Switching methods	B.N. 1
8			Mobile information access device, mobile computing application.	B.N. 1
A-2. Second assignment				
CO: 3				
LO: Synergizing theoretical knowledge with practical exposure by learning fundamentals of E-payment				
E-Business Fundamentals				
9	3	Handling money on the net	E-payment, types of e-payment	B.N. 1
10			Risk Involved in e-payment	B.N. 1
11			Designing e-payment system	B.N. 1
A-3. Group assignment				
CO: 1, 3				
LO: Application of EDI in business				

12	4	Inter-organization Business	EDI application in business	B.N. 1
13			legal, security, standardization and EDI, EDI software implementation	B.N. 1
14			VANs (value added net work) Internet based EDI	
CO: 3, 4				
LO: Familiarity with E marketing				
15	5	Electronic market place of buyers and sellers	Consumer and business markets	B.N. 1
16			Online orders	B.N. 1
17			Advertisement and marketing on Internet	B.N. 1
18			Offering customer product on the net, electronics customers support	B.N. 1
A-4. Presentations				
CO: 3, 4				
LO: Understanding of E-payment system via computers				
19	6	Web-catalogues	Type of digital documents	B.N. 1
20			Data warehouses	B.N. 1
21			Multi-media and digital video	B.N. 1
CO: 3				
LO: Understanding of Cyber Crimes & preventive measures (Security & Threats)				
22	7	E-Business standard	Cyber laws	B.N. 1
23			Security Threats	B.N. 1
24			Cyber crimes & frauds	B.N. 1
25			Types and tools of hacking	B.N. 1
A-5. Assignment				
CO: 3, 4				
LO: Security threats in Business				
26	8	Security and Electronic-	Client-server security threats	B.N. 1
27			Client-server security Methods	B.N. 1

28		Business	Data and message security	B.N. 1
28			Document security, firewalls.	B.N. 1
A-6. Group assignment				
CO: 3,4				
LO: Optimum utilization of E-resources for future E-Business through Virtual Factory, Web portals concepts & Search Engine Optimization				
29			Virtual Factory, Strategies for Electronic Business	B.N. 1
30			Making Money on net	B.N. 1
			Web portals concepts, supply chain management,	B.N. 1
			HTML/DTML	B.N. 1
A-7. Group presentations				
CO: 1,3				
LO: Marketing skills in sync with practical computer based marketing tools and communication				
31			Virtual Factory, Strategies for Electronic Business, Making Money on net	B.N. 1
32			Web portals and vortals concepts, Search Engine Optimization	B.N. 1
A-8. Class test				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI . Book Reference:

Text Readings

1. Ravi Kalakotta & Whinston B., “**Frontiers of E-Commerce**”, Addison-Wesley, New Delhi, 2000.
2. R. Kalakotta & M. Robinson, “**E-Business: Roadmap for Success**”, Addison-Werley, New Delhi, 2000.

Suggested Readings

1. Daniel Amor, **“The E-Business (R) Evolution”**, Prentice Hall, PTR, New Delhi, 2000
2. Parag Diwan and Sunil Sharma, **“E-Commerce”**, Excel Books, New Delhi, 2000
3. Reynolds, **“Beginning of E-Commerce”**, Shroff Publication, 2000.
4. Kamlesh K. Bajaj & Debjani Nag, **“E-Commerce”**, Tata McGraw, New Delhi.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII Rubric for Internal Assessment**Subject: E-commerce technology****MBA(FA) III Sem**

Goal: Students acquire the basic knowledge of e-business and e-commerce and their support in Business.

Objective: Students gain understanding of the e-business, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the technical environment of the organization.

09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having an understanding about basics of Information Technology and e-Business Fundamentals. And Understanding of management aspect of E-commerce Technological Environment	% Students having understanding about Information Technology and e-Business Fundamentals.	% Students having understanding about e-business.	% Need More Efforts to learn about Fundamental of e-commerce.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		

**IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR),
INDORE**

Lesson Plan

Subject: Financial Services
Class: MBA(FA)- III Sem

Session: July-Dec

I: Course Objective :

The objective of the course to understand the role of Financial Services in Business organizations and to give an insight into The strategic, regulatory, operating and managerial issues concerning select financial services.

II: Examination:

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more case(s)/numerical problem(s).

III: Course Outcomes (CO):

- | | |
|-----|---|
| CO1 | To familiarize the students with the nature and scope of various types of financial services |
| CO2 | To develop understanding about regulatory environment in which financial services are undertaken |
| CO3 | To understand how the financial services component industries (insurance, banking, securities, real estate and financial planning) interact |
| CO4 | To develop understanding about theoretical underpinning of the subject with the implications in the real world |

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		2					
CO 2		3		2		1		
CO 3		2			3			
CO 4			3			3		

V: Session Plan:

S.No.	Unit no.	Topics	Sub Topic	Reference
1	1	Financial Services	Evaluation and Role of Financial Services Companies in India, Evaluation of NBFC's	B.N 1, B.N 2
2			Introduction to Fund based and fee based services of NBFC's and other Institutions.	B.N 1, B.N 2
CO: 1,2				
LO: To learn about the dimensions of performance and risk relevant to financial services companies				
3	2	Introduction to Leasing	Introduction, Types of Leases, Advantages & Disadvantages, Legal aspect of Leasing Present	B.N 1, B.N 2
4			Tax aspect of Leasing	B.N 1, B.N 2
5			Depreciation allowance on Leased Assets	B.N 1, B.N 2
6			Depreciation allowance on Leased Assets	B.N 1, B.N 2
7			Rental Income from Lease	B.N 1, B.N 2
CO: 3,4				
LO: To understand various aspects of leasing services in India				
8	3	Hire Purchase	Concept & Characteristics of Hire Purchase, Mathematics of Hire Purchase	B.N 2, B.N 6
9			Advantages & disadvantages of Leasing and Hire Purchase, Calculation of effective interest rates	B.N 2, B.N 6
10			Legal aspect of Hire Purchase, Tax Implications of Hire Purchase	B.N 2, B.N 6
11			Lease V/s Hire Purchase	B.N 2, B.N 6
Assignment I				
CO:3,4				
LO: To learn about hire purchase concept				
12	4	Factoring	concept of factoring, Forms of factoring, Bills discounting factoring, Vis-à-vis	B.N 2, B.N 6
13			Credit Insurance factoring Vis-à-vis Forfeiting, Functions of a factor	B.N 2, B.N 6
14			Legal aspect of factoring, Evaluation of Factoring, factoring	B.N 2, B.N 6
15			Legal aspect of factoring, Evaluation of Factoring, factoring	B.N 2, B.N 6
CO:3,4				
LO: To understand about factoring services and differentiate between factoring and bill discounting				
16	5	Credit Cards	Introduction & Types, Concept, Billing & Payment	B.N 2, B.N 6
17			Settlement Procedures, Sharing of Commission	B.N 2, B.N 6
CO:1,4				
LO: To learn about credit cards and services offered by services card providers				

18	6	Credit Rating	Concept, Process of Credit rating	B.N 2, B.N 6
19			Advantages & Disadvantages Credit Rating Agencies in India	B.N 2, B.N 6
CO: 2				
LO: To learn to the concept of credit rating in India				
20	7	Merchant Banking	Concept & Functions of Merchant Banking, Role of Merchant Bankers	B.N 2, B.N 6
21			Procedural aspect of Primary Issue, Types of Issues (Issues by Prospectus, Private Placement etc.)	B.N 2, B.N 6
22			Analysis of Prospectus, Pre issue management activities, Preparation & Marketing, Under writing, Pricing of Rights issues	B.N 2, B.N 6
Assignment II				
CO: 2,4				
LO: To understand about working of merchant bankers				
23	8	Post Issue Manageme nt	Allotment and dispatch of shares	B.N 2, B.N 6
24			Refunds and listing requirements	B.N 2, B.N 6
CO:2				
LO: To learn about security’s post issue management				
25	9	Venture Capital	Concept of Venture Capital, Venture Capital Procedure	B.N 2, B.N 6
26			Problems of Venture Capital Companies in India, Advantages and Disadvantages of Venture Capital	B.N 2, B.N 6
CO:2				
LO: To understand to concept of venture capital				
27	10	Mergers, Amalgamat ion and Takeovers	Introduction, Nature of Mergers, Takeovers in India	B.N 2, B.N 6
28			Takeover Codes (Latest), Tax aspects of Mergers & Amalgamations	B.N 2, B.N 6
29			Takeover Codes (Latest), Tax aspects of Mergers & Amalgamations	B.N 2, B.N 6
30			Amalgamation of sick Industrial companies	B.N 2, B.N 6
31			Legal Procedure for Mergers	B.N 2, B.N 6
32			Legal Procedure for Mergers	B.N 2, B.N 6
CO:1,2,4				
LO: To develop understanding of practical knowledge and skills related to analysing and negotiating mergers and acquisitions				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. M.Y.Khan- **Financial Services**, 5e TMH 2009
2. Bharti Pathak-**Indian Financial System** 2/e, Pearson 2010
3. R M Srivastava **Dynamics of Financial Markets and Institutions in India**, ExcelBooks, 2010
4. Shanmugham, **Financial Services**, 1st Edn, 2009, Wiley
5. Bhole, L M, **Financial Institutions and Markets**, 5e TMH 2009
6. Shashi.K.Gupta, **Financial Services**, Kalyani Publication, 2014

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Financial Services			
MBA FA III Sem			
Goal: To develop a broad understanding of financial services concepts and tools through Knowledge of financial theories within the primary areas of finance application and provide knowledge of financial analysis tools and techniques to decision making			
Objective: Students gain understanding of the financial services, provide them tools and techniques to be used in the decision making for factoring, leasing and other financial services, and enable them to analyze and understand mergers and need of these type of financial decision.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students has understanding about the core concept of financial services and they are able to understand, analyze and solve the complex problems of the subject.	% Students having understanding about the subject and they are able to employ their financial knowledge to solve basic problems related to subject.	% students having the basic knowledge of the subject. Further efforts are required to be more acquaint with the subject.	% Students required to put more efforts to understand the basics of financial services.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH, INDORE**Lesson Plan****Subject: Human Resource Management****Session: Jul-Dec****Class: MBA(FA) - III Sem****I: Course Objectives:**

The objective of the course is to help the students understand the human management to get the satisfied and competitive work force to build strength of the organisation.

II: Examination:

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The semester examination will be worth 90 marks. It will have two sections, A and B. Section A, worth 66 marks, will contain five theory questions out of which students will be required to attempt three questions. Section B will comprise of one or more case(s), worth 24 marks.

III: Course Outcomes (CO):

- CO1: To make the students aware about various concepts, process, policies and practices of HRM in the present corporate world
- CO2: To enable the students to work as a catalyst who can enhance work relations for strengthening the organization.
- CO3: To understand the need and usage of T & D for individual and organizational development.
- CO4: To understand the causes for grievances and resolving them in the best possible manner

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1						1		2
CO 2		1		1	2	1		1
CO 3				2	2		1	2
CO 4								2

V: Session Plan:

Lecture No.	Unit No.	Topics	Sub Topics	References
1	1	The field of HRM	An overview of the concept of HRM	B.N. 1/B.N.4
2			HRM function	B.N. 1/B.N.4
3			Evolution from Personnel to HRM	B.N. 1/B.N.4
4			ASTD HRM model	B.N. 2/B.N.5
5			Case Study : CIC Logistic Ltd.	
CO:1				
LO1: The unit will help the students to understand the basic concepts of HRM, HRM functions and HRM Model.				
6	2	Acquisition of Human Resources	Objectives and Policies of Human Resource Planning	B.N. 1/B.N. 2
7			Process of Human Resource Planning	B.N. 1/B.N. 2
8			Human Resource Planning in Evolving Small and Entrepreneurial Organization	B.N. 1/B.N. 2
9			Job Analysis	B.N. 1/B.N. 2
10			Job Description and Job Specification	B.N. 1/B.N. 2
11			Nature of Job Design, Job Characteristics, Reengineering Jobs,	B.N. 1/B.N. 2
12			Using Teams in Jobs, Advantages and Disadvantages of Team Jobs, Consequences of Job Design	B.N. 2/B.N. 3
13			Recruitment	B.N. 2/B.N. 3
14			Promotion and Transfer	B.N. 2/B.N. 3
15	Presentation			
CO:1,2				
LO3: It helps the students to understand the HR acquisition process.				
16	3	The Human Resource Organization	Structure of Human Resource Management	B.N. 2/B.N. 3
17			Role and Responsibilities of the Human Resource Selection and Induction	B.N. 2/B.N. 3
18			Placement Department (Administrative, Operational and	B.N. 2/B.N. 3

			Strategic Role of HR).	
Assignment (Worksheet)				
CO:1,2				
LO3: It helps the students to understand the structure of HRM and its selection process.				
19	4	Human Resource Policies	Formulation and Essentials of sound HR Policies	B.N. 1/B.N. 2
20			Case Study : Fanta Cola Ltd.	
CO: 1				
LO2: It helps to understand the formulation and essentials of HRM policies.				
21	5	Development of Human Resources	Training & Development and its methods	B.N. 4/B.N.2
22			Introduction to Performance Appraisal	B.N. 4/B.N.2
23			Evaluation of Training and Performance Appraisal (Appraising individual and Team Performance)	B.N. 4
24			Career and Succession Planning	B.N. 4
25			Case Study : Engler Enterprises	
CO:3				
LO4: It helps to understand the T&D Process and methods. It also helps to understand P. Appraisal methods.				
26	6	Maintenance of Human Resources	Job Evaluation	B.N. 1/ B.N.3
27			Designing and administering the wage and salary structure	B.N. 1/ B.N.3
28			Grievance Handling procedure	B.N. 1/ B.N.3
CO:3,4				
LO5: It helps the students to understand the importance of job evaluation, incentive and reward system. To understand the employee grievance and procedure of handling them.				
29	7	Separation Processes	Turnover , Retirement, Layoff Retrenchment and Discharge	B.N. 1/ B.N.2
30			VRS and its Mechanism, Rehabilitation of Surplus Employees.	B.N. 1/ B.N.2
CO:4				
LO7: To understand the ways of separation of employees from the organisation.				
31	8	Emerging Trends and Challenges in HRM:	Economic & Technological Change, Work force Availability and Quality, Enhancing Organizational Performance, Expanding Human Capital.	B.N. 1/ B.N.2

			Ethics and HRM,	
32			HR Management Competencies and Careers – Knowledge of Business Organizations and Organization Culture, influence and Change Management, Specific HR Knowledge and Expertise.	B.N. 1/ B.N.2
CO:1,2				
LO8: To open their minds for future challenges and research in HRM.				

VI: Book Reference:

- 1 Human Resource Management- S.P Robbins, Printice Hall Publication .
- 2 Essentials of Human Resource Management and Industrial Relations- P. Subba Rao, Himalaya Publishing House.
- 3 Human Resource & Personnel Management-K.Aswathappa, Tata.McGraw-Hill Publication Ltd.
- 4 Human Resource Management- Dessler, Printice Hall Publication .

VII: Note:

- 1 There will be 2 group major assignments. Group size will be 4-5 students
- 2 There will be Group presentations of 30 minutes.
- 3 Class performance and discipline will be an important factor for assessing internal marks, it carries 2 marks.
- 4 The results of each tests and assignments will be declared within one week.
- 5 If any student does not submit assignments at time, credit will be given half mark after submission of assignment.
- 6 Attendance will be multiplying factor as per given in academic plan.

VIII: Rubric for Internal Assessment			
Subject: Human Resource Management			
MBA (FA) III Sem			
Goal: To provide a strong grounding in broad-based fundamental human resource management knowledge and skills to prepare students for meaningful and productive careers as human resource managers and professionals.			
Objective: The objective of the course is to understand the human management to get the satisfied and competitive work force to build strength of the organization.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
.....StudentsStudentsStudentsStudents
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students are exceptionally good with the understanding of the dimensions of the management of human resources, students are able to connect the various theories of human resources with organisational working.	___% students shows good understanding of the dimensions of the management of human resources, students are able to connect the various theories of human resources with organisational working at some extant	___% students show little understanding of the dimensions of the management of human resources but students find it difficult to connect the various theories of human resources with organisational working.	___% students shows very basic understanding of subject and incapable to connect various aspects with organisational working.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 50	Final Internal Marks Out of 10
Presentation out of 10	Quiz out of 10	Assignment out of 10	Viva out of 10	Internal Test Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: International Finance & Accounting****Session: July-Dec****Class: MBA FA – III Sem****I: Course Objective :**

The intent of the course is to provide Framework of International Accounting Standard, and to provide information about financial position, cash flow statement, and. changes in financial position of an enterprise.

II: Examination:

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

III: Course Outcomes (CO):

- CO1 To know and apply accounting and finance theory
- CO2 To develop understanding about learn and apply international accounting standards
- CO3 To critically evaluate financial statement information
- CO4 To develop understanding about theoretical underpinning of the subject with the implications in the real world

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	3			2		
CO 2				3				
CO 3		3			2	3		
CO 4			2					

V: Session Plan:

S.No.	Unit no.	Topics	Sub Topic	Reference
1	1	Introduction	Overview & Importance of International Finance, meaning and implication of Globalization, subject matter of International Finance, Economic perspective and Business perspective	B.N 1
2			Finance function of a Global Manager. Multinational corporation – Objectives, Environment.	B.N 2
3			Challenges & Opportunities before MNC's	B.N 2
4			Distinguishing features of international financial management	B.N 2
5			International finance and Indian economy. Emerging challenges and risk associated to internal finance	B.N 2
CO:1				
LO: To learn about international financial accounting and standards				
6	2	Theories of International Trade	Introduction to foreign trade, why do nations trade, Theory of absolute advantage	B.N 2
7			comparative advantage, Heckscher-Ohlin Model	B.N 2
8			, imitation gap theory, international product life cycle theory	B.N 2
9			Intra industry trade. Trading blocs – Free trade area, common market, Customers union, Economic union – EMU	B.N 2
10			Trade Barriers – Tariff and Non-Tariff barriers. Regulation of International Trade – ITO, GATT, WTO.	B.N 2
CO : 1,2				
LO: To understand various theories of international trade				
11	3	Financing of Foreign Trade	Import Financing, Payment terms / Modes of payments – payment in advance	B.N 2
12			open account, letter credit, bill of exchange/drafts, payment under consignment sale	B.N 2
13			Documents in international Trade. Financing techniques/ Methods – Discounting, Factoring, Forfaiting, pre-shipment credit	B.N 2
14			post shipment credit, advance against incentives, Export Import Bank of India	B.N 2
			Assignment I	
CO: 1,2				
LO: To learn about financing of foreign trade				
15	4	Balance of Payment	International financial flow, structure of BOP account – current account	B.N 1
16			capital account and official reserve account/ adjustment account, Equilibrium	B.N 1
17			Equilibrium, disequilibrium and adjustment of BOP account	B.N 1

18			India's BOP account	B.N 1
CO: 1,3				
LO: To understand about Balance of payment account				
19	5	International Monetary System	Introduction & Review. Brief History – Gold Standard, Gold Exchange Standard (Inter War Period Great Depression Period)	B.N 1
20			Bretton Woods System, Exchange Rate Mechanism/System	B.N 1
21			Fixed, Floating And Hybrid Mechanism.	B.N 1
CO: 1,3				
LO: To learn about monetary system and revolution of different standards				
22	6	Exchange Rate Forex Market	Forex Market, Participants, Method Of Quotation, Spot Settlement. Forward Market	B.N 1
23			Exchange Rate Determination- Purchase Power Parity/Law Of One Price (PPP)	B.N 1
24			Interest Rate Parity (IRP). Fisher Effect, Forecasting Exchange Rate	B.N 1
CO: 1,3				
LO: To learn to the concept of foreign exchange market				
25	7	Foreign Exchange Risk	Introduction, Foreign Exchange Exposure, Types of exposures – Accounting / translation exposure. Method of translation	B.N 1
26			Economic exposure – transaction exposure	B.N 1
27			, real operating exposure, Management of exposures	B.N 1
28			International hedging techniques. Netting, matching, leading & lagging (External hedging techniques), Forwards	B.N 1
			Assignment II	
CO: 1,3				
LO: To understand about various exposures				
29	8	International Accounting & Taxation	Globalization of the concept of Accounting, Accounting for foreign currency transactions	B.N 1
30			Translation of Financial statement of a foreign entry. Consolidation of financial statements	B.N 1
31			Accounting standards – Indian AS – 11 and LAS 21	B.N 1
32			Brief introduction to International Taxation, related issues	B.N 1
CO: 1,3				
LO: To develop understanding about international accounting and taxation				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Multinational Financial Management by Alan C. Shapiro
2. International Financial Management by V. Sharan.
3. Multinational Finance by Adrian Brekley.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: International Finance & Accounting			
MBA FA III Sem			
Goal: The goal of international financial management is to acquire funds at the lowest possible cost. International financial management is concerned with the investment of acquired funds in an optimum manner in order to maximize shareholders' as well as stakeholders' wealth.			
Objective: Students gain understanding about International finance, provide them an important tool to find the exchange rates, compare inflation rates, get an idea about investing in international debt securities, ascertain the economic status of other countries and judge the foreign markets.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
___ Students	___ Students	___ Students	___ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% students having clarity in the knowledge of international finance and accounts, are able to solve the complex problems of subject and analyze and interpret the international accounting standards	% Students having knowledge about international financial accounting and are able to employ their knowledge to solve basic problem of international finance	% Students having understanding about basic concepts of international finance and accounting	% Students Need More Efforts to understand to concepts of International finance and accounting

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Portfolio Management****Session: Jul-Dec****Class: MBA (FA) - III Semester****I: Course Objective:**

The objectives of this course is to provide the students in-depth understanding of investment techniques as applied to various forms of securities and acquaint them with the functioning of mutual funds, investment strategies and portfolio management services.

II: Examination Scheme:

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

III: Course Outcomes (CO):

- CO1 Describe the basic characteristics investment and its types.
- CO2 Understand the risk and return concept and valuation of securities.
- CO3 Analyze securities by using various tools and technique.
- CO4 Apply theories and practices of portfolio management and create optimal portfolios using various portfolio optimization techniques.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	1		1					1
CO 2	2	2	2	1				
CO 3	1		3					
CO 4	2	1	3	1		1		

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Diversification & Portfolio Analysis	Risk & return of a Portfolio’s variance combination line.	B.N. 1
2			Markowitz diversification.	
3			Convexity of efficient frontier critical line.	B.N. 1
CO: 1 & 2				
LO: Describe the concept of risk and return along with portfolio diversification.				
4	2	Capital Market Theory.	Investment opportunities in risk return space.	B.N.2
5			Capital Asset Pricing Model (CAPM) – Assumptions model	B.N.2
6			Tests of CAPM model by Black & Scholes.	B.N.2
7			Practical Problem on Black Scholes Model.	
8			Fama Macbeth Model.	B.N.1
9			Case Study Discussion.	
CO: 1 & 2				
LO: Develop the understanding of pricing models under portfolio management.				
10	3	Arbitrage Pricing theory	Arbitrage pricing theory (APT) Model.	B.N.1
				B.N.2
11			Arbitrage Portfolio	B.N.2
12			Reconciling the CAPM & APT.	B.N. 1
13			Modern Portfolio Theory.	B.N. 1
14		Comparing APT & Modern Portfolio Theory (MPT).	B.N. 1	
15			Case Study	
CO: 2, 3 & 4				
LO: Acquaintance with the different portfolio theory and model.				
16	4	Investment Goals	Index Models utility theory (Graphical Method)	B.N.2
17			Index Models utility theory (Graphical Method)..contd.	B.N. 2

18			Index Models utility theory (Mathematical Method)	B.N. 2
19			Index Models utility theory (Mathematical Method)..contd	
20			Individual Investment goals.	B.N.2
21			Institutional investors.	B.N.2
22			Case study discussion	

CO: 2, 3& 4**LO:** Demonstrate the index model theory to students.

23			Presentation	
			Assignment- Based on Numericals / Case Studies	

24			Risk adjusted performance measure based on CAPM.	B.N. 2
25			Efficient & reliability of funds performance	B.N. 2
26			Jensen Index	B.N. 2
27			Sharpe Index	B.N. 2
28	5	Portfolio Performance	Trenov Index	B.N. 2
29			Practical Problems on Portfolio performance Indices – 1	B.N. 2
30			Practical Problems on Portfolio performance Indices – 2	
31			Presentation by the students.	
32			Presentation by the students.	

CO: 3 & 4**LO:** Develop understanding amongst students related to portfolio performance.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. V. K. Bhalla, S. K. Tuteja, Investment Management, New Delhi, S. Chand & Sons.
2. V. A. Avadhani, Investment and Securities Markets in India, Mumbai.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Portfolio Management			
MBA (FA) III Sem			
Goal: Students develop the understanding of investment techniques as applied to various forms of securities and acquaint them with the functioning of mutual funds, investment strategies and portfolio management services.			
Objective: Students gain understanding of the concept and performance of portfolio.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the knowledge of portfolio diversification, models of portfolio performance and pricing models.	% Students having the basic concept of portfolio diversification, models of portfolio performance.	% Students having understanding of the basic concept of portfolio diversification.	% Students Need More Efforts for basic concepts of portfolio management.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Quantitative Techniques****Session: July - Dec****Class: MBA(FA) III Sem****I: Objective of the Course:**

The objectives of this course is to help the students with quantitative techniques that are used in financial analysis and decision making.

II: Examination:

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The University question paper will be of 90 marks. It will contain 8 questions out of which the student will be required to attempt any five questions.

III: Course Outcomes (CO):

CO1: Understand the basic concepts of different advanced models of Quantitative techniques and their applications into business.

CO2: Apply the models to incorporate rational decision-making process in real life situations.

CO3: Formulate organizational problems into QT models for seeking optimal solutions.

CO4: Understand & use analytical and numerical techniques to make predictions and decisions.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	-	1	-	2	3	-	-	-
CO 2	-	-	3	2	3	-	-	-
CO 3	1	1	-	2	3	1	-	1
CO 4	1	-	1	3	2	2	-	1

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Quantitative Techniques And Operation Research	Meaning, Scope of Quantitative Techniques	B.N:2, B.N:9
2			Operations Research In Management, Advantages And Limitations of Quantitative Techniques.	
CO: 1				
LO1:To familiarize students with the basic concepts, models, and statements of the operations research theory.				
3	2	Linear Programming	Meaning of Linear Programming, Advantage and Limitations of LPP, General Mathematical Formulation	B.N:2, B.N:9
4			Graphical Analysis of LPP	
5			Simplex Method, Minimization case	
6			Big-M Method	
7			Simplex Method, Maximization case	
8			Two-Phase Method of simplex	
9			Duality And Post Optimality	
First Group Assignment: Importance of LPP in various Management field				
CO: 2,3,4				
LO2: Solve linear programming problems using appropriate techniques and optimization solvers, interpret the results obtained and translate solutions into directives for action.				
10	3	Assignment Problem	Assignment Model as Particular case of Transportation Problem	B.N:5, B.N:9
11			Formulation of Assignment Problems, Solution of Assignment Problems Using Hungarian Method (Minimization)	

Lecture No.	Unit No.	Topic	Sub Topic	Reference
12			Hungarian Method (Maximization), Solution of Assignment	
13			Problems Using Hungarian Method (Route Allocation)	
14			Advance problem of Assignment Model	
15			Travelling Salesman (Stagecoach)	
16			Assignment Model as Particular case of Transportation Problem	
A-1: First Assignment (Worksheet)				
17	4	Transportation Model	Introduction of Model,Basic Feasible Solution through NWCR,LCM, RM,CM & VAM	B.N:6, B.N7
18			Vogel’s Approximation Method, Optimization (minimization)	
19			Vogel’s Approximation Method, Optimization (maximization)	
20			Modified Distribution Method	
21			Modified Distribution Method	
22			Formulating Word Problem of Transportation Model	
A-2: Second Assignment (Worksheet)				
CO: 2,3,4				
LO3:Become familiar with the types of problems that can be solved by applying a transportation model and with the assignment model as a special case of L.P.P. model.				
23	5	Replacement Models	Introduction, Scope in Management, Individual Replacement	B.N:3, B.N:11
24			Individual Replacement with time value of Money	
25			Group Replacement	
A-3: Third Assignment (Worksheet)				
CO: 2,3,4				
LO4: Understanding replacement policy for goods whose cost of maintenance increases with time and the value of money also changes at a constant rate at that time.				

Lecture No.	Unit No.	Topic	Sub Topic	Reference
26	6	Game Theory	Introduction to Games, Maximin and Minimax Principles, Pure And Mixed Strategies	B.N:5, B.N:9
27			Solutions of Games Using – Algebraic method	
28			Solution through Graphical Methods	B.N:10, B.N:11
29			Game Theory and Linear Programming	
A-4: Fourth Assignment (Worksheet)				
CO: 2,3,4				
LO5:Represent strategic situation as a game and obtain adequate solution to the situation with the help of game theory.				
30	7	Network Analysis	Introduction to CPM Technique and Its Application	B.N:5, B.N:9
31			Concept of Floats & its Application	B.N:6, B.N9
32			Understanding PERT Problem	
Second Group Assignment: How QT helps in business decisions?				
CO: 2,3,4				
LO 6:Understanding of CPM, PERT, and their applications				

VI: Book References:

- 1 S.D. Sharma, Operations Research, Meenit, Kedar Nath Ram Nath and Co 8 Edn., 2002
- 2 Hamdy A. Taha, Operations Research: An Introduction, Pearson 2008
- 3 H.M. Wagner, Principles of Operations Research with Application to Managerial Decisions.
- 4 Chawla, Operation Research, Kalyani Publication Ludhiyana, 2009
- 5 Sharma Anand, Operation Research, 2008, Himalaya Publishing House
- 6 Kalawati, Operations Research, Vikas Publication Pvt. Ltd. 2008
- 7 Winston, Operation Research Application and Algorithm, Cengage Learning 2008
- 8 P.K. Gupta and D.S. Hira, Operations Research, New Delhi, Sultan Chand Publications, 2000.
- 9 V. K. Kapoor, Problems and Solutions in Operations Research, New Delhi, Sultan Chand and Sons, 2001

- 10 RD. Vohra. Quantitative Techniques, New Delhi, Tata McGraw Hill Publications, 15 Ed., 2003.
- 11 Bobby Srinivasan and C.L. Sandblom, Quantitative Analysis for Business Decisions, Singapore, McGraw Hill Publications, 2001
- 12 C.R. Kothari, An Introduction to Operational Research , New Delhi, Vikas Publications, 3rd Ed., 2009

VII : Note:

- 1 There will be Four home assignments, each carry 0.5 marks.
- 2 Two major group Assignments based on the practical aspect of the subject.
- 3 There will be one major Internal Test
- 4 Group size will be 4-5 students, & each group will be given separate topic of assignment
- 5 Class performance & Discipline will be an important factor for assessing internal marks.
- 6 Attendance will be multiplying factor as per given in academic plan

VIII: Rubric for Internal Assessment			
Subject: Quantitative Techniques			
MBA FA III Sem			
Goal : To make students able to use operation research as a helpful tool for solving complex problems under uncertainty, and understand methods that quantify issues and give business managers a better basis for making decisions.			
Objective: The objective of this course is to help the students acquire quantitative tools, and use this tools for the analysis and solution of business problems. The emphasis will be on the concepts and application rather than derivations.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
.....StudentsStudentsStudentsStudents
Outstanding	Accomplished	Meets the Criteria	Need Improvement
___% Students are exceptionally good with the understanding of quantitative tools. Students are able to analyze these tools and also able to relate application of these tools with real life situations.	___% Shows high understanding of subject and relate tools and techniques with real life managerial problems at some extant.	___% students have basic understanding of concepts and getting stuck between the problems, they find it difficult to relate it with real life managerial problems.	___% of students found difficulty to understand the concept. Students fails to correlate concepts with real life managerial problems, need more practice for improvement.

IX: Scheme of Internal Marks:

Class Participation			Internal Assessment		TOTAL 50	Final Internal Marks Out of 10
Presentation out of 10	Quiz out of 10	Assignment out of 10	Viva out of 10	Internal Test Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject:** Corporate Finance And Strategic Management**Session:** Jan-June**Class:** MBA (FA) – IV Sem**I: Course Objective:**

The objective of course is to make aware students of the basic tools, statements, analytical approach for financial understanding and treasury aspects of business development.

II: Examination Scheme:

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student . The Semester Examination, carrying 90 marks.

III: Course Outcomes (CO):

CO1 To understand the concept of financial statement analysis and working capital decisions.

CO2 Developing the conceptual understanding of capital budgeting & analysis.

CO3 Acquaintance with the basic concept of corporate restructuring.

CO4 Describe the latest developments in corporate finance and to understand the concept of treasury management.

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	3	1				1	
CO 2		2		1		3		
CO 3	3			2			2	
CO 4	2			2			3	

V: Session Plan:

Lecture no.	Unit no.	Topics	Sub Topic	Reference
1	1	Financial Statement Analysis	Concept of Financial Statement Analysis , Importance of Financial Statement Analysis– Revisit	B.N. 1 & B.N.2
2			Meaning of Income Statement, Preparation of Income Statement	B.N. 1 & B.N.2
3			Concept of Balance Sheet, Preparation of Balance sheet	B.N. 1 & B.N.2
4			Meaning of Ratio Analysis, Different types of Ratio Analysis	B.N. 1 & B.N.2
5			Numericals	B.N. 1 & B.N.2
CO: 1				
LO: Describe the conceptual framework of Financial Statement Analysis, Preparation of Income statement, Balance Sheet and Ratio Analysis				
6	2	Working Capital Decisions	Meaning & Concept of Working Capital Decisions	B.N. 1 & B.N.2
7			Concept of Sources of working capital finance – Bank finance	B.N. 1 & B.N.2
8			Overview of Historical evaluation of inventory norms and lending norms	B.N. 1 & B.N.2
9			Concept of MPBE turnover method	B.N. 1 & B.N.2
10			Overview about Recommendation of various committees	B.N. 1 & B.N.2
11			Different type of credit facilities cash credit, Packing credit	B.N. 1 & B.N.2
12			Bill discounting grantees, letter of credit overdraft & Commercial Paper	B.N. 1 & B.N.2
CO: 1				
LO: Define the concept of Working Capital Decisions, different sources of finance and the various credit facilities				
13	3	Capital Budgeting	Meaning & Concept of Capital Budgeting	B.N. 1 & B.N.2
14			Importance and process of Capital Budgeting	B.N. 1 & B.N.2

15			Techniques of Capital Budgeting	B.N. 1 & B.N.2
16			Conceptual framework of Risk Analysis	B.N. 1 & B.N.2
17			Overview of Uncertainty	B.N. 1 & B.N.2
18			Numericals	B.N. 1 & B.N.2
CO: 2				
LO: Understanding the capital budgeting and analysis of risk & Uncertainty				
19	4	Corporate Restructuring Strategies	Conceptual framework of Corporate Restructuring Strategies	B.N. 2 & B.N.3
20			Meaning of Mergers, Different types of Mergers	B.N. 2 & B.N.3
21			Basic concept of Acquisition and Amalgamation, Difference between Acquisition and Amalgamation	B.N. 2 & B.N.3
22			Understanding the concept of Takeovers and reverse Merger	B.N. 2 & B.N.3
CO: 3				
LO: Describe the corporate restructuring strategies through mergers, acquisition, amalgamation and takeover				
23	5	Latest Development in Corporate Finance - Overview	Overview -Latest Development in Corporate Finance	B.N. 4
24			Concept of Corporate Debt Restructuring	B.N. 4
25			Define the concept of Mechanism of RBI	B.N. 4
26			Securitisation Act – Understanding Debit Recovery Tribunal	B.N. 4
27			Substitution of BIFR by National Company Law Tribunal	B.N. 4
CO: 4				
LO: Overview about recent developments in corporate finance				
28	6	Treasury management	Meaning & concept of Treasury management	B.N. 2 & B.N.3
29			Meaning importance of Cash management	B.N. 2 & B.N.3
30			Basic concept Receivable management	B.N. 2 & B.N.3
31			Define the concept of Fund management	B.N. 2 & B.N.3

32		Concept & Meaning of Money market operation	B.N. 2 & B.N.3
CO: 4			
LO: Describe treasury management, cash management, Receivable management and money market operation			

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Financial Management – Vikas Publishing House, I.M. Pandey.
2. Financial Management – Tata Mcgraw Hill , Prasanna Chandra
3. Financial Management – Khan & Jain
4. Latest News Magazines & Newspapers

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Corporate Finance And Strategic Management			
MBA FA IV Sem			
Goal : Students develop the ability to prepare and analyze the financial statements through different methods. Topics include an analysis of working capital decisions with different sources of finance. It includes the analysis of capital budgeting based on risk and uncertainty. Overview of corporate restructuring with different aspect of merger, acquisition and amalgamation.			
Objective: Students gain understanding of the concept, functions and responsibilities of the manager, provide them tools and techniques to be used in the performance of the managerial job, and enable them to analyze and understand the environment of the organization.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
__ Students	__ Students	__ Students	__ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having the basic concept of corporate finance, Financial statement analysis, working capital decisions with different aspects.	% Students has to develop the core concept of Financial statement analysis, corporate restructuring and recent developments in Corporate finance.	% Students having understanding about Corporate finance and treasury aspects of business development.	% Students Need More Efforts to understand the Basic Concept of Corporate finance, corporate restructuring and treasury management

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Subject: Financial & Indirect Tax Law****Session: Jan-June****Class: MBA (FA) – IV Sem****I : Course Objective :**

The objective of course content is to sensitise students about companies, procedure applicable acts and policies for manufacturing, import, Export, Stock Market, and laws relating to Indian Corporates and cross border trading.

II: Examination Scheme :

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks

III: Course Outcomes (CO):

- CO 1 To Understand the basic principles & provisions of Indirect Tax laws & defining the guidelines of all the laws covered under the Indirect Tax Laws.
- CO 2 To Understand the rules to determine the incidence of taxation of Excise and Custom.
- CO 3 To Understand and Interpretation of the Annual report of the companies.
- CO 4 To Understand the listing agreements with Corporate Governance & Guidelines related to Foreign Companies

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2		2	
CO 2	1	1	3		1		3	

CO 3		2	3	2	1			
CO 4	1	2	2	3	3	1	1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	References
1	1	Excise Law	Concepts & Definition of Excise Law	B.N.1
2			Incidence of Taxation	B.N.1
3			Excise Rules & Guidelines.	B.N.1
4			Valuation of Goods for Tax Receipts and Expenditure	B.N.1
5			CENVAT Credit (Central value added tax).	B.N.1
CO: 1				
LO: Define the Basic Principle & Provisions of Indirect Taxations with guidelines.				
6	2	Custom Laws	Basic concepts	B.N.3
7			Types of custom duties	B.N.3
8			Exemption from duties	B.N.3
9			Exemption from duties(to be Continued)	B.N.3
10			Clearance of Import & Export Goods	B.N.3
11			Drawback of duty	B.N.3
12			Drawback of duty(To be Continued)	B.N.3
	Presentation " Custom Laws, Exemptions & Drawback of duty"			
CO: 2				
LO: Describe the Rules & Exemptions related to Customs duties along with the understanding drawback of duties.				
13	3	Annual Report of Companies	Concept & Significance of Annual Report of Companies	B.N.3
14			Analysis of Annual Report of Companies	B.N.3
15			Understanding of Annual Report of Companies	B.N.3
16			Interpretation of Annual Report of Companies	B.N.3
17			Grasping financial position of Company	B.N.3
Assignment “Analysis of Annual Report of companies and its interpretations”				
CO: 2				
LO Describe the interpretations of Annual report of companies.				

18	4	Listing Agreements , Insider Trading & Mutual Funds	Listing Agreements along with Corporate Governance	B.N.3
19			Insider trading –Concepts	B.N.3
20			Insider trading – Guidelines	
21			Mutual funds-Concepts	
22			Mutual funds- Procedure	
23			Mutual funds-SEBI Guidelines	
CO: 2				
LO: Define the various listing agreement rules on Insider trading and Mutual Funds				
Assignment “SEBI guidelines on Mutual funds”				
24	5	Exim (Export – Import Policy – Import Policy	Exim (Export – Import Policy)-Concept & Significance	B.N.3
25			Exim (Export – Import Policy)- Latest trends	B.N.3
26			Exim (Export – Import Policy)-Guidelines	B.N.3
27			Foreign Companies – formality & Legality-Part 1	B.N.3
28			Foreign Companies – formality & Legality-Part 2	B.N.3
29			Foreign Companies – formality & Legality Part 3	B.N.3
30			Inter – corporate loans- Concept	B.N.3
31			Inter – corporate loans -Circulation of Limits on Loan	B.N.3
32			Inter – corporate loans Circulation of Limits on Loan (To be Continued)	
Assignment “Foreign Companies – formality & Legality&Circulation of Limits”				
CO: 3				
LO: Define the rules related to Inter – corporate loans.				

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Indirect Taxation – BARE Act.
2. Companies Act 1956.
3. SEBI Guideline on Mutual Fund and inside trading.
4. Stock Listing Agreement.

5.V.K. Singhania, “Indirect Tax Law”, New Delhi, Taxman Publications.2016

6. Saklecha & Saklecha," Indirect Tax", Indore, Satish Publications 2016

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII Rubric for Internal Assessment			
Subject: FINANCIAL & INDIRECT TAX LAW			
MBA(FA) – IV Sem			
Goal: The learners will be able to define to understand the concept of tax planning and its implications to reduce tax burden by availing the benefits admissible under the law.			
Objective: The objective of this course is to enable students to develop an understanding of direct and indirect taxes and to enable them to calculate and plan taxes.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student are aware with major latest provisions of Indirect tax laws and related judicial pronouncements pertaining to corporate enterprises having implications for various	% Appropriately addresses most of the provisions of Indirect tax laws and related judicial pronouncements.	% Most of the provisions of Indirect tax laws and related judicial pronouncements are not understood by the student.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

aspects of corporate planning with a view to drive maximum possible tax benefits admissible under the law.			
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IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	VIVA Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Multinational Financial Management****Session: Jan-June****Class: MBA(FA)–IV Sem****I. Course Objective :**

The objective of the course is to make students abreast of foreign investments, global business trends, managing foreign funds, investment, and assessment of political risk so as to comply and understand foreign trade course and business ethics.

II. Examination Scheme :

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

III. Course Outcomes (CO):

- CO1 Describe the basic Multinational Financial Management;
- CO2 Identify and appraise investment opportunities in the international environment
- CO3 Identify risk relating to exchange rate fluctuations and develop strategies to deal with them and also identify and evaluate foreign direct investment and international acquisition opportunities.
- CO4 Develop strategies to deal with other types of country risks associated with foreign operations and express well considered opinion on issues relating to multinational financial management.

IV: PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

CO / PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2	1		1	3	2		2
CO 2		3	2	2	2	2	2	
CO 3		3	3		2	2	2	2
CO 4		3	3		2		3	2

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Multinational enterprises and financial management.	Introduction to multinational enterprises and financial management.	B.N. 1&2
2			Nature and scope of international financial management	B.N. 1&2
3			Evolution of MNCs	B.N. 1&2
4			Theory and practice of international financial management.	B.N. 1&2
5		Class Test		
6		First Group Presentation		
A1 First Assignment Submission within 3 Days				
CO: 1 & 2				
LO: Describe multinational financial management and understand meaning, nature and scope of international financial management.				
7	2	Exposure measurement and management.	Introduction to Exposure measurement and management.	B.N. 1&2
8			Types of Foreign Exchange Exposure: transaction (short-run) exposure, economic (long-run) exposure, and translation exposure.	B.N. 1&2
9			Financial risk exposures and risk management	B.N. 1&2
10		Class Test		
A2 Second Assignment Submission within 3 Days				
CO: 2&3				
LO: Describe the types of financial transaction exposure.				
11	3	International portfolio investment, corporate portfolio investment.	Introduction to international portfolio investment, corporate portfolio investment.	B.N. 1&2
12			International Diversification: Barriers to International Diversification and Vehicles for Overcoming Capital Flow	B.N. 1&2

			Barriers	
13			Asset Allocation Policy and Management Style and Portfolio Hedging Strategies	B.N. 1&2
14		Second Group Presentation		
15		Class Test		
A3 Third Assignment Submission within 3 Days				
CO: 2&3				
LO: Define the objectives of international portfolio investment and learn to create portfolio hedging strategies.				
16	4	Corporate strategy foreign direct investment	Introduction to Corporate strategy and foreign direct investment	B.N. 1&2
17			Strategies of Multinational Corporations, Foreign Exchange Regulation : FERA and FEMA	
18			Meaning and Rationale of Foreign Direct Investment, Corporate Strategy, Joint Ventures and Global Expansion	B.N. 1&2
19		Class Test		
20		Group Presentation		
CO: 1 & 3				
LO:Describe corporate strategy of mergers and acquisitions and types of FDIs.				
21	5	Capital budgeting for multinational corporation.	Introduction to Capital budgeting for multinational corporation.	B.N. 1&2
22			Fundamentals of Evaluating Foreign Projects, Issues in Foreign Investment Analysis , Risk Analysis in International Investment Decision	B.N. 1&2
23		Class Test		

24		Group Presentation		
CO: 1,2&3				
LO: Describe and understand the fundamentals of evaluating foreign projects.				
25	6	Cost of capital for foreign investment	Introduction to Cost of capital for foreign investment	B.N. 1&2
26			Weighted Average Cost of Capital for Foreign Projects Cost of Various Sources of Funds: Cost of Foreign Debt; Capital Cost of Equity Capital (Dividend Valuation Model and Capital Asset Pricing Model)	B.N. 1&2
27			Discount Rates for Foreign Investments, All-Equity Cost of Capital for Foreign Projects	B.N. 1&2
28			Comparing the Cost of Capital in Developing Countries	B.N. 1&2
CO: 3 & 4				
Describe cost of capital for foreign investment and understand the concept of discounting techniques.				
29	7	Political risk: identification, management and insurance.	Introduction to Investment Guarantees and Political Risk Insurance	B.N. 1&2
30			Managing International Business Risk, International Insurance and Reducing Global Risk	B.N. 1&2
CO: 3 & 4				
LO:Understand the Global business risk.				
31	8	Financial foreign operations and international mergers	Introduction to Financial foreign operations and international mergers and acquisitions	B.N. 1&2

32		and acquisitions	Types of Mergers and Takeovers	B.N. 1&2
CO: 3 & 4				
LO: Understand foreign financial operations of mergers and acquisition.				

VI. Reference Books:

1. Multinational Financial Management:-alan c. shapiro / Hardcover / published 1996.
2. International accounting and Multinational Enterprises: Lee H. Radebaugh, enal/ paperback/ published 1993

VII. Notes:

1. There will be 5 class tests/assignments/presentations of equal weightage.
2. There will be group assignments, group size 3-4, each group will be given separate topics for understanding the practical approach Import Management.
3. Regular attendance, class performance and discipline will be an important factor for assigning internal marks.
4. Final assessment on internal test basis.

VIII Rubric for Internal Assessment			
Subject: Multinational Financial Management			
MBA (FA) IV Sem			
Goal: This course focuses on the knowledge required for the management of financial and investment functions of multinational corporations. Students will discover how the international capital markets, foreign exchange markets, and the derivatives market can be used to manage transaction and operating risks facing the multinational firm. Students will learn, through hands-on case studies and empirical evidence how to manage multinational companies' investment and financing activities. The general emphasis is on the identification and management of opportunities and risk relating to international investments, exchange rate fluctuations, international financial markets and government policy changes.			
Objective: The objective of the course is to make students abreast of foreign investments, global business trends, managing foreign funds, investment, and assessment of political risk so as to comply and understand foreign trade course and business ethics.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
.....StudentsStudentsStudentsStudents
Outstanding	Accomplished	Meets the Criteria	Need Improvement

%.... students were outstanding and considered multiple perspectives and relevant theoretical and practical aspects of Multinational Financial Management. They were able to describe, analyze and evaluate how the international capital markets, foreign exchange markets, and the derivatives market can be used to manage transaction and operating risks facing the multinational firm.	%.... students were accomplished and able to articulate Some perspectives of Financial Engineering and Risk Management. Some of the students were able to describe, analyze and evaluate how the international capital markets, foreign exchange markets, and the derivatives market can be used to manage transaction and operating risks facing the multinational firm.	%.... students fall in these criteria. They showed minimal knowledge of the subject.	%.... students need More efforts to understand the concept of Multinational Financial Management. They were not able to describe, analyze and evaluate how the international capital markets, foreign exchange markets, and the derivatives market can be used to manage transaction and operating risks facing the multinational firm.
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IX. Scheme of Internal Marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Project Planning Appraisal and Control****Session: Jan-Jun****Class: MBA(FA) IV Sem****I: Course Objective :**

The objective of the study content is to create a working model of business & financial environment in a student, so that as a manager finance student can understand and handle dynamic business situations.

II: Examination Scheme :

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The University question paper will be of 90 marks.

III: Course Outcomes (CO):

CO1: Understand the Concepts of Project management at the individual, team and organizational level and understand the Team-building skills required to support successful performance
CO2: Practical applications of project management to formulate strategies allowing organizations to achieve strategic goals. And give a perspective of leadership effectiveness in organizations
CO3: Learn to develop a project scope while considering factors such as customer requirements and internal/external goals.
CO4: Develop Critical-thinking and analytical decision-making capabilities to investigate complex business problems to propose project-based solutions

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3	3	1	2			2	1
CO 2	1		3			2		

CO 3	1	1		2	3	2		3
CO 4		3	3		3		1	2

V: Session Plan

Lecture No.	Unit No.	Topic	Sub Topic	Reference
1	1	Project identification and Formulation	Introduction to Project Planning Appraisal and Control	B.N-1,B.N-8
2			Characteristics and types of projects, project life cycle and its phases	
3			Project identification, Market &Demand analysis	
4			Market survey, market planning, market environment	B.N- 3, B.N-5
5			Demand forecasting techniques (Survey methods & Trend analysis)	
6			Technical analysis and technology selection	
CO: 1				
LO1: Understand the Importance of applying these methodologies and tools at the four distinct stages in the Project’s life cycle. The Definition, Planning, Execution and Closing Phase.				
7	2	Market technical commercial and economic feasibility	Situational analysis and specification of objectives – collection of secondary information	B.N:2, B.N:9
8			characterization of the market – demand forecasting – market planning.	
9			Study of material inputs and utilities – manufacturing process and technology	
10			product mixes – plant capacity – location and site – machinery and equipment – structures and civil works	

11			project charts and layouts – work schedule.	
12			Economic Appraisal,Net Benefit in terms of Economic Prices	
A1: Importance of Feasibility study in Current Scenario.				
CO: 2,3,4				
LO2: . 1.Understand the methods of project selection and importance of strategic planning, of priority setting				
2. Understand project prioritization methods and scoring models and project forecasting				
13	3	Preparing Project Reports, Financial Projections, estimating Costs.	How to generate the project report	B.N:5, B.N:9
14			Time and Cost control	
15			Performance review	
16			Project control system and MIS	
17			Project Audit, Termination and Abandonment Analysis	
A-2: Assignment Worksheet				
CO: 3				
LO 3: 1. Understand the values of a project oversight function and practice within a company’s management structure				
2.Understand what an audit is, what its constituent parts are, and how an audit is best conducted and also the project closure process				
18	4	Mathematical Programming techniques and project management	Financial feasibility, determinants of cost of project	B.N:6, B.N7
19			Project financing and deciding optimum capital structure	
20			Cash flows from project and owner’s perspective.	
21			Financial feasibility with risk. Types of risk	
A-3: Assignment Worksheet				
CO: 3,4				
LO4:1.Understand the concept of risk and how risk differs from planned activities				
2.Describe the different models of Sensitivity Analysis				
22	5	Project financing, project appraisal by financial institutions.	Sources of Finances available, AbandonmentProcess	B.N:3, B.N:8

23			Various institutions for project financing	
A-4: Prepare a Project report considering all the financing institutes with their specified domain.				
CO: 4				
LO5: 1.Apply a structured and systematic approach to assessing project finance transactions 2. Recognize the key characteristics of a robust project and identify the weakest links in the transaction 3. Identify the various institution of financing project				
24	6	Analysis of government projects, project time and cost overruns.	Time cost relationship	B.N:5, B.N:9
25			Crashing for optimum cost and optimum time.	
26			Resource leveling	B.N-8,B.N-7
CO: 2,3,4				
LO6: Understands strategic situation and time cost relationship for optimizing the desired output.				
27	7	Networking techniques and Project Management and social cost benefit analysis.	Introduction to CPM Technique and Its Application	B.N:5, B.N:9
28			Concept of Floats & its Application	B.N:6, B.N9
29			Understanding PERT Problem	
30			Concept and significance of SCBA	
31			Approach to SCBA- UNIDO approach	
32			shadow pricing of resource	
32			LM approach	
Second Group Assignment: How QT helps in business decisions?				
CO: 2,3,4				
LO 7:1.Understand the use and nature of a CPM and be able to define tasks, predecessors and successors 2. Be familiar with project control mechanisms such as gant charts and networks				

VI: Book Reference:

1. Prasanna Chandra, Projects 6th edition, TMH publications
2. Vasant Desai, project management -Himalaya publication house.
3. Gido Effective Project Management 3rd 2008 Cengage Learning
4. Gray & Larson, Project Management: The Managerial Process, 3e TMH 2010
5. Narendra Singh, project management and control, HPH.
6. Maylor-Project Management 3/e, Pearson,2010
7. R.B. Khanna, Project Management, PHI publication.
8. Gopalakrishnan - Textbook of Project Management,2005 - Macmillan Publishers
9. Rajiv M. Gupta, Project Management, PHI publication.

VII: Notes:

1. There will be 2 group assignments/presentations; group size will be 4-5 students.
2. There will be 1 major tests based on the practical and theory aspects of the subjects, marks of which will be included in internal marks.
3. Attendance will be a multiplying factor which will render significant impact on the internal marks of the student.
4. Class performance and discipline will be an important factor for assessing internal marks. It carries 2 marks.

VIII Rubric for Internal Assessment

Subject: Project Planning Appraisal and Control			
MBA(FA) IV Sem			
Goal : Students will be able to demonstrate analytical and critical-thinking skills in the context of organizational decision making.			
Objective: To develop understanding of project planning. To develop ability to monitor and control projects and risk involved. To become familiar with tools and techniques used in managing projects.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
__Students	__Students	__Students	__Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Can implement project management knowledge, processes, lifecycle and the embodied concepts, tools and techniques in order to achieve project success.	% Accurately described most of the outcomes and expectations for the project, project initiation tools/templates, but some were completed incorrectly	% described less than half of the outcomes and expectations for the subject Learned some project concepts, but few were missing	% Content is unclear, inaccurate, and/or incomplete; Knowledge about subject is weak or poorly gained.

IX: Scheme of internal marks:

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		

IPS ACADEMY, INSTITUTE OF BUSINESS MANAGEMENT & RESEARCH (IBMR), INDORE**Lesson Plan****Subject: Strategic Financial Management****Session: Jan-June****Class: MBA FA – IV Sem****I: Course Objective:**

The intent of the course is to provide strategic understanding of various financial management decision and valuation of the firm.

II: Examination Scheme :

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks.

III: Course Outcomes (CO):

- CO1 To understand the concepts of valuation of the firm
- CO2 To develop understanding about different working capital strategies
- CO3 To understand about turn around strategies and structural changes
- CO4 To develop understanding about theoretical underpinning of the subject with the implications in the real world

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	2		2		3			
CO 2		3			2			
CO 3			2	1				
CO 4		2				3		

V: Session Plan:

Sr No	Topics	Sub Topic	Reference
1	Valuation of Firm	Income Approach	BN 1, BN 2
2		Assets Approach	BN 1, BN 2
3		Assets Approach	BN 1, BN 2
4		Market Value Approach	BN 1, BN 2
5		Earnings per Share	BN 1, BN 2
6		Net assets value, EPS, and Market price	BN 1, BN 2
CO: 1			
LO: to develop understanding about various approaches to valuation of the firm			
7	working capital strategies	Conservative Approach	BN1, BN 3
8		Conservative Approach	BN1, BN 3
9		Aggressive Approach	BN1, BN 3
10		Aggressive Approach	BN1, BN 3
11		Matching Approach	BN1, BN 3
12		Matching Approach	BN1, BN 3
Assignment I			
CO: 2			
LO: to develop understanding about various working capital strategies			
13	Mergers	Mergers vs. Acquisitions	BN1, BN 3
14		Horizontal Mergers	BN1, BN 3
15		Horizontal Mergers	BN1, BN 3
16		Vertical Mergers	BN1, BN 3
17		Vertical Mergers	BN1, BN 3
18		Vertical Mergers	BN1, BN 3
19		Conglomerate Merger	BN1, BN 3
20		Conglomerate Merger	BN1, BN 3
21		Conglomerate Merger	BN1, BN 3
22		Concentric Mergers	BN1, BN 3
23		Concentric Mergers	BN1, BN 3
24		Concentric Mergers	BN1, BN 3
CO: 1,4			
LO: To learn about various types of mergers, acquisition and conglomerate			
25	Industrial sickness and turnaround strategy	Industrial sickness	BN2, BN 3
26		General Strategy	BN2, BN 3
27		Human Resource strategies	BN2, BN 3
28		Financial strategies	BN2, BN 3
29		Marketing strategies	BN2, BN 3
30		Production/Operation Strategies	BN2, BN 3

Assignment II**CO: 3****LO:** To learn about various causes of industrial sickness and strategies to cope up with

31	Structural changes	Structural changes	BN2, BN 3
32		Structural changes	BN2, BN 3

CO: 3,4**LO:** To develop understanding about structural changes

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Mergers & Acquisition – R. Machiraju.
2. Mergers & Acquisition & Corporate Resmeturies – weston, chung& Hong.
3. Financial Management, Prasanna Chandra.
4. Corporate Finance & Investment – R. Pike & Node.
5. Finance : A management guide for managing company funds and profit – I.M. Panday.
6. Financial Decision – Hompton.

VII: Notes:

1. There will be individual assignment, presentations and group assignments.
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.

VIII: Rubric for Internal Assessment			
Subject: Strategic Financial Management			
MBA FA IV Sem			
Goal: To learn about strategies that a business organization must follow to cope up with the complex, uncertain and competitive world. Also gain understanding about various types of mergers, acquisition and conglomerate to survive in the business world.			
Objective: Students gain understanding about the strategic decision of the firm, provide them tools and techniques to be used in the valuation of the firm, and enable them to analyze and understand the financial and strategic analysis in different business situations.			
09-10 Marks	06-08 Marks	03-05 Marks	00-02 Marks
___ Students	___ Students	___ Students	___ Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% Students having basic understanding about subject and able to employ their knowledge to analyze, interpret and solve complex business problems related to strategic decisions.	% Students having basic knowledge of valuation of the firm and can employ their knowledge to solve basic problem related to valuation of the firm and strategic financial management.	% Students having understanding about valuation of the firm and strategies.	% Students Need More Efforts to understand to concepts of strategic financial management.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		

Lesson Plan

Subject: Tax Planning & Management

Session: Jan-June

Class: MBA(FA) – IV Sem.

I: Course Objective:

The objective of the course is to make students understand planning and management of direct tax, income tax, wealth tax and statutory responsibilities of a tax manager, and to make them understand rules and regulation so as to optimize business, under legally monitored tax environment.

II: Examination Scheme :

The faculty member will award marks out of a maximum of 10 marks for the internal performance of the student. The Semester Examination, carrying 90 marks will have two Sections, A and B. Section A, worth 66 marks, will have five theory questions, out of which students will be required to attempt three questions. Section B, worth 24 marks, will have one or more cases.

III: Course Outcomes (CO):

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| CO 1 | To Understand the basic principles & provisions of Direct Tax laws & definitions of Previous Year, Assessment Year, Residential Status of Individual with determination. |
| CO 2 | To Understand the rules to determine the Income from Five heads covered under Income tax act 1961 & Application of such rules. |
| CO 3 | To Apply the rules of deduction covered u/s 80 c to 80 U to determine the Total Taxable Income. |
| CO 4 | To Understand the Provisions of Tax Planning for Non Resident Individual. |

IV:PO-CO Mapping : HIGH-3, MEDIUM-2, LOW-1

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8
CO 1	3				2		2	
CO 2	1	1	3		1		3	
CO 3		2	3	2	1			
CO 4	1	2	2	3	3	1	1	

V: Session Plan:

Lecture No.	Unit No.	Topic	Sub Topic	References
1	1	Introduction	Introduction to Direct tax	B.N.1
2			Introduction to Income tax & Important Provision of Income Tax Act	B.N.1
3			Introduction to Wealth Tax.	B.N.1
4			Concepts of Assessment Years, Previous Years, Person, Income, Gross Total Income, Capital and Revenue Receipts and Expenditure	B.N.1
5			Residential Status and Incidence of Tax, Tax Free Income, difference between tax planning and tax management	B.N.1
CO: 1				
LO: Define the Basic Principle of Direct Tax.				
6	2	Income From Salary	Meaning	B.N.3
7			Taxability of Allowances	B.N.3
8			Perquisites	B.N.3
9			Permissible Education	B.N.3
10			Treatment of PF & Gratuity	B.N.3
11			Tax Planning in relation to Salary	B.N.3
12			Numerical on Computations of Income from salary	B.N.3
	Presentation " Income tax Act & its Provisions"			
CO: 2				
LO: Describe the Rules of Income from salary and construct the statement of computations of Income from Salary .				
13	3	Income From Business and Profession	Basis of Charge for Profit & Gains of Business & Profession	B.N.3

14			Deductible expressly allowed under Restriction	B.N.3
15			Depreciation, Tax Planning	B.N.3
16			Permissible Education	B.N.3
17			Taxation of firms & companies, Mergers & Acquisitions.	B.N.3
Assignment “Tax Planning in relation to Income from salary & PGBP ”				
CO: 2				
LO Describe the Rules and computation of Income from business and profession.				
18	4	Income From House Property	Basis of Charge for Income from HP	B.N.3
19			Numerical on Computations of Income from HP	B.N.3
CO: 2				
LO: Define the Rules of Income from House property& its computations				
Assignment based on “Tax Planning in relation to House Property”				
20	5	Income from capital gains & other sources	Basis of Charge for Capital gain	B.N.3
21			Concept of Short Term & Long Term Capital gain	B.N.3
22			Computations of STCG & LTCG without Exemptions	B.N.3
23			Exemptions under Section 54	B.N.3
24			Computations of STCG & LTCG with Exemptions	B.N.3
25			Basis of Charge & Meaning Income and Other Sources	B.N.3
26			Income exempted under Income from Other sources	B.N.3
27			Numerical on Computations under Income from Other Sources	B.N.3
CO: 2				
LO: Define the concept and practical applications in relation to Capital Gains and Other Sources				
28	6	TDS	Concept of Tax Deduction at Source (TDS)	B.N.1
29			Sections covered under TDS	B.N.3
29			Computations of Total Income with TDS applications	B.N.3
30			Advance Payment of Tax	B.N.2
31			Filing of Returns	
32			Tax Planning in Relation to NRIs.	
Assignment “Tax Planning in relation to Income from Capital gains and Other sources”				
CO: 3				

LO: Define the deductions given under section 80C TO 80U and Apply the rules to compute Total Taxable Income.

Note: Apart from the mentioned lecture schedule faculty members compulsorily have to take 08 to 10 lectures on any of the topic related to the subject.

VI: Book References:

1. Dr. Vinod Singhania/Monica Singhania, Students' Guide to Income Tax, Taxmann's
2. V.K. Singania, "Direct Tax Law", New Delhi, Taxman Publications. 2016
3. Saklecha & Saklecha, "Income Tax", Indore, Satish Publications 2016
4. Jain & Jain Tax Planning and Management/ Income Tax, 2010, Pathmakers Bangalore.
5. Hariharan, N, Income Tax : Law & Practices, 2e TMH 2016
6. Lal-Income Tax, Pearson, 2016

VII: Notes:

1. There will be individual assignment, presentations and group assignments .
2. Class tests will be based on theoretical and practical aspect of the subject.
3. Class performance and discipline will be an important factor for assessing internal marks.
4. The result of each tests/assignment will be declared within one week.
5. Late submissions will not be accepted in any case.
6. Attendance will be a major factor for assessing class performance.
7. The students are required to submit practical assignment in computer practical notebook for external viva voce.

VIII Rubric for Internal Assessment			
Subject: Tax Planning and Management			
MBA(FA) – IVth Sem			
Goal : The learners will be able to define to understand the concept of tax planning and its implications to reduce tax burden by availing the benefits admissible under the law.			
Objective: The objective of this course is to enable students to develop an understanding of direct and indirect taxes and to enable them to calculate and plan taxes.			
9-10 Marks	6-8 Marks	03-05 Marks	00-02 Marks
Students	Students	Students	Students
Outstanding	Accomplished	Meets the Criteria	Need Improvement
% of the student are aware with major latest provisions of Indian tax laws and related judicial pronouncements pertaining to corporate enterprises having implications for various aspects of corporate planning with a view to drive maximum possible tax benefits admissible under the law.	% Appropriately addresses most of the provisions of Indian tax laws and related judicial pronouncements.	% Most of the provisions of Indian tax laws and related judicial pronouncements are not understood by the student.	% Have Low degree of association & attempt to identify and summarize the problem accurately.

IX: Scheme of internal marks

Class Participation			Internal Assessment		Total 50	Final Internal Marks Out of 10
Presentation Out of 10	Quiz Out of 10	Assignment Out of 10	Viva Out of 10	Internal Out of 10		