	<b>SHRI KRISHAN INSTITUTE OF ENGINEERING &amp; TECHNOLOGY, KURUKSHETRA</b>				
	<b>LESSON PLAN</b>				
<b>SEMESTER/YEAR:</b>			<b>DEPARTMENT: MGT.</b>		
<b>COURSE: Principal of MGT.</b>			<b>FACULTY:VIPIN</b>		
<b>S. No.</b>	<b>Topic Name</b>	<b>Reference/ Text Book/ Web (R/T/W)</b>	<b>No. Of Lectures</b>	<b>Delivery Method</b>	<b>Remarks</b>
1.	Material Management: Meaning, Objectives. Nature and Scope	T1	5	Chalk & Talk	
2.	Organization of Material Management. System Approach to Material Management: The process of Management and the Material Function.	T1	8	Chalk & Talk	
3.	An Overview of the System Concept. Benefits of the Integrated Systems Approach.	T1	6	Chalk & Talk	
4.	Material Planning: Making the Material Plan Work	T1	5	Chalk & Talk	
5.	The Material Cycle and Flow Control System. Material Budget. Purchasing:	T1	6	Chalk & Talk	
6.	Principles, Procedure, and Practices. Fundamental Objectives of Purchasing. Legal Aspects of Purchasing.	T1	5	Chalk & Talk	
7.	Value Analysis and Value Engineering. Quality Assurance. Incoming Quality Control Financial Decisions: Capitalization	T1	5	Chalk & Talk	
8.	Statistical Quality Control. Purchasing Capital Equipment	T1	5	Chalk & Talk	
9.	Plant and Machinery. Government Purchasing Practices and Procedures.	T1	6	Chalk & Talk	
10.	Inventory Management and Control System. Stores Management and Operation. Material Handling.	T1	6	Chalk & Talk	
11.	Physical Distribution Logistics. Transportation. Operation research.	T1	6	Chalk & Talk	
12.	Material Management Information System.	T1	7	Chalk & Talk	

Total Lectures: 68

**REMARKS/RECOMMENDATIONS FOR FUTURE:**

**EXTRA CLASS TAKEN (IF ANY):**


**TEXT BOOKS:**

[T1] A.K DUTTA PRINCIPAL OF MATERIAL MGT. PHI

Approved By

Signature of HOD: \_\_\_\_\_

Date: \_\_\_\_\_

 <b>SHRI KRISHAN INSTITUTE OF ENGINEERING &amp; TECHNOLOGY, KURUKSHETRA</b>					
<b>LESSON PLAN</b>					
<b>SEMESTER/YEAR: 4<sup>TH</sup> /2<sup>ND</sup></b>			<b>DEPARTMENT: BBA</b>		
<b>COURSE: HUMAN BEHAVIOUR AT WORK</b>			<b>FACULTY: G.HANDA</b>		
<b>S. No.</b>	<b>Topic Name</b>	<b>Reference/ Text Book/ Web (R/T/W)</b>	<b>No. Of Lectures</b>	<b>Delivery Method</b>	<b>Remarks</b>
1.	Behaviour at Workplace: Nature, Meaning.	TI	3	Chalk & Talk	
2.	Group as a medium of learning :Group Development Process;	TI	4	Chalk & Talk	
3.	Group Dynamics in Workplaces: Group Cohesiveness; Group Think;	TI	4	Chalk & Talk	
4.	Group Conformity; Group Obedience;	TI	4	Chalk & Talk	
5.	Group Morale; Group Performance,	TI	4	Chalk & Talk	
6.	Group decisionmaking; Group synergy; Team building.	TI	5	Chalk & Talk	
7.	Interpersonal Influence Processes: Social Loafing, Social Facilitation,	TI	5	Chalk & Talk	
8.	Interpersonal Communication;.	TI	4	Chalk & Talk	
9.	Interpersonal awareness and feedback process	TI	6	Chalk & Talk	
10.	Interpersonal trust;	TI	3	Chalk & Talk	
11.	Career roles and identity;	TI	4	Chalk & Talk	
12.	Competition and cooperation	TI	4	Chalk & Talk	

Total Lectures: 50

**REMARKS/RECOMMENDATIONS FOR FUTURE:**

**EXTRA CLASS TAKEN (IF ANY):**

**TEXT BOOKS:**


[T1] Dr. Madhu Gaba, Ms. Sonia Dingra Human behaviour at Work, Mahavir publication

[T2] O. G. Kakde; Compiler Design, 4/e; Universities Press (2008)

**REFERENCE BOOKS:**

[R1] Bennis, W.G. : Essay in Interpersonal Dynamics, U.S.A., Dorsey Press, 1979.

[R2] Kolb, D. et al. : Organizational Behaviour: An Experiential Approach 5th ed., Englewood Cliffs, New Jersey, Hall Inc., 1991.

	<b>SHRI KRISHAN INSTITUTE OF ENGINEERING &amp; TECHNOLOGY, KURUKSHETRA</b>				
	<b>LESSON PLAN</b>				
<b>SEMESTER/YEAR: 4<sup>th</sup>/2<sup>rd</sup></b>			<b>DEPARTMENT: MGT.</b>		
<b>COURSE: FINANCIAL MGT.</b>			<b>FACULTY :VIPIN</b>		
<b>S. No.</b>	<b>Topic Name</b>	<b>Reference/ Text Book/ Web (R/T/W)</b>	<b>No. Of Lectures</b>	<b>Delivery Method</b>	<b>Remarks</b>
1.	Financial Management: Meaning, Nature	T1,R1	5	Chalk & Talk	
2.	Scope & Objectives, Finance functions. Financial Planning: Meaning	T1,R1	6	Chalk & Talk	
3.	Nature, Features, Determinants & Process	T1,T2	5	Chalk & Talk	
4.	Investment Decisions: Capital Budgeting	T1,R1	5	Chalk & Talk	
5.	Nature, Significance, Process Methods of Evaluation	T1,R1	6	Chalk & Talk	
6.	Cost of Capital; Concept, Significance, Computation of Cost of Capital, weighted average Cost of Capital.	T1,T2	6	Chalk & Talk	
7.	Financial Decisions: Capitalization	T1,R1	5	Chalk & Talk	
8.	Capital Structure Decisions, Theories of Capital Structure	T1,R1	5	Chalk & Talk	
9.	Dividend Decisions: Nature, Concept, Significance, Dividend Models.	T1,R1	6	Chalk & Talk	
10.	Working Capital Management: Concept	T1,R1	6	Chalk & Talk	
11.	Nature, Significance, Components	T1,R1	6	Chalk & Talk	
12.	Sources of Finance: Short term, Medium term & Long term.	T1,R1	7	Chalk & Talk	

Total Lectures: 67

**REMARKS/RECOMMENDATIONS FOR FUTURE:**


**EXTRA CLASS TAKEN (IF ANY):**

**TEXT BOOKS:**

[T1] Prasanna Chandra : Financial Management. Tata McGraw-Hill Publishing Co.Ltd., New Delhi

**REFERENCE BOOKS:**

[R1] GOYAL D.K.; : Financial Management; V.k Publication

	<b>SHRI KRISHAN INSTITUTE OF ENGINEERING &amp; TECHNOLOGY, KURUKSHETRA</b>				
	<b>LESSON PLAN</b>				
<b>SEMESTER/YEAR: 4th Sem / 2nd year</b>			<b>DEPARTMENT: MBA</b>		
<b>COURSE: Macro Business Environment</b>			<b>FACULTY: NISHA</b>		
S. No.	Topic Name	Reference/ Text Book/ Web (R/T/W)	No. Of Lectures	Delivery Method	Remarks
1.	Economic Reforms- Liberalisation, privatization, and globalization. Industrial policy of India- Meaning, Current Industrial Policy.	T1,R2	15	Chalk & Talk	
2.	Foreign capital and technology: foreign investment policy, multinational corporations, foreign investment in India. Regulation and promotion of foreign trade.	T1. R2	<b>15</b>	Chalk & Talk	
3.	Nature & operations of multilateral economic institutions- World Bank, World Trade Organisation and International Monetary Fund.	T1, R2	15	Chalk & Talk	
4.	Monetary & Fiscal Policy of India: Meaning and significance & latest policy. Exim policy of India and its impact on Indian exports & imports in various sectors.	T1, R2	<b>10</b>	Chalk & Talk	

Total Lectures: 55

**REMARKS/RECOMMENDATIONS FOR FUTURE:**

**EXTRA CLASS TAKEN (IF ANY):**

**TEXT BOOKS:**

1. Francis Cherunillam: Business Environment, Himalaya Publications


**REFERENCE BOOKS:**

1. Suresh Bedi: Business Environment, Excel Books
2. Alok Goyal: Environment for Managers, V.K. Publications
3. Justin Paul Business Environment, Tata Mc-Graw Hill

Approved By

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Date: \_\_\_\_\_

	<b>SHRI KRISHAN INSTITUTE OF ENGINEERING &amp; TECHNOLOGY, KURUKSHETRA</b>				
	<b>LESSON PLAN</b>				
<b>SEMESTER/YEAR: 4<sup>th</sup>/2<sup>nd</sup></b>			<b>DEPARTMENT: MGT</b>		
<b>COURSE: MM</b>			<b>FACULTY:SONAM</b>		
S. No.	Topic Name	Reference/ Text Book/ Web (R/T/W)	No. Of Lectures	Delivery Method	Remarks
1.	Marketing Management- Meaning, Nature and Scope. Concepts of Marketing .	T1,R1	5	Chalk & Talk	
2.	Marketing Environment, Marketing Mix	T1,R1	5	Chalk & Talk	
3.	STP (segmenting, targeting and positioning) approach to marketing.	T1,T2	5	Chalk & Talk	
4.	Marketing Information System- Meaning and Components. Marketing Research.	T1,R1	8	Chalk & Talk	
5.	Consumer Behaviour-Meaning and Importance of study for Marketers	T1,R1	5	Chalk & Talk	
6.	Product –Meaning, levels and product Mix.	T1,T2	10	Chalk & Talk	
7.	New Product development, Product Life Cycle, Branding and Packaging decision.	T1,R1	5	Chalk & Talk	
8.	Pricing-Meaning, procedure for setting a price. Price variation.	T1,R1	5	Chalk & Talk	
9.	Distribution Channels- Levels and Roles. Management of Physical Distribution.	T1,R1	5	Chalk & Talk	
10.	Promotion- promotion Mix- A study of advertising	T1,R1	5	Chalk & Talk	
11.	sales promotion, personal selling	T1,R1	5	Chalk & Talk	
12.	direct marketing and public relations.	T1,R1	5	Chalk & Talk	
13.	Marketing organization and control.	T1,R1	3	Chalk & Talk	

Total Lectures: 65

**REMARKS/RECOMMENDATIONS FOR FUTURE:**

**EXTRA CLASS TAKEN (IF ANY):**

**TEXT BOOKS:**

[T1] Aho, Sethi & Ullman, "Compiler Design", Addison Wesley/ Pearson  
 [T2] O. G. Kakde; Compiler Design,4/e; Universities Press (2008)

**REFERENCE BOOKS:**

1. Mc Carthy; E.J. : Basic marketing -A Managerial Approach  
 2. Rama Swamy : Marketing Management  
 & Nama Kumari

3. Kotler, Philip : Marketing Management Analysis Planning and Control.
4. Still and Cundiff : Basic Marketing.
5. Stanton et. al. : Marketing Management.

Approved By

Signature of HOD: \_\_\_\_\_

Date: \_\_\_\_\_