	SHRI KRISHAN INSTITUTE OF ENGINEERING & TECHNOLOGY, KURUKSHETRA				
	LESSON PLAN				
SEMESTER/YEAR: 2ND /1ST			DEPARTMENT: MBA		
COURSE: BUSINESS RESEARCH METHODS			FACULTY: SONAM		
S. No.	Topic Name	Reference/ Text Book/ Web (R/T/W)	No. Of Lectures	Delivery Method	Remarks
1.	Introduction to Research Methodology: Research-Meaning, Nature. Scope Objectives and Types; Research Process.	T1,R1	7	Chalk & Talk	
2.	Hypothesis:- Qualities of Good Hypothesis, Scientific Method of Research.	T1,R1	4	Chalk & Talk	
3.	Recent Trends in Usage of Research in Indian Corporate Sector.	T1,T2	2	Chalk & Talk	
4.	Research Design- Meaning and Need of a Research Design, Exploratory,	T1,R1	4	Chalk & Talk	
5.	Descriptive, Experimental Research Design,	T1,R1	4	Chalk & Talk	
6.	Qualitative Research, Observation Studies, Surveys, Experiments & Test Markets.	T1,T2	7	Chalk & Talk	
7.	Sources of Data- Nature and Types, Sampling Techniques- Nature and Types, Sampling Errors. Scaling & Measurement Techniques	T1,R1	7	Chalk & Talk	
8.	Data Editing, Coding and Tabulation, Analysis & Interpretation of Data	T1,R1	5	Chalk & Talk	
9.	Business Research Reports-Format, Criterion for Judgment of good research report	T1,R1	4	Chalk & Talk	
10.	Advance Techniques of Data Analysis: Factor analysis. Conjoint Analysis, Cluster Analysis & Multidimensional Scaling.	T1,R1	4	Chalk & Talk	
11.	Use of SPSS & Other Software's in Research	W	2	Chalk & Talk	
12	. Use of Statistical Tools such as Correlation, Regression.	T1,R1	3	Chalk & Talk	

Total Lectures: 52

REMARKS/RECOMMENDATIONS FOR FUTURE:

EXTRA CLASS TAKEN (IF ANY):

TEXT BOOKS:

[T1] Kothari, C. R.: Research Methodology, New Age International Publishers


REFERENCE BOOKS:

[R1] Cooper and Schindler: Business Research Methods, 8th edition, Tata McGraw Hill.

Approved By

Signature of HOD: _____

Date: _____

	SHRI KRISHAN INSTITUTE OF ENGINEERING & TECHNOLOGY, KURUKSHETRA				
	LESSON PLAN				
SEMESTER/YEAR: 2nd/1st yr COURSE: financial mgt.			DEPARTMENT: MGT. FACULTY : VIPIN		
S. No.	Topic Name	Reference/ Text Book/ Web (R/T/W)	No. Of Lectures	Delivery Method	Remarks
1.	Introduction to financial management Objectives of financial management	T1,R1	5	Chalk & Talk	
2.	Time value of money, sources of finance,	T1,R1	6	Chalk & Talk	
3.	Investment decisions: Importance, Difficulties determining cash flows	T1,T2	5	Chalk & Talk	
4.	methods of capital budgeting Risk analysis	T1,R1	5	Chalk & Talk	
5.	Cost of capital; Concept and importance, Computations of cost of various sources of finance	T1,R1	8	Chalk & Talk	
6.	Weighted Average Costof Capital; Capital Structure decisions	T1,T2	6	Chalk & Talk	
7.	Theories of capital structure, Factors determining capital structure.	T1,R1	5	Chalk & Talk	
8.	Optimum capital structure	T1,R1	5	Chalk & Talk	
9.	Management of working capital	T1,R1	6	Chalk & Talk	
10.	Cash, Receivables and Inventory Management	T1,R1	4	Chalk & Talk	
11.	Internal Financing	T1,R1	4	Chalk & Talk	
12.	. Dividend Policy.	T1,R1	4	Chalk & Talk	

Total Lectures: 62

REMARKS/RECOMMENDATIONS FOR FUTURE:

EXTRA CLASS TAKEN (IF ANY):

TEXT BOOKS:

[T1] I.M.Pandey, Financial Management, himalya


REFERENCE BOOKS:

[R1] Shashi k. Gupta , Financial Management, kalyani publisher

Approved By

Signature of HOD: _____

Date: _____

		SHRI KRISHAN INSTITUTE OF ENGINEERING & TECHNOLOGY, KURUKSHETRA			
LESSON PLAN					
SEMESTER/YEAR 2ND^h/1ST COURSE: HUMAN RESOURCE MGT.			DEPARTMENT: MGT FACULTY: NISHA		
S. No.	Topic Name	Reference/ Text Book/ Web (R/T/W)	No. Of Lectures	Delivery Method	Remarks
1.	Human Resource Management - Concept, Scope, Evolution of HRM, Theoretical perspectives on HRM	T1,R1	5	Chalk & Talk	
2.	HR Models, Role of HRM in Business Strategy, Emerging Trends in shaping HRM Environment.	T1,R1	6	Chalk & Talk	
3.	Human Resource Planning & Forecasting: Business and HRP, Significance & Process. Job Analysis: Job Description and Job Specification, Competency based Job Analysis	T1,T2	5	Chalk & Talk	
4.	Job Design: Approaches and Methods. Recruitment: Sources of Recruitment and its Process. Selection: Process, Selection Tests & their types, Interview & its types, Selection Audit. Placement, Induction and Socialisation	T1,R1	5	Chalk & Talk	
5.	Training and Development. Performance Management and Appraisal, Potential Appraisal and Development. Career Management- Basic Concepts, Methods, Designing and Developing Career Management Systems in an organisation	T1,R1	8	Chalk & Talk	
6.	Talent Management: Concept and Related Practices. Job Evaluation - Methods of Job Evaluation, Evolving Job Evaluation Programme. Employee compensation: Basic concepts, determinants and approaches, New Trends in Compensations and Rewards management.	T1,T2	8	Chalk & Talk	
7.	Industrial Relations and Trade Unions, Dispute Resolution and Grievance Management. Equal Employment Opportunity (EEO) and Affirmative Action	T1,R1	5	Chalk & Talk	
8.). High Performance Work Systems (HPWS): Concept, High Performance HR Policies and Practices (HPHRP). HR Ethics and Fair Treatment at Work:	T1,R1	5	Chalk & Talk	
9.	Methods to promote ethics and fair treatment. Employee Safety, Security and Health:	T1,R1	6	Chalk & Talk	
10.	Occupational Safety and Health (OSHA) in India, Workplace Health Hazards and its Remedies	T1,R1	4	Chalk & Talk	
11.	E-HRM: Role and Applications. HRM and	T1,R1	4	Chalk & Talk	
12.	Globalization of Business.	T1,R1	7	Chalk & Talk	

Total Lectures: 67

REMARKS/RECOMMENDATIONS FOR FUTURE:

EXTRA CLASS TAKEN (IF ANY):

TEXT BOOKS:

[T1] T.N CHABBRA, HIMALYA PUBLICATION


REFERENCE BOOKS:

[R1] V.S P RAO HUMAN RESOURCE MGT. TATA MAGRAW HILLS

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Signature of HOD: _____

Date: _____

	SHRI KRISHAN INSTITUTE OF ENGINEERING & TECHNOLOGY, KURUKSHETRA				
	LESSON PLAN				
SEMESTER/YEAR: 2nd/1st			DEPARTMENT: MGT		
COURSE: MBA			FACULTY : SONAM		
S. No.	Topic Name	Reference/ Text Book/ Web (R/T/W)	No. Of Lectures	Delivery Method	Remarks
1.	Marketing: Meaning, Nature, Scope, Evolution and Importance. Modern concept of marketing. Ethics in marketing.	T1,R1	8	Chalk & Talk	
2.	Role of Information Technology in marketing. The dynamic marketing Environment.	T1,R1	5	Chalk & Talk	
3.	Marketing Mix and STP (Segmentation, Targeting and Positioning)	T1,T2	9	Chalk & Talk	
4.	Marketing Information System: Concept and Components of a marketing information system. Marketing	T1,R1	5	Chalk & Talk	
5.	Marketing Research: meaning, scope and techniques.	T1,R1	5	Chalk & Talk	
6.	Consumer Behaviour: meaning and importance, buying motives, buying process, factors influencing consumer behaviour.	T1,T2	5	Chalk & Talk	
7.	Product decisions: concept, classification, product-line decisions. New product development process.	T1,R1	5	Chalk & Talk	
8.	product life cycle Packaging and Branding decisions	T1,R1	5	Chalk & Talk	
9.	Pricing Concepts: objectives, policies and procedures, factors affecting pricing, pricing strategy.	T1,R1	5	Chalk & Talk	
10.	Integrated Marketing Communication: Promotion-Mix Advertising.	T1,R1		Chalk & Talk	

11.	public relations, personal selling and direct marketing.	T1,R1	5	Chalk & Talk	
12	Channels of distributions: Concept, types and factors affecting channel selection.	T1,R1	5	Chalk & Talk	
13.	Recent developments in marketing.	T1,R1	2	Chalk & Talk	

Total Lectures:64

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 Michael J. Etzel : Marketing Concepts and Cases, Tata
 Bruce J. Walker McGraw-Hill Publishing Company Limited.
 William J. Stanton
 Ajay Pandit
- 2 Michael R.Czinkota :Marketing Management, Thomson, South
 Masaaki Kotabe Western.
- 3 Philip Kotler : Marketing Management, Pearson Prentice-Hall.
 Kevin lane Keller
- 4 Dhru Greqal : Marketing, Tata McGraw Hill Publishing
 Michael Levy Company Limited.
5. V.S. Ramaswamy : Marketing Management, Macmillan Publisher
 S. Nama Kumari India Ltd.
6. Rajan Sexena : Marketing Management, Tata McGraw Hill
 Publishing Company Limited.

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Signature of HOD: _____

Date: _____

	SHRI KRISHAN INSTITUTE OF ENGINEERING & TECHNOLOGY, KURUKSHETRA
	LESSON PLAN
SEMESTER/YEAR:2nd Sem /1st year COURSE:Organizational Behaviour	DEPARTMENT: MBA FACULTY: NISHA

S. No.	Topic Name	Reference/ Text Book/ Web (R/T/W)	No. Of Lectures	Delivery Method	Remarks
1.	Concept nature and characteristics of Organisational Behaviour	T1,R1	8	Chalk & Talk	
2.	Conceptual Foundations and Importance, Models of Organizational Behavior, Relationship with Other Fields, Organizational Behavior.	T1,R1	5	Chalk & Talk	
3.	Cognitive Framework, Behaviorist Framework and Social Cognitive Framework	T1,T2	5	Chalk & Talk	
4.	Understanding of Individual behavior: Personality and Theories of personality	T1,R1		Chalk & Talk	
5.	Work Attitudes and Job Satisfaction. Learning and Theories of Learning. Perception - Nature & Importance Perceptual Selectivity, Perceptual Organization. Social Perception and Impression Management	T1,R1	5	Chalk & Talk	
6.	Motivation: Concepts and Their Application, Principles, Theories, Employee Recognition, Involvement, Motivating a Diverse Workforce. Leadership- Concept, Function, Style and Theories of Leadership- traditional and modern	T1,R1	8	Chalk & Talk	
7.	Understanding of Group Behavior: Analysis of Interpersonal Relationship, Group Dynamics	T1,R1	8	Chalk & Talk	
8.	Group Dynamics- Definition, Stages of Group Development, Group Cohesiveness, types of Groups, Group Processes and Decision Making	T1,R1	5	Chalk & Talk	
9.	Dysfunctional Groups, Team building - Interpersonal relations, Communication and control.	T1,R1	5	Chalk & Talk	
10.	Understanding of Organization Dynamics: Organizational Design - Various organizational structures and their effects on human behavior	T1,R1	5	Chalk & Talk	
11.	Organizational Climate, Organizational Culture and Organizational Effectiveness, Organizational Change: Concept, Nature, Resistance to Change, Managing resistance to change	T1,R1	6	Chalk & Talk	
12.	Implementing Change, and Organization Development. Conflict Management. Work Stress - Work Stressors, Prevention and Management of Stress	T1,R1	5	Chalk & Talk	

Total Lectures: 69

REMARKS/RECOMMENDATIONS FOR FUTURE:

EXTRA CLASS TAKEN (IF ANY):

TEXT BOOKS:

Pareek, Udai *Understanding Organisational Behaviour*, Oxford University Press,2012

REFERENCE BOOKS:

1 Robbins , Judge and Vohra Organizational Behaviour (Pearson Education, 12th Edition) 2012.

2 Newstrom John W. Organizational Behaviour: Human Behavior at Work (Tata Mc Graw Hill, 12th Edition)

3 Luthans Fred Organizational Behaviour (Tata Mc Graw Hill) 2005.

4 Mc Shane L. Steven, Glinow Mary Ann Von & Sharma Radha R. Organizational Behaviour (Tata Mc Graw Hill, 3rd Edition) 2009.

5 Hersey Paul, Blanchard, Kenneth H and Johnson Dewey E. Management of Organisational Behavior: Leading Human Resources (Pearson Education, 8th Edition) 2007.

6 Greenberg Jerald and Baron Robert A. Behavior In Organisations: Understanding and Managing the Human Side of Work (Prentice Hall of India) 2010.

7 Davis, Keith Human Behaviour at Works – Tata Mc Graw Hill, New Delhi.2009.


8 Kinicki and Krietner *Organisational Behaviour*, Tata McGraw Hill Publications, 2011.

9 Jones and Mathew *Organisation Designs, Theory and Change*, Pearson Education, 2011.

Approved By

Signature of HOD: _____

Date: _____

		SHRI KRISHAN INSTITUTE OF ENGINEERING & TECHNOLOGY, KURUKSHETRA			
LESSON PLAN					
SEMESTER/YEAR: 2ND/1ST COURSE: MBA			DEPARTMENT: MGT FACULTY : TRILOCHAN SINGH		
S. No.	Topic Name	Reference/ Text Book/ Web (R/T/W)	No. Of Lectures	Delivery Method	Remarks
1.	Nature and Scope of Production and Operations Management; Types of production systems	T1,R1	5	Chalk & Talk	
2.	Project, Job, Batch & Mass production systems; Facility Location- Importance, Factors in Location Analysis	T1,R1	5	Chalk & Talk	
3.	Location Analysis Techniques; Facility Layout - Objectives, Advantages, Basic Types of Layouts	T1,T2	5	Chalk & Talk	
4.	Material Handling: Principles & Equipments; Line Balancing; Production Planning & Control (PPC) - Concepts, Objectives, Functions; Capacity Planning.	T1,R1	8	Chalk & Talk	
5.	Product Planning and Selection; Process Planning; Aggregate Planning and Master Production Scheduling;	T1,R1	5	Chalk & Talk	
6.	Maintenance Management; Work Study : Method Study and Work Measurement; Material Management: An Overview of Material Management	T1,T2	10	Chalk & Talk	
7.	Inventory Management - Objectives, Factors, Process, Inventory control techniques;	T1,R1	5	Chalk & Talk	
8.	JIT; Purchase Management; Stores Management	T1,R1	5	Chalk & Talk	
9.	Quality Assurance : Acceptance Sampling, Statistical Quality Control,	T1,R1	5	Chalk & Talk	
10.	Total Quality Management; ISO-9000.	T1,R1	5	Chalk & Talk	

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Total Lectures: 65

REMARKS/RECOMMENDATIONS FOR FUTURE:

EXTRA CLASS TAKEN (IF ANY):

REFERENCE BOOKS:

1. Admn, E. E. & Ebert, R.J. : Production and Operations Management, 6th ed., New Delhi, Prentice Hall of India 1995.
2. Chary, S.N. : Production and Operations Management, New Delhi, Tata McGraw Hill, 2nd Edition.
3. Ashwathapa: Production and Operations Management, Himalaya Publishing House.
4. Dobler, Conald W and Lee, Lamar : Pruchasing and Materials Management, New York, McGraw Hill, 1984.
5. Chunawalla & Patel : Production and Operations Management, Himalaya Publishing House, Nair:Production and Operations Managemnt, TMH

Approved By
Signature of HOD: _____

Date: _____