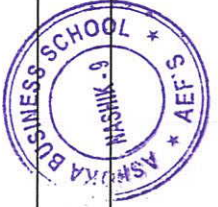


Ashoka Business School (V.S.)														
111- Legal aspects of Business - Micro Plan														
Unit No.*	Session No.*	Sub Topic*	Teaching Methodology*	CO Applicable	PO Applicable	Session Quick assessment	Assessment for Concurrent (No concurrent for UL)	Target Month	Target Year	Remarks	Research Papers Discussed	Activities Planned/A/V Inputs	Case Study/Programs Planned	Reference Book/Website
1]The Indian Contract Act 1871	1	Essential elements ,Performance of Contract	PPT/Notes/Discussions	CO1,CO2	PO1,PO6,PO2	Written test		1	2022	NA			Caselets on Contract Act 1871\ roleplay	1. Legal aspects of Business- Nirali prakashan 2. Business Law - S S Gulshan
	2	Types of Contracts	PPT/Notes/Discussions	CO1,CO2	PO1			1	2022	NA				
	3	Discharge and Breach of Contract	PPT/Notes/Discussions	CO1,CO3	PO1,PO2,PO6			1	2022	NA	https://www.ijmh.com/wp-content/uploads/A-Study-on-Damages-as-Remedies-of-Breach-of-Contract-under-Indian-Contract-Law-and-English-Contract-Law-.pdf	Reading Law journals-Legal news and views		
	4	Agency and Types of agency	PPT/Notes/Discussions	CO1,CO2	PO1			1	2022	NA				
2]Sale of Goods Act,1930	5	Contract of sale of Goods –meaning, essentials, formalities	PPT/Notes/Discussions	CO1	PO1	Written test		1	2022	NA			Caselets on Sales of Goods act 1930\ group discussion	1. Legal aspects of Business- Nirali prakashan 2. Business Law - S S Gulshan
	6	Conditions and warranties	PPT/Notes/Discussions	CO1,CO2	PO1,			1	2022	NA				
	7	Transfer of Property and Performance	PPT/Notes/Discussions	CO1	PO1,PO4			1	2022	NA				
	8	Rights of an Unpaid seller	PPT/Notes/Discussions	CO1,CO2	PO1,PO2			1	2022	NA				
3]Negotiable Instruments Act 1881	9	Sale by auction	PPT/Notes/Discussions	CO1	PO1			1	2022	NA				
	10	Negotiable Instruments - Meaning, characteristics	PPT/Notes/Discussions	CO1	PO1	Written test		2	2023	NA			Caselets on Negotiable Instruments Act 1881	1. Legal aspects of Business- Nirali prakashan 2. Business Law - S S Gulshan
	11	Holder and Holder in due course	PPT/Notes/Discussions	CO1,CO3	PO2			2	2023	NA				
	12	Negotiation and types of Endorsements	PPT/Notes/Discussions	CO1,CO3	PO1,PO2			2	2023	NA				
4]Companies Act,2015	13	Dishonour of NI - Noting and Protest	PPT/Notes/Discussions	CO1,CO3	PO2			2	2023	NA				
	14	Negotiable Instruments - types and parties	PPT/Notes/Discussions	CO1,CO3	PO1			2	2023	NA				
	15	Definition,meaning,features and Types of companies	PPT/Notes/Discussions	CO1	PO1	MCQ tests		2	2023	NA			Caselets on Companies Act 2015	1. Legal aspects of Business- Nirali prakashan



	16	One person company, Incorporation of Company	PPT/Notes/Discussions	CO1	PO1		2	2023	A	NA			2. Business Law - S S Gulshan
	17	MOA, AOA	PPT/Notes/Discussions	CO1,CO3	PO1		2	2023	A	NA			
	18	Share Capital and Debentures	PPT/Notes/Discussions	CO1,CO3	PO1		2	2023	A	NA			
	19	Acceptance of deposits, Appointment of Directors	PPT/Notes/Discussions	CO1	PO1		2	2023	A	NA			
5ja.CPA,	20	Need and importance of Consumer Act	PPT/Notes/Discussions	CO1,CO2	PO1,PO2	MCQ tests	2	2023	A	NA		Caselets on Consumer protection act 1986	1. Legal aspects of Business - Nirali prakashan 2. Business Law - S S Gulshan
	21	Unfair and restrictive trade practices	PPT/Notes/Discussions	CO1,CO3	PO1,PO2,PO9		2	2023	A	NA			
	22	Dispute redressal system	PPT/Notes/Discussions	CO1,CO3	PO1,PO4		2	2023	A	NA			
b. IT Act,	23	Digital signature, E-Governance	PPT/Notes/Discussions	CO1,CO3	PO2,PO6,PO10		2	2023	A	NA			
	24	E-records, E-contracts, E-commerce and Cyber crimes	PPT/Notes/Discussions	CO1,CO3	PO2,PO6,PO10		2	2023	A	NA			
c. IP laws	25	IP Laws-conceptual understanding of Patents, copyrights, trademarks and designs		CO1,CO3	PO2,PO6,PO10,PO9		2	2023	A	NA			


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Internal Quality Assurance Cell
Ashoka Business School, Nashik



ASHOKA BUSINESS SCHOOL

2 credits		Internal	Class -Div A & B		Subject -115 -Selling and Negotiation lab												
Unit No*	Session No.*	Sub Topic*	Teaching Methodology*	CO Applicable	PO Applicable	Session Quick assessment	Assessment for Concurrent	Target Month	Target Year	Section	Remarks	Research Papers Discussed	Activities Planned/ A/V Inputs	Case Study/Programs Planned	Reference Book/Website		
1	1	Basics of Selling: functions and Importance of Selling.	PPT and Online Lecture	CO 2	PO 2,4	QUIZ -10 Questions - Pre	1. Write the importance of Selling 2. Explain the importance of Trained and skilled Sales force. 3. Discuss the Good and Bad attributes of a salesperson.	Dec	2022	A & B	Subject Understanding	NA	NA	NA	NA		
1	2	Role in the context of organization – survival and growth.	PPT and Online Lecture	CO 2	PO 2,4			Dec	2022	A & B	NA	NA	NA	NA	NA		
1	3	Types of Selling - Different in selling situations, New business versus service	PPT and Online Lecture	CO 2	PO 2,4			Dec	2022	A & B	NA	NA	NA	NA	NA		
1	4	Team/group selling, Merchandising, Telesales, Franchise selling,	PPT and Online Lecture	CO 1	PO1			Dec	2022	A & B	NA	NA	NA	NA	NA		
1	5	Newton's classification of sales types, McMurry & Arnold's classification of selling types.	PPT and Online Lecture	CO 1	PO2	Quiz -10 Questions - Post		Dec	2022	A & B	NA	NA	NA	NA	NA		
2	6	Pre-Selling Work : Attributes of a Good Salesperson	PPT and Online Lecture	CO 1	PO 1	QUIZ -10 Questions - Pre	Individual Presentations	Dec	2022	A & B	NA	NA	NA	NA	Negotiation: Communication for diverse settings, Michael L Spengle and Myra Isenhart, Sage South Asia Edition.		
2	7	Personality & physical characteristics	PPT and Online Lecture	CO 1	PO2			Dec	2022	A & B	NA	NA	NA	NA			
2	8	Enthusiasm, Confidence, Intelligence, Self-worth, Knowledge	PPT and Online Lecture	CO 1	PO2			Dec	2023	A & B	NA	NA	NA	NA		NA	
2	9	Product organization, market, customer territory	PPT and Online Lecture	CO 1	PO 1,8			Dec	2023	A & B	NA	NA	NA	NA		NA	
2	10	The Telephone - Social Media & Online Data Bases	PPT and Online Lecture	CO 1	PO 1,8			Dec	2023	A & B	NA	NA	NA	NA		NA	
2	11	People Buy From People, Communication skills, Persuasive skills, Personal	PPT and Online Lecture	CO 2	PO 1,8			Dec	2023	A & B	NA	NA	NA	NA		NA	
2	12	Managing Documents and collaterals management. Fear Factor in Sales.	PPT and Online Lecture	CO 2	PO 2,4	Quiz -10 Questions - Post		Dec	2023	A & B	NA	NA	NA	NA		How to win friends and influence people, Dale Carnegie, You can negotiate anything	
3	13	Identifying Key Individuals – Prospecting, Influencers	PPT and Online Lecture	CO 2	PO 2,4	QUIZ -10 Questions - Pre		Group activity -	Jan	2023	A & B	NA	NA	NA		NA	NA
3	14	Talking to the right Individuals, Making that Good First Impression, How	PPT and Online Lecture	CO 2	PO 2,4				Jan	2023	A & B	NA	NA	NA		NA	NA



3	15	What's in it for me?, Honesty and Integrity, Objection	PPT and Online Lecture	CO 2	PO 2,4		Advertisement preparation	Jan	2023	A & B	NA	NA	NA	NA	Herb Cohen
3	16	Seeing What We Can Do, Listen - Probe - Advise (LP-A), Exercise: Objection Handling, Uncovering	PPT and Online Lecture	CO 2	PO 2,4	Quiz -10 Questions - Post		Jan	2023	A & B	NA	NA	NA	NA	
4	17	Objection handling: Analyzing the Reasons for Objections, Seeing What We Can Do, Listen - Probe - Advise (LP-A), Exercise:	PPT and Online Lecture	CO 1	PO1	QUIZ -10 Questions - Pre	Group activity - Advertisement preparation	Jan	2023	A & B	NA	NA	NA	NA	NA
4	18	Seven Types of Objections, Turning Objections into Selling Opportunities. Selling Techniques:	PPT and Online Lecture	CO 1	PO2			Jan	2023	A & B	NA	NA	NA	NA	NA
4	19	Selling, Up Selling, Value Added (Suggestive) Selling, Advancing Opportunity	PPT and Online Lecture	CO 1	PO 1		Group activity - Advertisement preparation	Jan	2023	A & B	NA	NA	Guest lecture	NA	The Sales Bible: The Ultimate Sales Resource, Jeffrey Gitomer, Wiley India
4	20	Exceeding Customer Expectations, Giving Recognition	PPT and Online Lecture	CO 1	PO2	Quiz -10 Questions - Post		Jan	2023	A & B	NA	NA	NA	NA	
5	21	Sales Conversation, Negotiation & Closure: Starting a Quality Prospecting Conversation, Listeners Control	PPT and Online Lecture	CO 1	PO2	QUIZ -10 Questions - Pre	Group activity - Pre- selling competition	Feb	2023	A & B	NA	NA	NA	NA	
5	22	Creating an Opportunity: Situation vs Problem Questions, Difficulty Questions, Negative and Positive Answer Questions, Directive Questions,	PPT and Online Lecture	CO 1	PO 1,8			Feb	2023	A & B	NA	NA	NA	NA	
5	23	Problems with Positional Bargaining, Opening Up the Negotiation, Approaches to Better Negotiation, You Have Alternatives, Reverse Psychology in Negotiation.	PPT and Online Lecture	CO 1	PO 1,8			Feb	2023	A & B	NA	NA	NA	NA	
5	24	Sales Proposals: How to Construct a Sales Proposal, Important Factors to Consider, Putting It All Together	PPT and Online Lecture	CO 2	PO 1,8	Quiz -10 Questions - Post		Feb	2023	A & B	NA	NA	NA	NA	
5	25	Revision						Feb	2023	A & B	NA	NA	NA	NA	

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Ashoka Business School, Nashik



Unit No*	Session No.*	Sub Topic*	Teaching Method	CO	PO	Session Quick Assessment	Assessment for Concurrent	Target Month	Target Year	Section	Remarks	Research Papers Discussed	Activities Planned/A/V Inputs	Case Study/Programs Planned	Reference Book/Website	
1	1	Introduction to the subject and contents	Classroom session	CO1	PO1	Small MCQs related to topic	1. Visit Report	1	2022	A		NA	NA	NA		
1	2	Human resource administration-the concept	PPT and interactive	CO1	PO1	Small MCQ-5 Questions		1	2022	A			NA	NA	NA	Personnel Management – C B Mamoria
1	3	Definition, nature, scope, objective, structure of personnel department, personnel policy and its types	Interactive discussion	CO2	PO1	Small MCQ-5 Questions		1	2022	A			NA	Visit to Admin Dept	NA	Personnel Management – C B Mamoria
1	4	maintenance of personnel files and records	Visit	CO3	PO3	One Example from each student		1	2022	A			NA	NA	NA	Personnel Management – C B Mamoria
1	5	Drafting communication in personnel department – Appointment, promotion, transfer,	Interactive discussion	CO3	PO3	One Example from each student		1	2022	A			NA	NA	NA	Dynamics of Industrial Relations–Mamoria & Mamoria
1	6	Drafting communication in personnel department – deployment, appreciation letter, notices and circulars.	Interactive discussion	CO3	PO3	Small MCQ-5 Questions		1	2022	A			NA	NA	NA	Dynamics of Industrial Relations–Mamoria & Mamoria
1	7	Demonstrations through citehr	Live online	CO3	PO9	Small MCQ-5 Questions		1	2022	A			NA	NA	NA	Online-citehr.com
1	8	HR Operations at various organizations interaction	Interactive discussion	CO3	PO3	One Example from each student		1	2022	A			NA	NA	NA	
1	9	HR Operations at various organizations interaction	Interactive discussion	CO3	PO3	Case Discussion		1	2022	A			NA	Open Book Test	NA	
1	10	HR Operations at various organizations interaction	Interactive discussion	CO3	PO9	Case Discussion		1	2022	A			NA	NA	NA	
1	11	HR Operations at various organizations interaction	Interactive discussion	CO3	PO3	One Example from each student		1	2022	A			NA	NA	NA	
2	12	Discussing various types of letters and formats	Participative	CO3	PO9	Case Discussion	1. Preparation of Memo 2. Termination, Resignation, Offer Letter Format preparations	1	2022	A		NA	NA	NA		
2	13	Drafting of memc, warning, show cause, charge sheet,	Application based	CO4	PO9, PO4	Small MCQ-5 Questions		1	2022	A			NA	NA	NA	Online-citehr.com
2	14	Inquiry procedure correspondence, termination and dismissal, reinstatement in service	Application based	CO1	PO1	One Example from each student		2	2023	A			NA	NA	NA	
2	15	Practical examples for all the letters	Application based	CO2	PO3	Small MCQ-5 Questions	2	2023	A			NA	NA	NA	Online-citehr.com	
3	16	The Employee's Provident Fund and Miscellaneous Provisions Act, 1952 – Contribution-Concept and points	Case based calculations	CO1	PO1	Small MCQ-5 Questions	1. Claculations of PF 2. ESI	2	2023	A		NA	NA	NA	Industrial and Labour Laws – S. P. Jain	
3	17	Calculations on the basis of PF in salaries	Case based calculations	CO3	PO3	Interactive discussion		2	2023	A			NA	NA	Excel calculations	Industrial and Labour Laws – S. P. Jain
3	18	PF related points through EPFO	Case based calculations	CO3	PO3	Small MCQ-5 Questions		2	2023	A			NA	NA	NA	Industrial and Labour Laws – S. P. Jain
3	19	online procedure for opening of account and required documents	Live online	CO1	PO1	Small MCQ-5 Questions		2	2023	A			NA	NA	NA	Industrial and Labour Laws – S. P. Jain
3	20	Amendments till date in PFs and rates	Case based calculations	CO4	PO5	Small MCQ-5 Questions		2	2023	A			NA	NA	NA	online-indiankanoon.com



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3	21	Penalties under EPFA	PPT and interactive	CO5	PO5	Small MCQ-5 Questions
3	22	The Employee's State Insurance Act, 1948 – Contributions, all 6 benefits,	PPT and interactive	CO5	PO5	Interactive discussion
3	23	calculations related to benefits, calculations for payment of compensation,	Case based calculations	CO5	PO5	Interactive discussion
3	24	calculations related to benefits, calculations for payment of compensation,	Case based calculations	CO5	PO5	Interactive discussion
3	25	Amendments till date in ESI and related concepts, penalties	Case based calculations	CO5	PO5	Small MCQ-5 Questions
4	26	Definition of Bonus, applicability, eligibility, minimum, maximum	Case based calculations	CO5	PO5	Examples from students
4	27	Bonus calculations-available surplus, allocable surplus	Case based calculations	CO6	PO5	Small MCQ-5 Questions
4	28	Seton and Set- off,	Case based calculations	CO6	PO5	Investigative questions for students learning
4	29	Seton and Set- off,	Case based calculations	CO6	PO5	Investigative questions for students learning
4	30	disqualification of bonus, Amendments till date, Penalties	PPT and interactive	CO6	PO5	Investigative questions for students learning
4	31	The Payment of Gratuity Act 1972 – Definition of Gratuity, applicability, eligibility	PPT and interactive	CO1	PO1	Investigative questions for students learning
4	32	minimum service condition, maximum limit for gratuity	PPT and interactive	CO6	PO6	Small MCQ-5 Questions
4	33	calculation of gratuity in case of retirement, resignation, death and disablement.	Case based calculations	CO6	PO6	Small MCQ-5 Questions
4	34	calculation of gratuity in case of retirement, resignation, death and disablement.	Case based calculations	CO6	PO6	Calculations
4	35	Amendments in gratuity and penalties	Application based	CO1	PO1	Small MCQ-5 Questions
4	36	The Workmen's Compensation Act 1923 – Definition, Permanent, Partial, Total Disablement	Case Study	CO2	PO9	Case Discussion
4	37	calculation of compensation in case of death and disability	Case based calculations	CO1	PO1	Calculations
4	38	calculation of compensation in case of death and disability	Case based calculations	CO2	PO8, PO7	Calculations
4	39	Amendments till date in WCA, WCA policy from policy bazaar	PPT and interactive	CO5	PO8, PO7	Examples from students
4	40	Penalties under WCA	Application based	CO2	PO1	Examples from students
5	41	Maintenance of Statutory Returns – TDS, Profession tax	Illustrative	CO6	PO8, PO7	Problem solving
5	42	Form – 16 A and B, Form 26 AS, PF, ESI,	Live online	CO6	PO8, PO7	Problem solving

Calculations

1. Calculations of Bonus on excel
2. Calculations of Gratuity
3. Case and calculations in WCA



1. Salary Slip,

2	2023	A		NA	NA	NA	Industrial and Labour Laws – S. P. Jain
2	2023	A		NA	NA	NA	Industrial and Labour Laws – S. P. Jain
2	2023	A		NA	NA	Excel calculations	
2	2023	A		NA	NA	Excel calculations	
2	2023	A		NA	NA	NA	online-indiankanoon.com
3	2023	A		NA	NA	NA	Industrial and Labour Laws – S. P. Jain
3	2023	A		NA	NA	Excel calculations	
3	2023	A		NA	NA	Excel calculations	
3	2023	A		NA	NA	Excel calculations	
3	2023	A		NA	NA	NA	Introduction of Labour and Industrial Laws by Avatar Singh
3	2023	A		NA	NA	NA	Introduction of Labour and Industrial Laws by Avatar Singh
3	2023	A		NA	NA	NA	Introduction of Labour and Industrial Laws by Avatar Singh
3	2023	A		NA	NA	Excel calculations	
3	2023	A		NA	NA	Excel calculations	
3	2023	A		NA	NA	NA	online-indiankanoon.com
4	2023	A		NA	NA	NA	Introduction of Labour and Industrial Laws by Avatar Singh
4	2023	A		NA	NA	Excel calculations	
4	2023	A		NA	NA	NA	
4	2023	A		NA	NA	NA	online-indiankanoon.com
4	2023	A		NA	NA	NA	Introduction of Labour and Industrial Laws by
4	2023	A		NA	NA	NA	Online
4	2023	A		NA	NA	NA	Law by N. D. Kapoor, Sultan Chand

5	43	Presentation by student on form 16 and related deductions	PPT and inter	CO6	PO3	Problem solving	2. IT Calculations 3. 26 AS, ITR	4	2023	A		NA	NA		
5	44	Calculation of CTC and designing salary structure	Case based calculations	CO6	PO8, PO7	Problem solving		4	2023	A		NA	NA	NA	
5	45	Salary slip and related calculations	Illustrative			Examples from students		4	2023	A		NA	NA	NA	



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 Ashoka Business School, Nashik

Ashoka Business School
307- International Business Environment - Micro Plan

Unit No*	Session No.*	Sub Topic*	Teaching Methodology*	CO Applicable	PO Applicable	Session Quick assessment	Assessment for Concurrent (No concurrent for UL)	Target Month	Target Year	section	Remarks	Research Papers Discussed	Activities Planned/A/ V Inputs	Case Study/Program Planned	Reference Book/Website
1	1	Importance, nature and scope of International business; modes of entry into International Business	PPT, Notes	CO1	PO1	Q & A		11	2022	A					International Business Environment by Black and Sundaram, Prentice Hall of India, New Delhi
1	2	Internationalization process. Globalization: Meaning, Implications	PPT, Notes	CO1	PO1	Q & A		11	2022	A					
1	3	Globalization as a driver of International Business	PPT, Notes	CO1	PO1	Q & A		11	2022	A					
1	4	The Multinational Corporations (MNCs) – evolution, features and dynamics of the Global Enterprises	PPT, Notes	CO2	PO1,PO6	Q & A		11	2022	A					
1	5	Consequences of Economic Globalization, Brexit, Reverse globalization	PPT, Notes	CO2	PO1,PO3	Q & A		11	2022	A					
2	6	Political Economy of International Business	PPT, Notes	CO1	PO1	Q & A		11	2022	A					International Business Environment by Black and Sundaram, Prentice Hall of India, New Delhi
2	7	Economic and Political Systems	PPT, Notes	CO1	PO1	Q & A		12	2022	A					
2	8	Legal Environment	PPT, Notes	CO1	PO1	Q & A		12	2022	A					
2	9	Cultural Environment	PPT, Notes	CO1	PO1	Q & A		12	2022	A					
2	10	Ethics and CSR in International Business	PPT, Notes	CO1	PO1,PO8	Q & A		12	2022	A					
3	11	Foreign Investments - Pattern, Structure and effects. Theories of Foreign Direct Investment	PPT, Notes	CO2	PO1,PO3	Q & A		12	2022	A					International Business Environment by Black and Sundaram, Prentice Hall of India, New Delhi
3	12	Traditional and Modern theories of FDI, Modes of FDI	PPT, Notes	CO2	PO1	Q & A		12	2022	A					
3	13	Greenfield, Brownfield Investments, Mergers and Acquisitions	PPT, Notes	CO2, CO3	PO1,PO2	Q & A		12	2022	A					
3	14	Motives of FDI, FDI contrasted with FPI	PPT, Notes	CO2,CO3	PO1,PO2	Q & A		12	2022	A					
3	15	Basics of Forex Market	PPT, Notes	CO2	PO1	Q & A		1	2023	A					
4	16	WTO, IMF, World Bank	PPT, Notes	CO1	PO1	Q & A		1	2023	A					



4	17	UNCTAD Tariff and Non-tariff Barriers	PPT, Notes	CO2	PO1	Q & A		1	2023	A							
4	18	Balance of Payment Account: Concept and significance of balance of payments	PPT, Notes	CO1	PO1	Q & A		1	2023	A							International Business Environment by Dr. Manisha Paliwal, Everest publishing house
4	19	Current and capital account components	PPT, Notes	CO2	PO1,PO6	Q & A		1	2023	A							
4	20	Introduction to Basic Concept of IFRS	PPT, Notes	CO1	PO1,PO6	Q & A		1	2023	A			rnalcra.com/article/ifrs-convergence-india-conceptual-study-journey				
5	21	Growing concern for ecology	PPT, Notes	CO1	PO1	Q & A		1	2023	A							
5	22	Digitalisation;	PPT, Notes	CO1	PO1,PO2	Q & A		1	2023	A							
5	23	Outsourcing and Global Value chains.	PPT, Notes	CO1,CO4	PO1	Q & A		2	2023	A						Case on Mahindra & Mahindra	International Business environment by Dr Abhay bora and Harshali Bhalerao, Thakur publications pvt ltd
5	24	Labour and other Environmental Issues,	PPT, Notes	CO1,CO4	PO1	Q & A		2	2023	A							
5	25	Impact of Pandemic COVID-19 on international trade.	PPT, Notes	CO2	PO1	Q & A		2	2023	A			d-lib.org/view/?ref=1129_1129345_casormobh7&title=International-trade-during-the-COVID-19-pandemic				

Manish



Shwale

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Ashoka Business School, Nashik

Unit No*	Session No.*	Sub Topic*	Teaching Methodology*	CO Applicable	PO Applicable	Target Month	Target Year	Section	Remarks	Research Papers Discussed	Activities Planned/A/V Inputs	Case Study/ Programs Planned	Reference Book/Website	Others
1	1	Meaning of data, information, knowledge and expertise	Lecture	CO1	PO1	1	2022	A					Knowledge Management, Donald Hislop, Oxford 2nd edition	
1	2	Meaning of epistemology, Types of Knowledge - Subjective & Objective views of knowledge	Group Method with PPT & Lecture	CO1	PO1		2022	A					Knowledge Management, Donald Hislop, Oxford 2nd edition	
1	3	procedural Vs. declarative, tacit Vs. explicit	PPT & Lecture & Discussion	CO3	PO3	1	2022	A					Applying knowledge management: Techniques for building Corporate Memories, Ian Watson	
1	4	general Vs. specific, Types of expertise - associationa	PPT & Lecture	CO3	PO3	1	2022	A					Knowledge Management Tools and Technique: Practitioners and Experts Evaluate KM solution. Butter-worth Heinemann	
1	5	motor skill, theoretical, Characteristics of knowledge - explicitness	PPT with activity	CO3	PO3	1	2022	A					Knowledge Management Systems Theory and Practice, Thomas Learning	
1	6	codifiability, teachability, Specificity, Reservoirs of knowledge.	PPT with activity	CO4	PO2	1	2022	A					Knowledge Management, Donald Hislop, Oxford 2nd edition	
2	7	Why KM, KM system life cycle, and aligning KM and business strategy,	Group Method with PPT & Lecture	CO2	PO1	1	2022	A		https://www.youtube.com/watch?v=7o_7I-77dEg			Knowledge Management in Theory and Practice, Elsevier, Butterworth- Heinemann	
2	8	M Cycle: Knowledge creation, capturing tacit knowledge codification.	Case study discussion	CO2	PO5	1	2022	A		https://www.youtube.com/watch?v=hHBuClbd5L8			Applying knowledge management: Techniques for building Corporate Memories, Ian Watson	
2	9	system development: codification	PPT & Lecture	CO2	PO5	2	2022	A					Knowledge Management, Shelda Debowski	




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2	10	system testing and deployment, Knowledge transfer and knowledge sharing	Group Method with PPT	CO3	PO3	2	2022	A					Knowledge Management Systems Theory and Practice, Thomas Learning
2	11	KM and KM Cycle: The role of culture and structure .	PPT with activity	CO1	PO1	2	2022	A					Knowlegde Management, Donald Hislop, oxford2nd edition
3	12	Analysis design and development:	Group Method/Participative Method	CO4	PO3	2	2022	A				Knowlede Management Analysis: A case study by Mayur S. Desai, Ezi I. Mecha, and Thomas C. Richards	Applying knowledge management: Techniques for buliding Corporate Memories, Ian Watson
3	13	Knowledge infrastructure, Knowledge audit.	Group Method/Participative Method	CO5	PO5	2	2022	A					Knowledge Management Tools and Technique: Practitioners and Experts Evaluate KM solution. Butter-worth Heinemann
3	14	knowledge team, Analysis.	Group Method/Participative Method	CO5	PO5	2	2022	A		Activity			Knowledge Management Tools and Technique: Practitioners and Experts Evaluate KM solution. Butter-worth Heinemann
3	15	KM design and development of KM system	Group Method/ Participative Method	CO3	PO4	2	2022	A					Knowlegde Management, Donald Hislop, oxford2nd edition
3	16	KM tools and Portals: inferences from data.	Participative Method and PPT	CO3	PO2	2	2022	A		Web Browsing for Recruitment URL's			Knowledge Managemnt, Shelda Debowski
3	17	Data mining and knowledge portals .	Group Method Method	CO3	PO2	2	2022	A					Knowledge Management Systems Theory and Practice, Thomas Learning




4	18	Organizational Structure and culture	Group Method/ Participative Method	CO2	PO1	2	2022	A					Knowledge Management Tools and Technique: Practitioners and Experts Evaluate KM solution. Butter-worth Heinemann
4	19	Organizational Culture and communities of practicw	Group Method/Participative Method	CO2	PO1	2	2022	A					Applying knowledge management:Techniques for buliding Corporate Memories, Ian Watson
4	20	Ethical and managerial issues	Group Method/Participative Method	CO3	PO3	2	2022	A					Knowledge Managemnt, Shelda Debowski
4	21	KM innovation and learning organization	Group presentation	CO3	PO5	2	2022	A					Knowledge Management Tools and Technique: Practitioners and Experts Evaluate KM solution. Butter-worth Heinemann
4	22	Common Knowledge and organization culture	Group Method/Participative Method	CO4	PO2	3	2023	A					Knowledge Managemnt, Shelda Debowski
5	23	KM Impact: Dimensions of KM Impact – People, Process and product	Group Method/ Participative Method	CO1	PO1	3	2023	A					Knowlegde Management, Donald Hislop, oxford2nd edition
4	24	Factors influencirg impact – universalistic & contingency views	Group Discussion	CO4	PO2	3	2023	A					Knowledge Management Systems Theory and Practice, Thomas Learning
5	25	The future of KML	Group Method/ Participative Method	CO4	PO1	3	2023	A					Applying knowledge management:Techniques for buliding Corporate Memories, Ian Watson


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Unit No.*	Session No.*	Sub Topic*	Teaching Methodology*	CO Applicable	PO Applicable	Target Month	Target Year	Section	Remarks	Research Papers Discussed	Activities Planned/ A/V Inputs	Case Study/ Programs Planned	Reference Book/Website	Others
	1	Introduction to the subject and contents	Lecture	CO1	PO1	1	2022	A		NA	NA			
	2	Introduction and Overview of International HR	Group Method with PPT & Lecture	CO1	PO1	1	2022	A		NA	NA		Charles M Vance and Yongsunpaik, Managing Global Work force, PHI, 2009	
	3	Global Market Context-Key Perspective in Global Workforce Management - Cultural Foundations of International Human Resource Management Changes and challenges in the Global Labor Market- Globalization	Group Method with PPT & Lecture	CO2	PO1	1	2022	A		Research paper on International HR as a new horizon	NA		Tony Edwards and Chris Rees: International Human Resource Management, Pearson, 2009	
	4	Technological Advancement- change in Labour force Demographics and Migration-Emerging on the contingent workforce- Offshore sourcing	Group Method with PPT & Lecture	CO2	PO2	1	2022	A		NA	NA	Implementation of Fayol's Principles Case Study in HRM	S. K. Bhatia, International Human Resource Management, Deep & Deep Publications, 2005	
	5	Global workforce Management challenges, Concepts of Host Country Nationals HCN's, Parent Country Nationals PCN's and Third Country Nationals TCN's in International Business.	Group Method with PPT & Lecture	CO2	PO2	1	2022	A		NA	NA	NA	K. Ashwathappa, Sadhna Dash, International Human Resource Management, Tata Mc Graw Hill, 2008	
	6	The role of International HRM in Successful MNC: Knowledge Transfer-	Group Method with PPT & Lecture	CO4	PO3	1	2022	A		NA	NA	NA	Tony Edwards and Chris Rees: International Human Resource Management, Pearson, 2009	
	7	Global Leadership training and Development-Strategic Control Needs-	Group Method with PPT & Lecture	CO3	PO2	1	2022	A		NA	NA	NA	S. K. Bhatia, International Human Resource Management, Deep & Deep Publications, 2005	
	8	Competitive strategy of Multinational Corporations Structuring for Optimal Global Performances-	Group Method with PPT & Lecture	CO4	PO3	1	2022	A		NA	NA	NA	K. Ashwathappa, Sadhna Dash, International Human Resource Management, Tata Mc Graw Hill, 2008	
	9	Understanding culture-Major models of National Culture- Linking Human Resource management practices to Competitive Strategy	Group Method with PPT & Lecture	CO2	PO6	1	2022	A		NA	Open Book Test	NA	S. K. Bhatia, International Human Resource Management, Deep & Deep Publications, 2005	

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1	10	Competitive Strategy and Organization Structure-Paradigm Shift of international Human Resource Management form contingency model to Process Development.	Group Method/Participative Method	CO5	PO6	1	2022	A		NA	NA		K. Ashwathappa, Sadhna Dash, International Human Resource Management, Tata Mc Graw Hill, 2008
2	11	Competitive Strategy and Organization Structure-Paradigm Shift of international Human Resource Management form contingency model to Process Development.	Group Method with PPT & Lecture	CO5	PO6	1	2022	A		NA	NA	NA	K. Ashwathappa, Sadhna Dash, International Human Resource Management, Tata Mc Graw Hill, 2008
2	12	Job Design for Meeting global Strategy work demand HR planning for the Long term-Global Staffing	Group Method with PPT & Lecture	CO6	PO6	1	2022	A		NA	Video on Int HRM	NA	Charles M Vance and Yongsunpaik, Managing Global Work force, PHI, 2009
2	13	Global Human Resource Planning: From strategy to Decision about work Demand and labour supply External Environment Scanning	Group Method with PPT & Lecture	CO3	PO3	1	2022	A		NA	NA	NA	Tony Edwards and Chris Rees: International Human Resource Management, Pearson, 2009
2	14	General Actors Affecting Global Staffing- Global Recruitment of Human Resources- Global selection of Human Resources	Group Method/ Participative Method	CO2	PO2	2	2023	A		NA	NA	Case study on Int HRM - MNC	Tony Edwards and Chris Rees: International Human Resource Management, Pearson, 2009
2	15	General Actors Affecting Global Staffing- Global Recruitment of Human Resources- Global selection of Human Resources	Group Method with PPT & Lecture	CO2	PO2	2	2023	A		NA	GD	NA	S. K. Bhatia, International Human Resource Management, Deep & Deep Publications, 2005
2	16	Training and development of Global employees: Strategic role of Training and Development in the global Market Place-	Group Method/ Participative Method	CO5	PO2	2	2023	A	paper on - Training and development of Global employees	NA	NA	NA	K. Ashwathappa, Sadhna Dash, International Human Resource Management, Tata Mc Graw Hill, 2008
2	17	Training and development of Global employees	Group Method and PPT	CO2	PO2	2	2023	A		NA	NA	NA	Charles M Vance and Yongsunpaik, Managing Global Work force, PHI, 2009
2	18	Fundamental concepts and principles for Guiding global Training and Development-	Group Method with PPT & Lecture	CO1	PO1	2	2023	A		NA	NA	NA	Tony Edwards and Chris Rees: International Human Resource Management, Pearson, 2009



3	19	Training imperative for the global workforce- Managing International Assignments	Group Method/Participative Method	CO5	PO5	2	2023	A		NA	NA	NA	K. Ashwathappa, Sadhna Dash, International Human Resource Management, Tata Mc Graw Hill, 2008
3	20	Managing International Assignments-Expatriate Preparation, Foreign Assignment and Repatriation	Group Method/Participative Method	CO6	PO6	2	2023	A		NA	NA	NA	Tony Edwards and Chris Rees: International Human Resource Management, Pearson, 2009
3	21	International Assignments considerations for Special Expatriates-New and Flexible International Assignments	Group Method/Participative Method	CO6	PO6	2	2023	A	case study/ group discussion on Managing International Assignments	NA		NA	S. K. Bhatia, International Human Resource Management, Deep & Deep Publications, 2005
3	22	Global workforce performance Management: Performing Management Process-Important consideration for Global Performance Management	Group Method/Participative Method	CO5	PO6	2	2023	A		NA	NA	NA	K. Ashwathappa, Sadhna Dash, International Human Resource Management, Tata Mc Graw Hill, 2008
3	23	Global Performance Management- Planning and Implementing Global Performance Appraisal- Compensation for a Global workforce- Managing Compensation on a global Scale:	Group Method/Participative Method	CO4	PO2	2	2023	A			NA	NA	Charles M Vance and Yongsunpaik, Managing Global Work force, PHI, 2009
3	24	Fundamental Practices-Key compensation for Expatriates, Host Country Nationals HCN's and Third Country Nationals TCN's	Group Method/Participative Method	CO2	PO1	2	2023	A		NA	Presentation	NA	Tony Edwards and Chris Rees: International Human Resource Management, Pearson, 2009
4	25	Fundamental Practices-Key compensation for Expatriates, Host Country Nationals HCN's and Third Country Nationals TCN's	Practical/ group discussion	CO2	PO1	3	2023	A		NA	case study - compensation for Expatriates, Host Country Nationals HCN's and Third Country Nationals	NA	S. K. Bhatia, International Human Resource Management, Deep & Deep Publications, 2005
4	26	Global Employee Relations- current ER issues-Influence of MNC's and Union on Global ER.	Group Method with PPT & Lecture	CO2	PO4	3	2023	A		NA	NA	NA	K. Ashwathappa, Sadhna Dash, International Human Resource Management, Tata Mc Graw Hill, 2008

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1	1	Strategic Perspective:Introduction	Chalk and Talk/Lecture	CO1	PO1		1	2022	A					
1	2	HR Strategies, Strategic role of top & line management.	PPT & Lecture	CO2	PO2		1	2022	A					https://www.whatishumanresource.com/strategic-role-of-human-resource-management
1	3	Formulating HR strategies	Group Method with PPT & Lecture	CO3	PO3		1	2022	A					
1	4	Types of HR Strategies,HRD	Group Method with PPT & Lecture	CO2	PO1		1	2022	A					
1	5	Life cycle of organizations	Group Method with PPT & Lecture	CO3	PO3		1	2022	A				Case Study 1 - 'When two members of'	
1	6	Impact of organizational Performance & HRD	Group Method with PPT & Lecture	CO4	PO2		1	2022	A					
2	7	Career Planning and Succession Planning	Mind map and group discussion	CO2	PO1		1	2022	A					https://www.whatishumanresource.com/strategic-role-of-human-resource-management
2	8	Evolution of careers, career planning perspectives organization	Group Method with PPT & Lecture	CO4	PO2		1	2022	A					

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2	9	centered career planning	Group Method with PPT & Lecture	CO3	PO3		2	2022	A				Case Study 2 - 'How to help your team find their higher purpose.'	SHRM-Text and cases, Pande, Sharan, Pearson Publication
2	10	Individual-centered career planning	Group Method with PPT & Lecture	CO3	PO3		2	2022	A					Journal of strategic human resource management
2	11	Succession Planning: Definition, Elements of Succession planning.	Mind map and group discussion	CO2	PO1		2	2022	A					
2	12	Relation between career planning and succession planning	PPT	CO3	PO2		2	2022	A					
2	13	challenges of succession planning	PPT	CO2	PO1		2	2022	A					Journal of strategic human resource management
2	14	Competency and Potential Development: What, How	Group Method and PPT	CO4	PO3		2	2022	A					
2	15	How do competencies differ from skills and knowledge	Group Method and PPT	CO2	PO1		2	2022	A			Concept with Iceberg model		
2	16	Integrated HR practices through competency development	Case example with PPT	CO3	PO2		2	2022	A					https://www.whatishumanresourcemanagement.com/strategic-role-of-human-resource-management
2	17	benefits from competency-based on HR practices	PPT	CO4	PO3		2	2022	A					
2	18	Desired outcomes for organizations, competency based HR practices.	PPT and discussion	CO4	PO3		2	2022	A					



2	19	outcomes for employees, developing a skill matrix, Retention strategies	PPT and	CO4	PO3		2	2022	A					Journal of strategic human resource management
3	20	Alignment of HR strategies for Improving Organizational Effectiveness.	PPT and Role play	CO4	PO2		2	2022	A					
3	21	Cross Cultural Diversity	Group Method	CO2	PO2		2	2022	A					
3	22	Cross Border Mergers & Acquisitions	Group Method & PPT	CO4	PO6		3	2022	A					
3	23	Learning organization,	Group Method/Participative Method	CO2	PO2		3	2022	A		Video	Case Study 3 - 'Silver Lines: Challenges in Team Communication'.	SHRM-Text and cases, Fande, Sharan, Pearson Publication	
3	24	Employee Engagement Strategy	Group Method/Participative Method	CO3	PO3		3	2022	A					
3	25	Strategic Responses of Indians Most valuable companies	Group Method/Participative Method	CO2	PO1		3	2022	A					www.shrmindia.org
3	26	Strategic Responses of Indians Most valuable companies	Group Method/Participative Method	CO2	PO1		3	2022	A					
3	27	Cross Border Mergers & Acquisitions (Case Study)	Group Method/Participative Method	CO4	PO6		3	2022	A					https://www.youtube.com/watch?v=UGPBsZVI4lo
3	28	Cross Border Mergers & Acquisitions (Case Study)	Group Method/Participative Method	CO4	PO6		3	2022	A					https://www.youtube.com/watch?v=WBHzCDgEtVQ
4	29	SHRM Issues & Challenges	PPT/ Participative Method	CO3	PO2		3	2022	A		Activity			www.shrmindia.org



4	30	Compensation Management & Appraisal in MNC,	PPT	CO6	PO6		3	2022	A				Case Study 4 - 'Managing Dynamic's New Melbourne Team.'	
4	31	Compensation Management & Appraisal in MNC,	PPT	CO6	PO6		3	2022	A					https://www.whatishumanresourcemanagement.com/sap-hr-overview
4	32	Compensation Management & Appraisal in MNC,	PPT and discussion	CO6	PO6		3	2022	A					Journal of strategic human resource management
4	33	Managing Diversity, Mergers & Acquisitions	PPT and Role play	CO2	PO6		3	2022	A					www.peoplematters.com
4	34	Attracting & Retention of Talent	PPT	CO3	PO4		3	2022	A					www.peoplematters.com
4	35	Attracting & Retention of Talent	Role play	CO3	PO4		3	2022	A					www.peoplematters.com
4	36	Competencies Mapping	PPT	CO3	PO2		4	2022	A					Journal of strategic human resource management
4	37	Competencies Mapping	Group Activity	CO3	PO2		4	2022	A					Journal of strategic human resource management
4	38	Case Study on Competencies Mapping	Case study	CO3	PO1		4	2022	A					SHRM-Text and cases, Pande, Sharan, Pearson Publication
5	39	Global Dimensions	PPT and activity	CO2	PO6		4	2022	A					International Journal of human resource management
5	40	International Context for HR strategy, Global Competitive Advantage	Case study and PPT	CO2	PO6		4	2022	A					International Journal of human resource management



5	41	SHRM in International Context, Global Performance Management issues	AV's	CO3	PO6		4	2022	A					https://guides.library.utoronto.ca/c.php?g=251553&p=2757246
5	42	Global T&D ,Global Ethical Environment, Staffing for International	PPT	CO5	PO6		4	2022	A					International Journal of human resource management
5	43	Leadership & Motivation in Global context	Role play	CO2	PO6		4	2022	A					www.shrmindia.org
5	44	Leadership & Motivation in Global context	Role Play and discussion	CO2	PO6		4	2022	A					https://www.cengage.com/resource_uploads/downloads/0170186288_243676.pdf

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317- Financial Modeling - Micro Plan

Unit No*	Session No.*	Sub Topic*	Teaching Methodology*	CO Applicable	PO Applicable	Session Quick assessment	Assessment for Concurrent (No concurrent for UL)	Target Month	Target Year	section	Remarks	Research Papers Discussed	Activities Planned/A/V Inputs	Case Study/Programs Planned	Reference Book/Website
1 Introduction	1	Meaning and Use of Financial Modeling	PPT, Notes	CO 1	PO 1	Q & A	Situational Analysis	11	2022	A					Next generation excel : Modeling in excel for analysts and MBAs by Isaac Gottlieb, John Wiley & sons
	2	Basic Excel for Financial Modeling - Formatting of Excel, Using Excel formulas	Practical caselets	CO 2	PO 1 / PO 2	Q & A		11	2022	A					
	3	Data Filter, Sort, Excel tables	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		11	2022	A					
	4	Lookups and Scenario building	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		11	2022	A					
	5	Pivot Tables and other Excel functions	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		11	2022	A					
2 Financial Statement analysis	6	Introduction to Financial statement analysis, Financial reporting mechanics	PPT, Notes	CO 1	PO 1	Q & A	Literature Review	11	2022	A					Practical Financial Modeling – Jonathoan Swan
	7	Understanding Income statement	PPT, Notes	CO 2	PO 1	Q & A		12	2022	A					
	8	Understanding Balance Sheet	PPT, Notes	CO 2	PO 1	Q & A		12	2022	A					
	9	Understanding Cash Flow Statement	PPT, Notes	CO 2	PO 1	Q & A		12	2022	A					
	10	Financial Analysis Techniques	PPT, Notes	CO 2	PO 1 / PO 2 / PO 3	Q & A		12	2022	A					
	11	Inventories, Long lived assets, Non current liabilities, Application of Financial Statements	PPT, Notes	CO 2	PO 1	Q & A		12	2022	A					
3 Financial ratios	12	Ratio analysis of Industries - Part 1	Practical caselets	CO 3 / CO 4	PO 1 / PO 2 / PO 3	Q & A	Caselet	12	2022	A					Practical Financial Modeling – Jonathoan Swan
	13	Ratio analysis of Industries - Part 2	Practical caselets	CO 3 / CO 4	PO 1 / PO 2 / PO 3	Q & A		12	2022	A					
	14	Du Pont Analysis, Peer to Peer Analysis	Practical caselets	CO 3 / CO 4	PO 1 / PO 2 / PO 3	Q & A		12	2022	A					
	15	Preparation of Financial Analysis report on an industry	Practical caselets	CO 3 / CO 4	PO 1 / PO 2 / PO 3 / PO 4 / PO 6	Q & A		1	2023	A					
4 Financial Management	16	Time value of money	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		1	2023	A					Practical Financial Modeling – Jonathoan Swan
	17	Long term financing, Cost of capital	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		1	2023	A					
	18	Measures of Leverage	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		1	2023	A					
	19	Budgets, Types of Budgets	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		1	2023	A					



5 Equity Research modeling	20	Preparation of Geographic & Segmental Revenue sheet, Analyse revenue drivers, Forecasting revenues	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 4 / PO 6	Q & A	Small Group Project & Internal Viva-Voce	1	2023	A						
	21	Preparation of Income statement	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 10	Q & A		1	2023	A						
	22	Preparation of Balance sheet	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 10	Q & A		1	2023	A						Practical Financial Modeling – Jonathoan Swar.
	23	Preparation of Cash Flow statement	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 10	Q & A		2	2023	A						
	24	Cash flow statement projections, Valuation through DCF method	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 10	Q & A		2	2023	A				Discussion on Equity Research report on		
	25	Relative valuation, Assumptions for valuation	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 10	Q & A		2	2023	A						

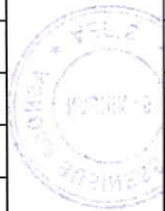
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1 Introduction	1	Meaning and Use of Financial Modeling	PPT, Notes	CO 1	PO 1	Q & A	Situational Analysis	11	2022	A					Next generation excel : Modeling in excel for analysts and MBAs by Isaac Gottlieb, John Wiley & sons
	2	Basic Excel for Financial Modeling - Formatting of Excel, Using Excel formulas	Practical caselets	CO 2	PO 1 / PO 2	Q & A		11	2022	A					
	3	Data Filter, Sort, Excel tables	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		11	2022	A					
	4	Lookups and Scenario building	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		11	2022	A					
	5	Pivot Tables and other Excel functions	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		11	2022	A					
2 Financial Statement analysis	6	Introduction to Financial statement analysis, Financial reporting mechanics	PPT, Notes	CO 1	PO 1	Q & A	Literature Review	11	2022	A					Practical Financial Modeling – Jonathoan Swan
	7	Understanding Income statement	PPT, Notes	CO 2	PO 1	Q & A		12	2022	A					
	8	Understanding Balance Sheet	PPT, Notes	CO 2	PO 1	Q & A		12	2022	A					
	9	Understanding Cash Flow Statement	PPT, Notes	CO 2	PO 1	Q & A		12	2022	A					
	10	Financial Analysis Techniques	PPT, Notes	CO 2	PO 1 / PO 2 / PO 3	Q & A		12	2022	A					
	11	Inventories, Long lived assets, Non current liabilities, Application of Financial Statements	PPT, Notes	CO 2	PO 1	Q & A		12	2022	A					
3 Financial ratios	12	Ratio analysis of Industries - Part 1	Practical caselets	CO 3 / CO 4	PO 1 / PO 2 / PO 3	Q & A	Caselet	12	2022	A					Practical Financial Modeling – Jonathoan Swan
	13	Ratio analysis of Industries - Part 2	Practical caselets	CO 3 / CO 4	PO 1 / PO 2 / PO 3	Q & A		12	2022	A					
	14	Du Pont Analysis, Peer to Peer Analysis	Practical caselets	CO 3 / CO 4	PO 1 / PO 2 / PO 3	Q & A		12	2022	A					
	15	Preparation of Financial Analysis report on an industry	Practical caselets	CO 3 / CO 4	PO 1 / PO 2 / PO 3 / PO 4 / PO 6	Q & A		1	2023	A					
4 Financial Management	16	Time value of money	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		1	2023	A					Practical Financial Modeling – Jonathoan Swan
	17	Long term financing, Cost of capital	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		1	2023	A					
	18	Measures of Leverage	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		1	2023	A					
	19	Budgets, Types of Budgets	Practical caselets	CO 2 / CO 3	PO 1 / PO 2 / PO 3	Q & A		1	2023	A					



5 Equity Research modeling	20	Preparation of Geographic & Segmental Revenue sheet, Analyse revenue drivers, Forecasting revenues	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 4 / PO 6	Q & A	Small Group Project & Internal Viva-Voce	1	2023	A							
	21	Preparation of Income statement	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 10	Q & A		1	2023	A							
	22	Preparation of Balance sheet	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 10	Q & A		1	2023	A							
	23	Preparation of Cash Flow statement	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 10	Q & A		2	2023	A							
	24	Cash flow statement projections, Valuation through DCF method	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 10	Q & A		2	2023	A				Discussion on Equity Research report on			
	25	Relative valuation, Assumptions for valuation	Practical caselets	CO 3 / CO 4 / CO 5 / CO 6	PO 1 / PO 2 / PO 3 / PO 10	Q & A		2	2023	A							

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UNIT 1	1	CM-Definition- change, how people experience change?, change as a natural process, Seven phases of change	Classroom session	CO1	PO1	Small questions related to topic	Presentations on Labor Codes	1	2022	A		NA	NA	NA	Change Management by Andrew Pettigrew and Richard Whipp Infinity		
UNIT 1	2	types of change, importance and causes of change- social, economic, technological, organizational	PPT and interactive	CO2	PO1	Small MCQ-5Questions		1	2022	A			NA	NA	NA	Human Resource Information Systems-Basics, Application, Future	
UNIT 1	3	Change Management Process ,strategies to implement change in organization.	Interactive discussion	CO2	PO1	Small MCQ-5Questions		1	2022	A			NA	Visit to Admin Dept	NA	Kavanagh and Dr. Mohan Tribe	
UNIT 1	4	Understanding the Needs and Mind set of Employee,	Visit	CO3	PO3	One Example from each student		1	2022	A			NA	NA	NA	Human Resource Information System by P. K. Gupta and Sushil	
UNIT 1	5	REVISION	Interactive discussion	CO3	PO3	Small MCQ-5Questions		1	2022	A			NA	NA	NA	Change Management by Robert a Paon and James McCalman, Sage	
UNIT 2	6	ADAKAR change management model, principle of change management	Interactive discussion	CO3	PO3	Small MCQ-5Questions	ADAKAR Model Preparation	1	2022	A		NA	NA	NA	Change Management by Robert a Paon and James McCalman, Sage		
UNIT 2	7	7 R's of change management	Live online	CO3	PO9	Small MCQ-5Questions		1	2022	A			NA	NA	NA	www.changedynamix.com	
UNIT 2	8	challenges in change management, best practices in change management,	Interactive discussion	CO3	PO3	One Example from each student of real life experience for limitation		1	2022	A			NA	NA	NA	www.oursouthwest.com/Bus/mgt/change.html	Presentation
UNIT 2	9	how to adapt change during disaster,	Interactive discussion	CO3	PO3	Small MCQ-5Questions		1	2022	A			NA	Open Book Test	NA	www.changedynamix.com	
UNIT 2	10	REVISION	Interactive discussion	CO1	PO1	Small MCQ-5Questions		1	2022	A			NA	NA	NA	NA	
UNIT 3	11	Meaning - digital transformation, elements of digital transformation,	Interactive discussion	CO3	PO3	One Example from each student		1	2022	A		NA	NA	NA	www.oursouthwest.com/Bus/mgt/change.html		
UNIT 3	12	stages of digital change management	Participative	CO3	PO9	Small MCQ-5Questions		1	2022	A			NA	NA	NA	www.cmsware.com/digital-workplace/change-management-the-key-to-	
UNIT 3	13	management strategies for digital transformation,	Application based	CO4	PO9, PO4	Small MCQ-5Questions		1	2022	A			NA	NA	NA	www.changedynamix.com	
UNIT 3	14	current trends in change management in context to digital transformation.	Application based	CO1	PO1	Small MCQ-5Questions		2	2023	A			NA	NA	NA	www.cmsware.com/digital-workplace/change-management-the-key-to-	
UNIT 3	15	REVISION	Application based	CO1	PO1	Small MCQ-5Questions		2	2023	A			NA	NA	NA	NA	

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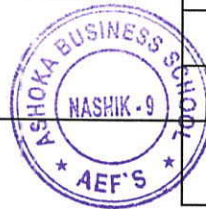


UNIT 4	16	Human Resource Information Systems: Information Security	Case based calculations	CO1	PO1	Small MCQ-5Questions	Examples of successful change in organizations	2	2023	A		NA	NA	NA	NA	
UNIT 4	17	Privacy in Human Resource Information Systems,	Case based calculations	CO3	PO3	Small MCQ-5Questions		2	2023	A			NA	NA	NA	www.cmsvire.com/signat workplace/change-management-the-key-to-
UNIT 4	18	The Future of Human Resource Information Systems	Case based calculations	CO3	PO3	Small MCQ-5Questions		2	2023	A			NA	NA	NA	www.changedynami<.com
UNIT 4	19	Emerging Trends in Human Resource Management and Information Technology	Live online	CO1	PO1	Small MCQ-5Questions		2	2023	A			NA	NA	NA	www.cmsvire.com/signat workplace/change-management-the-key-to-
UNIT 4	20	REVISION	Case based calculations	CO1	PO1	Small MCQ-5Questions		2	2023	A			NA	NA	NA	NA
UNIT 5	21	Executing Change: Challenges of execution,	PPT and interactive	CO5	PO5	Small MCQ-5Questions		2	2023	A			NA	NA	NA	www.cmsvire.com/signat workplace/change-management-the-key-to-
UNIT 5	22	Why does change Succeed / Fail?	PPT and interactive	CO5	PO5	Examples of team		2	2023	A			NA	NA	NA	www.cmsvire.com/signat workplace/change-management-the-key-to-
UNIT 3	23	case study of successful execution	Case based calculations	CO5	PO5	Examples of team		2	2023	A			NA	NA	NA	www.cmsvire.com/signat workplace/change-management-the-key-to-
UNIT 5	24	case study of failure in execution	Case based calculations	CO5	PO5	Small MCQ-5Questions		2	2023	A			NA	NA	NA	www.cmsvire.com/signat workplace/change-management-the-key-to-
UNIT 5	25	REVISION	Case based calculations	CO1	PO1	Small MCQ-5Questions		2	2023	A			NA	NA	NA	NA



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Unit No*	Session No*	Sub Topic*	Teaching Methodology*	CO Appli	PO Applic	Session Quick assessment	Assessment for Concurrent	Target Month	Target Year	Section	Remarks	Research Papers Discussed	Activities Planned	Case Study/Program Planned	Reference Book/Website
1	1	Introduction to the subject and contents	Classroom session	CO1	PO1	Small MCQ-5Questions	Written Assignment with 3 Questions- 1 Define OB. Describe its importance in Organizations 2 Explain relation of Individual with OB with 2 examples 3 Organizational Behavior is Multidisciplinary in approach-justify the statement with appropriate example	1	2022	A	NA	NA		NA	NA
1	2	Definition, scope and importance of OB	PPT and interactive	CO1	PO1	Small MCQ-5Questions		1	2022	A	NA	https://www.macmillanihe.com/resources/sample-chapters/9781137429445_sample.pdf		NA	OB-S F Robbins
1	3	Relationship between OB and the individual	PPT and interactive	CO2	PO1	One Example from each student of Correlation (Writing)		1	2022	A	NA	NA		NA	
1	4	Relationship between OB and the individual	PPT and interactive	CO2	PO1			1	2022	A	NA	NA		NA	
1	5	Evolution of OB	PPT and interactive	CO1	PO1	Small MCQ-5Questions		1	2022	A	NA	NA		NA	
1	6	Theoretical framework (cognitive, behaviouristic and social cognitive)	PPT and interactive	CO1	PO1	Small MCQ-5Questions		1	2022	A	NA	NA		NA	
1	7	Limitations of OB	PPT and interactive	CO1	PO1	One Example from each student of real life experience for limitation		1	2022	A	NA	NA			
2	8	Personality & Attitude: Definition Personality, importance of personality in	Participative	CO2	PO1	Small MCQ-5Questions	MBTI & EQ Test	2	2022	A	NA	NA		NA	
2	9	The Myers-Briggs Type Indicator and The Big Five model,	Demonstration and test	CO3	PO9	MBTI Tes: of Students		2	2022	A	NA	https://www.qub.ac.uk/learning/media/Media,264498,en.pdf	MBTI Online Test	Different cases of personality	
2	10	Significant personality traits suitable to the workplace (personality & job – fit theory),	Interactive and PPT	CO3	PO9	One Example from each student of Correlation (Writing)		2	2022	A	NA	NA		NA	
2	11	Personality Tests and their practical applications,	Case Study	CO3	PO3	Case Discussion		2	2022	A	NA	NA		NA	
2	12	Johari Window: Definition Attitude an organization, Right Attitude,	Participative	CO3	PO9	Small MCQ-5Questions		2	2022	A	NA	NA		NA	
2	13	Relationship between behaviour and attitude, Developing Emotional intelligence at the workplace,	Application based	CO4	PO9, PO4	One Example from each student of Correlation (Writing)	Case Study on Attitude,/ Emotional Intelligence	2	2022	A	NA	NA		Case on Attitude & Emotional Intelligence	
2	14	Perception: Meaning and concept of perception, Factors influencing perception,	Participative	CO1	PO1	Small MCQ-5Questions		2	2023	A	NA	NA	Perception Activity		
2	15	Attribution theory, Perceptual process,	PPT and interactive	CO2	PO3	EQ Test		2023	A	NA	NA		NA		
2	16	Motivation: Definition & Concept of Motive & Theory-maslow and 2 facotr	PPT and interactive	CO1	PO1	Application of Maslow's theory with e.g.	Preparing quiz for each motivation theory	2	2023	A	NA	NA		Case on Motivation	OB-S F Robbins
2	17	The Process Theories	PPT and interactive	CO3	PO3	Small MCQ-5Questions		2	2023	A	NA	NA		NA	
2	18	Contemporary Theories-	PPT and interactive	CO3	PO3	Small MCQ-5Questions		2	2023	A	NA	NA		NA	
2	19	Foundations of Group Behaviour: The	Participative	CO1	PO1	Small MCQ-5Questions		2	2023	A	NA	NA		NA	OB-S F Robbins
2	20	Types of Groups, & Formation process	Application based	CO4	PO5	Small MCQ-5Questions		2	2023	A	NA	NA		Case on Team	
3	21	Managing Teams: Why Work Teams, Work Teams in Organization, Developing Work Teams,	Participative	CO5	PO5	Examples of team		2	2023	A	NA	NA	Team Building Activity-(Online)		

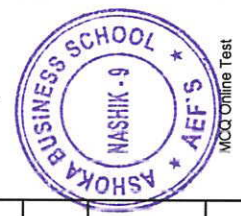


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2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	Case on Leadership	OB-S P Robbins
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
2	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
3	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	Case on Organizational Change	OB-S P Robbins
3	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
3	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
3	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
3	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
3	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
3	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
3	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
3	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA
3	2023	A	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	NA

Cases/Role Play/
Presentations as per students'
choice

Case Study on Stress



3	22	Team Effectiveness & Team Building	PPT and interactive	CO5	PO5	Examples of team
3	23	Leadership: Concept of Leadership, Styles of Leadership,	Application based	CO5	PO5	Examples of Leaders from students with qualities
3	24	Trait Approach, Contingency Leadership Approach, Contemporary leadership,	Case Study	CO5	PO5	Small MCQ-5Questions
3	25	Meaning and significance of contemporary leadership,	PPT and interactive	CO5	PO5	Examples from students
3	26	Concept of transformational leadership, Contemporary issues in leadership, Contemporary theories of leadership,	Illustrative	CO5	PO5	Small MCQ-5Questions
3	27	Success stories of today's Global and Indian leaders.	Participative	CO6	PO5	Investigative questions for students learning
3	28	Presentation on Success Stories	Participative	CO6	PO5	Investigative questions for students learning
3	29	Presentation on Success Stories	Participative	CO6	PO5	Investigative questions for students learning
3	30	Presentation on Success Stories	Participative	CO6	PO5	Investigative questions for students learning
4	31	Organizational Culture: Meaning & Definition of Organizational Culture,	PPT and interactive	CO1	PO1	Small MCQ-5Questions
4	32	Creating & Sustaining Organizational Culture, Types of Culture (Strong vs. Weak Culture, Soft vs. Hard Culture & Formal vs. Informal Culture)	PPT and interactive	CO6	PO6	Small MCQ-5Questions
4	33	Creating Positive Organizational Culture, Concept of Workplace Spirituality.	PPT and interactive	CO6	PO6	Examples from students
4	34	Creating Positive Organizational Culture, Concept of Workplace Spirituality.	Participative	CO6	PO6	Examples from students
4	35	Stress Management: Work stress: Meaning of stress, Stressors, Sources of Stress,	Application based	CO1	PO1	Small MCQ-5Questions
4	36	Types of stress, Burnout, Stress Management – Individual & Organizational Strategies	Case Study	CO2	PO9	Case Discussion
5	37	Organizational Change: Meaning, Definition & Nature of Organizational Change.	PPT and interactive	CO1	PO1	Small MCQ-5Questions
5	38	Types of Organizational change, Forces that acts as stimulants to change.	PPT and interactive	CO2	PO8, PO7	Examples from students
5	39	Implementing Organizational Change: How to overcome the Resistance to Change, Approaches to managing Organizational Change,	PPT and interactive	CO5	PO8, PO7	
5	40	Kurt Lewin's- Three step model, Seven stage model of Change & Leading the Change Process,	Application based	CO2	PO1	
5	41	Facilitating Change, Dealing with Individual & Group Resistance,	Illustrative	CO6	PO8, PO7	

5	42	Intervention Strategies for Facilitating Organization Change,	PPT and interactive	CO6	PO8, PO7														
5	43	Methods of Implementing Organization Change,	PPT and interactive	CO6	PO3														
5	44	Developing a Learning Organization	PPT and interactive	CO6	PO8, PO7														
5	45	Revision	Participative																



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