MBA

(INDUSTRIAL RELATIONS & PERSONNEL MANAGEMENT) FULL TIME FOUR SEMESTER PROGRAMME

CHOICE BASED CREDIT SYSTEM (CBCS)

AS PER ORDINANCE 14, APPROVED BY CO-ORDINATION COMMITTEE

SYLLABUS FOR MBA (IR & PM) Semester – I & II 2020 – 2021 onwards SYLLABUS FOR MBA (IR & PM) Semester – III & IV 2021 – 2022 onwards

PROGRAMME OBJECTIVES & STRUCTURE

Programme Objectives (POs):

The MBA (IR & PM) Programme Structure is divided into four semesters spread over two years. The courses are classified as Core Courses, Discipline Centric Electives and Generic Elective Courses. The programme structure has been designed systematically and divided into four semesters. Semester I has Core Courses focusing on Management Concepts, Organisational Behaviour & Industrial Psychology, Statistical Techniques & Research Methodology & Personnel Management to develop multidisciplinary foundation and to build a holistic approach among the participants, while a core course on Business Communication has been offered for skill development. Semester II has core courses on HRM & TQM, Industrial Law, Managerial Economics & Business Environment and Management of Trade Unions. A course on Computer Application has been offered for skill development. Behaviour Lab is a unique feature of the programme which has been introduced to orient the students with ways of solving practical problems related to human behaviour in an organization. In Semester III, a course on Business Legislation is included to acquaint students with laws related to basic business operations. A course each on Training & Development and Knowledge Management & Business Ethics have been placed for better understanding of Human Resource Management. In Semester IV, courses on Industrial Relations, Industrial Laws and Strategic Management have been included better understanding of the Industrial Environment and to Integrate Knowledge. Semester III & IV also offers Discipline Centric

Elective Courses on Applied Management, Employee Counseling, HRM in Global Environment and Safety & Service Management to facilitate choice based learning of the students. One Generic Elective Courses on Labour Welfare & QWL, Labour Costing & Compensation Management, Labour Management and Management of Organisational Change & Development respectively have been introduced in each semester to acquaint the students with labour and employees related issues. Summer Internship Dissertation and Comprehensive Viva Voce are included in the programme structure to assess students' skills to implement the learned concepts into practice and test their comprehension ability.

Programme Specific Objectives:

The human resource is considered to be an important competitive factor in any organized activity. The function of managing the personnel has become highly professional in the context of intricacies of new technology and widening markets. The main objectives of MBA (IR & PM) Programme are:

- 1. To provide knowledge of basic concepts and techniques essential to understand the basics of Personnel Management.
- 2. To develop basic skills required by the managers for maintaining good Industrial Relations and Personnel Functions of a professional organisation.
- 3. To create abilities to take and execute practical decisions related to labour management.
- 4. To instill the Human Relations approach in managing the activities of an organisation.

Course Structure MBA (I.R. & P.M.)

			Distributi	on of Marks	
SEMESTER I	Course	Theory	Internal	Maximum	Credits
	Type	Paper	Ass.	Marks	
Course Code & Name					
1.1 Principles and Practices of Mgmt.	CC	60	40	100	4
1.2 Organizational Behaviour and Industrial Psychology	CC	60	40	100	4
1.3 Research Methodology and Statistical Techniques	CC	60	40	100	4
1.4 Business Communication	CC	60	40	100	4
1.5 Personnel Mangement	CC	60	40	100	4
1.6* Labour Welfare and Quality of work life	G E	60	40	100	4
1.7 Comprehensive Viva Voce	CC			100	4
SEMESTER TOTAL		I	ı	700	28
			Distributi	on of Marks	
SEMESTER II	Course Type	Theory Paper	Internal Ass.	Maximum Marks	Credits
Course Code & Name		•			
2.1 Human Resource Management & Total Quality Management	CC	60	40	100	4
2.2 Computer Application	CC	60	40	100	4
2.3 Industrial Law – I	CC	60	40	100	4
2.4 Managerial Economics & Business Environment	CC	60	40	100	4
2.5 Management of Trade Union	CC	60	40	100	4
2.6* Labour Costing & Compensation Management	G E	60	40	100	4
2.7 Behavioural Lab Project & Viva Voce	CC	80	20	100	4
SEMESTER TOTAL				700	28
			Distributi	on of Marks	
SEMESTER III	Course	Theory	Internal	Maximum	Credits
	Type	Paper	Ass.	Marks	
Course Code & Name					
3.1 Business Legislation	CC	60	40	100	4
3.2 Training & Development	CC	60	40	100	4
3.3 Knowledge Management & Business Ethics	CC	60	40	100	4
3.4** Applied Management (A) &	D C E (A or B)	60	40	100	4
Employee Counselling (B)				100	_
3.5* Labour Management	G E	60	40	100	4
3.6 Summer Internship Dissertation & Viva Voca	CC			100	8
SEMESTER TOTAL		1	D'ardhad	600	28
CEMECTED IV	Ca	There		on of Marks	C 3
SEMESTER IV	Course	Theory	Internal	Maximum Marks	Credits
Course Code & Name	Type	Paper	Ass.	Malks	
4.1 Industrial Relations	CC	60	40	100	4
4.2 Strategic Management	CC	60	40	100	4
4.3 Industrial Law – III	CC	60	40	100	4
4.4** Human Resource Management in	DCE	60	40	100	4
International Global Environment (A) &	(A or B)	00	70	100	4
Safety and Service Management (B) .					
4.5* Management of Organizational Change &	G E	60	40	100	4
	G L		ro	100	T
Develonment					
Development 4.6 Comprehensive Viva Voce	CC			100	4

CC : Core Course GE : Generic Elective DCE : Discipline Centric Elective

- * Students may choose this course as a Generic Elective **(GE)** or may choose a Generic Elective course offered by other UTDs or may choose a course offered by MOOCs through SWAYAM.
- * The students are required to choose any one Discipline Centric Elective (DCE) course (A or B).

CREDIT DISTRIBUTION

CORE		ELECTIVE COURSES		COMPREHENSIVE	TOTAL
SEMESTER	COURSES	GENERIC	DISCIPLINE CENTRIC	VIVA / DISSERTATION	CREDITS
SEMESTER I	20	04	00	04	28
SEMESTER II	20	04	00	04	28
SEMESTER III	12	04	04	08	28
SEMESTER IV	12	04	04	04	24
Total	64	16	08	20	108

SCHEME OF EXAMINATION

1- Semester End Theory Paper : Each theory paper of 60 marks will have following questions.

Type of Questions	Number of	Marks allotted to each	Total Marks
	Questions	question	
Short Answer	5	4	20
Type			
Long Answer Type	5	8	40

There will be two questions of each type from each UNIT in all the question papers.

2- Internal Assessment : The internal assessment of 40 marks shall be based on the two Written Tests of 20 marks each and one Test of 20 marks based on Assignment, Presentation & Class Participation of the student with following details. Marks will be awarded on the basis of best of the two Test Score.

Type of Assessment	Marks	Remarks
Class Test	20 Marks	Two assessments of 20 Marks Each on the
		basis of evaluation of Answer scripts of the
		student.
Assignment	05 Marks	Assessment based on Written Assignment
		submitted by the student within due date on
		the allotted topic.
Presentation	10 Marks	Assessment based on Oral Presentation given
		by the student within due date on the allotted
		topic.
Class Participation	05 Marks	Assessment based on attendance and active
		participation of the student in the class
		debates, discussions, quiz etc.

The University Teaching Department reserves all rights to make necessary changes in the above Internal Assessment valuation system in case of any contingencies.

Computation of Letter Grade, Grade Points, Credit Points, SGPA & CGPA

1- Grade Letter & Grade Points

The grade letter and grade points will be assigned as per the following table.

Letter Grade	Grade Points	Description	Range of Marks (%)
0	10	Outstanding	90-100
A+	9	Excellent	80-89
A	8	Very Good	70-79
B+	7	Good	60-69
В	6	Above Average	50-59
С	5	Average	40-49
P	4	Pass	35-39
F	0	Fail	00-35
Ab	0	Absent	Absent

2- Credit Points

The credit points will be computed by multiplying course credit with grading points in each course. Total Credit Points of the semester will be calculated by adding the credit points of all the courses of the concerned semester.

3-SGPA

Semester Grading Point Average will be calculated by dividing the total credit points of the semester by sum of credits allotted to that semester.

SGPA (Si) = $\sum (\text{Cix} \times \text{Gi}) / \sum \text{CI}$ (SGPI) will be expressed up to two decimal places by rounding off).

4- CGPA

Cumulative Grading Point Average will be calculated by taking the ratio of total credit points scored by the student and sum of total credits in all courses studied till the semester end. CGPA will be expressed up to two decimal places by rounding off.

An illustration of computing letter grade, grade points, credit points, SGPA & CGPA.

<u> </u>	C mul	C 1:1	C 1	C 1	C 111
Course	Course Title	Credits	Grade	Grade	Credit
Code				Point	Points
					(Credits ×
					Grade Point)
1.1	Principles and Practices of Mgmt.	4	B+	7	4 × 7 = 28
1.2	Organizational Behaviour and Industrial Psychology	4	A	8	4 × 8 = 32
1.3	Research Methodology and Statistical Techniques	4	С	5	4 × 5 = 20
1.4	Business Communication	4	B+	7	$4 \times 7 = 28$
1.5	Personnel Management	4	B+	7	$4 \times 7 = 28$
1.6	* Labour Welfare and Quality of work life	4	В	6	4 × 6 = 24
1.7	Comprehensive Viva Voce	4	С	5	$4 \times 5 = 20$
	Total Credit Points	28			180
	Semester I	SGPA = 180/28 = 6.42			
				,	
Course	Course Title	Credits	Grade	Grade	Credit
Code				Point	Points
					(Credits ×
					Grade Point)
2.1	Human Resource Management	4	A	8	4 × 8 = 32
	& Total Quality Management				
2.2	Computer Application	4	Α	8	4 × 8 = 32
2.3	Industrial Law – I	4	В	6	$4 \times 6 = 24$
2.4	Managerial Economics & Business Environment	4	B+	7	4 × 7 = 28
2.5	Management of Trade Union	4	A+	9	4 × 9 = 36
2.6	* Labour Costing &	4	В	6	$4 \times 6 = 24$
	Compensation Management	-	_		
2.7	Behavioural Lab Project & Viva Voce	4	B+	7	4 × 7 = 28
	Total Credit Points	28			204
1	Semester II SGPA = 204/28 = 7.28				

	Semester I	Semester II	Semester II	Semester IV
Credit Points	180	204		
Credits	28	28		
SGPA	6.42	7.28		
CGPA	6.42	6.85		

Conversion of CGPA in to Percentage :

$$\% = CGPA \times 10\%$$

Example

$$6.42 \times 10 = 64.2$$

$$7.28 \times 10 = 72.8$$

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SYLLABUS

PROGRAMME STRUCTURE, SYLLABUS & SCHEME

(SESSION 2020-21 ONWARDS)



STUDY CENTRE FOR INDUSTRIAL RELATIONS & PERSONNEL MANAGEMENT

DEPARTMENT OF PSYCHOLOGY A.P.S. UNIVERSITY, REWA (M.P.)

CC 1.1: Principles and Practices of Management

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To acquaint students with the managerial knowledge & skills and to enhance their abilities that are essential for success in management career.

Course Contents:

- Unit I Basic concepts of management, role, responsibility & importance of management in modern society, distinction between management and administration, functions of management, Principles of management, History of management thought (Classical School, Neo-classical school and modern school)
- Unit II Planning: Nature, process, types, principles and significance, Planning vs Forecasting, Objective: Meaning, types, MBO: Process & significance, Decision Making: Meaning, principles, significance and process.
- **Unit III** Organizing: Nature, concept and process of organizing organizational structure, Delegation of Authority: meaning principles and advantages.
- **Unit IV** Direction: Meaning, elements of directing, principles and techniques of directing, Leadership: Meaning, Importance & Styles, Qualities of a good leader, Motivation: Meaning and Significance.
- **Unit V** Co-ordination : Nature, importance, principles and techniques of coordination.

Controlling: Meaning, Principles, process and prerequisite of effective control.

Outcome - The students will be able to get domain knowledge of the subject to build a strong foundation.

- 1- Principles & Practices of Management Saxena
- 2- Management Stoner.
- 3- Principles and Practice of Management Shejwalkar P. C. & Ghanekar A. A.
- 4- Principles of Function of Management Jain, J. K.
- 5- Principles of Management Agrawal, R. D.
- 6- P. P. M. Chabra, T. N.

CC 1.2: Organizational Behaviour & Industrial Psychology

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective – To study human behaviour and to suggest various ways and means to improve the efficiency of workers in industries.

Course Contents:

- Unit I Organizational behaviour : Definition, Importance of studying organizational behaviour in industry, Scope of industrial psychology in an organization, Different models of organizational behaviour i.e. Autocratic Custodial, Supportive, Collegial.
- Unit II Motivation: Concept of motivation, motivation and behaviour, theories of motivation, MC Clelleland's Theory, Douglas, MC Gregors Theory, Maslow's and Herzbergs Models. Alderferls (ERG) theory, Important elements of sound motivational system.
- Unit III Leadership: Definition & concept, Leadership theories: Fielder's contingency model, Black and mounton's managerial Grid, Path and Goal theory, Linkert's management system.
- Unit IV Definition of monotony, fatigue, causes of fatigue, monotony,Concept of stress, Effect of stress and stress management.
- **Unit V** Organizational conflict : Concept, types of conflict, causes of conflict and approaches to resolve conflict.

Group Dynamics: Types of Group, Behavioural model and Techniques, process of group formation.

Outcome – The student will be able to motivate themselves & to increase their ability to perform well.

- 1- Organizational behaviour Prasad L. M.
- 2- Organizational behaviour Stephen P. Robbins.
- 3- Organizational behaviour Sekheran Uma
- 4- Organizational Theory at work Keith & Davis.
- 5- Human Relations & Organizational Behaviour Dwivedi R. S.

CC 1.3: Research Methodology & Statistical Techniques

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - The aim of this course is to equip the participant with the basic understanding of the research methodology and to provide an insight into the application of modern analytical tools and techniques for the purpose of management decision making.

Course Contents:

- Unit I Meaning of Objectives of Research, Types of Research, Social
 Research Importance, scope and limitations in concept of personnel functions.
- **Unit II** Research Design Problem formulation, Defining Hypothesis, Basic principles of experimental design, Sampling Design Characteristics of a good sample design, Concepts of population, sample, sampling unit, sample size and methods of sampling.
- Unit III Methods of data collection Primary data, Secondary data, Observation, surveys, questionnaire, interview, Measures of central tendency, Dispersion, Presentation of data by charts, graphs and diagrams.
- **Unit IV** Measurement and scaling techniques, Errors in measurement tests of sound measurements, Scaling and scale construction techniques, Interpretation of data and Report Writing.
- **Unit V** Correlation and Regression, Testing of Hypothesis Large sample and small sample tests, chi-square test and their types (simple, 2×2 fold chi-square in contingency tables) T –Test and Anova.
- Outcome This course will acquaint the participants with the basic of research before they go to the corporate world for their project study this will also cultivate critical thinking, analytical skills and problem solving skills in the participants.

- 1- Research Methodology Kothari C. R.
- 2- Methodology and Techniques of Social Research Bhandarkar, Wilkinson.
- 3- Introduction to Research Procedure in Social Science Gopal M. H.
- 4- Statistical Method Gupta S. P.

CC 1.4: Business Communication

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective – The course is aimed at equipping the students with the necessary techniques and skills of communicating individually and in a group. Oral, written and non-verbal communication skills are considered important in accomplishing the organisational goals and maintaining harmony.

Course Contents:

- Unit I Meaning, Definition, Importance of Business Communication, Types
 : Verbal & Non-Verbal Communication, Process and Elements of Communication Principle of Communication and Channels of Communication.
- **Unit II** Communication Media, Network, Barrier's in effective communication, strategies for improving communication effectiveness.
- Unit III Drafting of various personnel communication Memos, Notices, Circulars, Press conference, Trade fairs, Correspondence with Govt. Authorities, Principles of Public Speaking, Guide Lines for preparing a speech.
- Unit IV Function of Public Relation Department, Different forms of Business letter, Application, Enquiry Replies, Quotations, Sales letters, Committee, Group discussion, Conference, Essential feature of interview, Preparation of curriculum vitae, Do's and Don't Public Speaking.
- **Unit V** Report writing : Types, Techniques and Importance, Agenda and Minutes writing, Proposal writing.
- **Outcome -** The participants of this course will be able to learn about the various aspects of verbal and non-verbal communication which will be extremely useful to them at the entry level in any professional organisation in the initial years of their career.

- 1- Business Communication Rai & Rai
- 2- Effective Business Communication Murphy
- 3- Business Communication Sinha K. K.
- 4- Essentials of Business Communication Pal R.
- 5- Business Correspondence and Report Writing Mohan Sharma

CC 1.5: Personnel Management

Course Credit: 4 Max Marks - 60

Minimum Pass Marks: 21 (35%)

Objective - To enhance the knowledge of personnel management and its application and to develop their professional skills in this area.

Course Contents:

- Unit I Personnel Management : Definition, Concept of personnel Management, objective, principles, Role of a personnel manager with special reference to personnel management only. Structure of personnel department, Difference between personnel administration and personnel management.
- Unit II Human Resource Planning: Definition, Scope, Need, Objective and methods Role of employment exchange, recruitment plan and selection of employees, Placement, orientation and induction programme
- **Unit III** Concept of promotion and promotion policy, Concept of transfer, Job analysis, Job enlargement, Job enrichment and Job rotation.
- **Unit IV** Recent Types of Techniques of H. R. M. and Human Resource Accounting (Record), Adult and Human Resource Information System (HRIS).
- Unit V Personnel policy and personnel objectives : Definition, Scope and Development, Need, Concept, Organization politics and human capital.
- **Outcome** The students will be able to examine current issues, trends ,practices and processes in personnel management.

- 1- Dynamic Personnel Administration Rudrabaswvraj M. N.
- 2- Personnel / Human Resource Management Decenzo David A. & Stephen P Robbins.
- 3- Personnel Management Monnapa Arun & Saiydain Mirza S.
- 4- Personnel Management and IR Nair N. G. & Nair Lata

GE 1.6: * Labour Welfare and Quality of Work Life

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To understand the concept and requirement of the labour welfare and to see government efforts in this field.

Course Contents:

- **Unit I** Labour Welfare : History, Principle, concept, objectives and scope, Statutory provision of labour welfare.
- **Unit II** Role, Qualification, functions and appointment of labour welfare officer, Impact of industrialization on labour welfare.
- Unit III Labour Welfare Agencies : Role of Trade Union, Govt., Employer's,Municipalities and Social Agencies.
- **Unit IV** ILO: Aims, objectives, structure and functions of ILO social responsibilities of industries, impact of industrialization in developing economy, on pollution, urbanization, education, employment and health.
- **Unit V** Meaning and concept of quality of work life, Principles & strategies to Q. W. L., factor's that led to Q. W. L.
- **Outcome -** The students will be able to explore the welfare measures provided by the government and the companies.

- 1- Human Resource & Personnel Management Aswathappa K.
- 2- Aspects of Labour Welfare & Social Security Sharma A. M.
- 3- Economics of Labour Bhagaliwal T. N.
- 4- Labour Welfare, Trade Unionism and Industrial Relations Punekar S. D.

CC 2.1: Human Resource Management & Total Quality Management

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective – Ensuring availability of resources, easy aware to data and to create an understanding the various policies and practices of human resource management.

Course Contents:

- Unit I
 Human Resource Management v/s Personnel Management : feature,
 Objective, Function scope, Role and Responsibility of HRM,
 Challenges of HRM, Effect of Globalization of HRM.
- Unit II Performance Appraisal : Definition, Concept, Process and Techniques of performance appraisal, Career planning : Definition, Object, Elements and Benefits, Importance of Human Reengineering.
- Wage and Salary Administration: Wage determination process and factors influencing wage and salary administration, Types of wage: Minimum wage, Fair wage, Living wage, Money and real wage, Method of wage Payment, Method of job evaluation and job satisfaction, Fringe benefit: objective & classification.
- **Unit IV** Kind of separation : Resignation, Discharge, Dismissal, Suspension, Retirement, Lay off, Golden hand shake, VRS.

Productivity: Meaning, Definition, Elements, Measurement, Factors affecting productivity and ways of improving productivity.

Unit - V TQM & HRM : Kaizen, HRM in Public sector, Incentive schemes : Meaning, Types.

Outcome – Students able to develop their skills & their usage to management.

- 1- Managing Human Resource Dwivedi R. S.
- 2- Human Resource Management Michael B. P.
- 3- Personnel Management Bagaliwal T. N.
- 4- Personnel Management Mamoriya C. B.
- 5- Personnel Management Subba Rao P.
- 6- Dynamic Personal Administration Rudrabasvraj M. N.

CC 2.2 : Computer Application

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - The objective of this subject include developing knowledge of software and hardware system available in the industry among the employees with the special reference to the commercial data processing systems

Course Contents:

- **Unit I** Introduction: History, Characteristics, Generations, Types of computers, Component of computers.
- **Unit II** Input and output devices, Computer software and its types.
- **Unit III** Operating system : Need and meaning, Introduction to MS DOS and simple internal and external commands, Flow charts meaning, advantage and preparation of simple flow charts.
- Unit IV Window: Introduction, components of windows screen, feature of windows: Programme manager and application, file manager and application, print manager and application accessories and control panel.
- **Unit V** MS Office: Introduction and office tools, computer network and internet impact of computer on society.
- **Outcome -** Students able to understand the computer usage in the business organisation & how to analyse data and work on computer.

- 1- Computer Fundamental Sinha P. K.
- 2- Windows Taxali
- 3- PC Software made easy Taxali
- 4- Fundamentals of computers Rajaraman V.

CC 2.3: Industrial Law - I

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To learn the laws relating to the industrial relations wage legislations, social security, industrial dispute etc.

Course Contents:

- **Unit I** Factory Act 1948 : Object, Scope, Definition, Inspecting staff and power's provision of health, Safety and welfare, Working hours employment of women and child labour.
- **Unit II** Minimum Wages 1948 : Objective, Definition, Fixation and Revision of wages, payment of minimum wages.

Payment of Wages Act 1936 : Objective, Definition regarding wages, Authorized deduction from wages, Amount of deduction offences & penalties.

Unit – III Workmen compensation Act 1923 : Definition, Object Scope, Types of disability and Amount of compensation.

Employee Provident Fund Act 1952 : Object, Scope, Employees provident fund scheme.

Equal Remuneration Act 1976 : Object, Scope, Definitions and Important provisions of the Act.

- **Unit IV** Industrial Dispute Act 1947 : Object, Scope and Definitions, Concepts of strike, Lock-out, Lay-off and Retrenchment, Machinery for settlement of Industrial dispute.
- **Unit V** Payment of Gratuity Act 1972 : Object, Scope, Calculation of Gratuity, Mode of payment.

Bonus Act 1965: Object, Scope, Definition, Calculation of Bonus, (Set on set off)

Outcome – The graduates will be acquainted with appropriate ways to analyse and determine wage and salary, settlement of dispute and benefits that employees receive in the organisation.

- 1- Industrial Relation Chabra T. N.
- 2- Mercantile Law Garg & Chawala
- 3- Labour Law Kapoor N. D.
- 4- Labour Law Taxman

CC 2.4 : Managerial Economics and Business Environment

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - The objective of this course is to develop the ability to apply the concepts tools and technique of economics in analysing and interpreting business decision and to understand various environmental issues related with business

Course Contents:

- Unit I
 Introduction of Managerial Economics : Meaning, Scope, Nature,
 Importance, Role and Responsibility of managerial Economics,
 Demand and supply : Meaning Definition, Concept & Significance.
- Unit II Meaning and Phase of Business cycle, Govt. role in private business, Determinants of economic growth, Industrial policy in India, Growth and role of Small Scale Industries in Indian Economy.
- **Unit III** Taxes: Direct and Indirect taxes, New economic policy, Monetary policy, Meaning, Scope, Quantitative and Qualitative measures of monetary control.
- **Unit IV** Business Environment : Concept and Nature of Technological, Political, Economic, Social, Cultural and Natural Environment, Important provisions of constitution of India affecting business.
- **Unit V** Equal Employment Opportunity (EEO), Globalization : Meaning, Process and Purpose of globalization.

WTO: Structure, India's commitments to WTO.

GATT: Concept and Impact.

Outcome - The graduates of this course will be able to learn about the role of economics in business management and learn about the macro factor affecting business environment and will be well acquainted with the latest changes in the different components of business environment.

- 1- Business Environment Aswasthappa K.
- 2- India Economy Agarwal A. N.
- 3- Indian Economy Dutta and Sunderam
- 4- Managerial Economics Mehta P. L.
- 5- Managerial Economics Sinha V. C.
- 6- Managerial Economics Chopra O. P.
- 7- Business Economics Adhikari M.

CC 2.5 : Management of trade Union

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To be able to understand the role, its different functioning and impact of trade unions in industries.

Course Contents:

- Unit I Trade Union : Concept, Types, Theories rise and growth of Trade Unionism, Union leadership : Problems of leadership, inter and intra union rivalry.
- **Unit II** Labour Movement : Meaning, Concept and Impact of Globalization and Liberalisation on labour union movement, Changes after new economic reforms 1991.
- Unit III Trade Union Act 1926 : Object, Scope, Definition, Registration, Rules of trade union and cancellation, Appeal, Dissolution and Amalgamation of trade union, Offences and Penalties under act.
- **Unit IV** Role, Status and Function of trade union in present scenario, Difficulties and defects of Indian Trade Unionism.
- **Unit V** Labour Management Co-operation and Code of discipline Recommendations of National Commission of Labour.
- **Outcome -** The students will be able to understand Trade union and its importance in business.

- 1- Trade Union Movement in India Mathur A. S. & Mathur J. S.
- 2- Industrial Relation Sharma A. M.
- 3- Industrial Relation Memoria C. B.
- 4- Labour Economics and Social Welfare Dr. Tyagi B. P.
- 5- Labour Management Relation in India Vaid K. N.

GE 2.6: * Labour Costing & Compensation Management

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To understand the cost concepts and techniques that are applied in manufacturing and service organisations.

Course Contents:

- Unit I Nature and Significance of Cost Accounting: Introduction Cost Accounting, Financial Accounting, Management Accounting, Difference between Cost and Financial Accounting, Management Accounting vs Cost Accounting, Advantages of Cost Accounting, Relationship of cost Department to other departments, Limitations of a cost system.
- Unit II Labour Cost Control: Introduction, Difference between Material Control and Labour Control, Labour Cost Control Factors, Labour Productivity, Labour Performance, Pricing of material issued Cost price method FIFO, LIFO, HIFO, Average price method, Market price method, Inflated price method.
- Unit III Labour Remunerating: Wage theories, Wage structure, Monetary and Non-Monetary incentives, Method of Remuneration Time rate, Piece Rate System (Taylor differential) Gantt Task Bonus Scheme, Emerson Efficiency Bonus Scheme, Bedaux Scheme, Accelerated Premium Schemes, Halsey Premium Schemes.
- Unit IV Budgetary Control : Introduction Definition, Budget objectives,
 Budgetary control, Budget manual, Budget factor kind of budgets,
 Zero-base budget, Function wise budget.
- **Unit V** Operating Costing: Introduction Operating Cost, Transport Costing, Power House Costing, Canteen Costing, Canteen Cost Statement, Hotel Costing.
- **Outcome** The students will be able to understand various techniques available to measure labour productivity and able to motivate labour towards organisational goals.

- 1- Cost Accounting Agrawal M. L.
- 2- Cost Accounting Principles & Practices Jawaharlal
- 3- Cost Accounting Principles & Practices Jain S. P.

CC 2.7: Behavioural Lab Project & Viva-voce

Course Credit: 4 Max Marks - 60

Minimum Pass Marks: 21 (35%)

Objective - To enable students to understand various management aspects through different tests.

Course Contents:

- 1- Measurement of Intelligence.
- 2- Measurement of Personality.
- 3- Vocational Interest Bland (Record).
- 4- Occupational Stress Index.
- 5- Employees Motivation Schedule.
- 6- Measurement of Adjustment.
- 7- Measurement of Job Satisfaction.
- 8- Measurement of Anxiety.
- 9- Study of Organizational Climate.
- 10- Measurement of Moral.
- 11- Leadership Scale.
- 12- Appraisal Scale.
- 13- Measurement of Fatigue.
- 14- Personal Encouragement Scale.
- 15- Achievement Motive Scale.
- 16- Business Communication.
- 17- Managerial Practices.
- 18- Leadership Training.
- 19- Interpersonal Relations.
- 20- Computer Application in Management.
- 21- Communication Skill.

 Any ten out of above.
- **Outcome** It enhance the knowledge and improve the understanding of the employees behaviour in the business.

CC 3.1 : Business Legislation

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - It is designed to expose the students to the Indian legal system and its affect on business activities.

Course Contents:

- Unit I Company Law: Meaning, Characteristics of a company, Kinds of companies, Incorporation of a Company, Memorandum and Articles of association.
- **Unit II** Types of shares, Management, Meetings and Winding-up of Company.
- **Unit III** Consumer Protection act 1986 : Definition, consumer dispute redressal agencies, Procedure for making complaint, remedies available under the act and penalties.

Standing order act 1946: Needs, Appeals, posting of standing orders, Duration and modification, powers of certifying officers.

- Unit IV Contract Law 1872 : Definition, essential of contract, kinds of contract, Formation of contract : Offer, Acceptance and consideration, Discharge of contract and its remedies, Partnership Act, 1932 : Definition, types, Rights and Duties of partner, Registration & Dissolution of Partnership firm.
- Unit V Negotiable Instrument Act 1881 : Meaning, Essential Ingredients, Special Characteristics of a Negotiable Instrument, Promissory notes, Bill of exchange and cheques, Dishonor and discharge of Negotiable Instrument.
- Outcome This course will prepare the participants for imaginative and responsible leadership roles in the business. They are expected to critically analyse, evaluate, create solutions in the business and increase understanding of the legal environment in the business sector.

- 1- Company Law Singh Avtar
- 2- Mercantile Law Garg and Chawla
- 3- Business Law for Managers Tuteja S. K.
- 4- The Negotiable Instrument Act Khergarmwala J. S.

CC 3.2: Training and Development

Course Credit: 4 Max Marks - 60

Minimum Pass Marks: 21 (35%)

Objective - To acquaint the students with the training and development knowledge and to gain new knowledge or information that helps employees to do their job well.

Course Contents:

- Unit I Training: Meaning, Need for Training Objective, Assessment of Training Needs, Training contents, Principal of Learning and Training, areas of Training and Distinction between Training, Education and Development.
- Unit II Training Programme: Delivering the training programme, Arrival of the participants, Beginning an active programme, Making the training group functional, Empowering the group, delivering the programme.
- **Unit III** Training Methods: Types, Procedure, Contribution of training, Selection of trainees, Functions and Competencies of a trainer.
- Unit IV Development : Meaning, Objectives, Essential of Development programme, Techniques of management development programme, Concept of Executive / Management development, Factors for selection of Training and Development method.
- **Unit V** System Approach : Concept, Components, Need, Appropriate Management Training System Design (AMTS), Assumption of appropriate training system.

Outcome - To trained employees that helps to do their job well.

- 1- HRD Tripathi P. C.
- 2- HRM Rao Subba
- 3- Personnel Management Bhagoliwal T. N.
- 4- System approach to Training and Development Sah A. K.

CC 3.3 : Knowledge Management & Business Ethics

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To make students realise the importance of capturing knowledge elements and its structure, applications as a competitive advantage to business and to understand the concept of business ethics in business.

Course Contents:

- Unit I Knowledge Management : Evolution, Meaning, Definition, K.M. : Why now, Organizational Knowledge Management : The need, Approaches, Core issues, Need to be taken in the account in order to develop and deploy KM System, organizational KM components and functions.
- **Unit II** Basic types of knowledge, Organizational knowledge : Types, Classification, Knowledge life cycle, organisational knowledge : Sources and process.
- Unit III Generating new knowledge: Mentoring, situated learning, complexity at work and learning to be knowledge productive, learning in an unstable environment, learning in a complex environment, what if complexity is not accepted as normal? Facilitating knowledge productivity, developing awareness.
- **Unit IV** Business Ethics : Introduction, Meaning, Nature, Importance of managerial ethics, Determinants, tools, Ethical issues faced by managers.
- Unit V Management of Public Sector Undertakings: Meaning, Features, Objectives, Types, Autonomy and public accountability, control over public undertakings, Evaluation of performance of public sector undertaking in India, Drawbaks of public sector undertakings suggestions for improvement.
- **Outcome -** The students will be able to understand that knowledge management and business ethics are key ingredients in an organisation's ability.

- 1- Principles and functions of management Jain J. K.
- 2- Knowledge management & organisational design Pauls, Myers
- 3- Knowledge management Sudhir warier, Vikas publishing
- 4- Beyond Knowledge management Bob Garvey & Bill Willianson. Financial Times / Prentice Hall

DCE 3.4 A: ** Applied Management

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To help the students to get aware towards different fields of management.

Course Contents:

- **Unit I** Marketing Management : Definition, Concepts, Process, Marketing mix elements, Market Segmentation, Marketing Environment, product life cycle, Marketing v/s Selling.
- Unit II Marketing Strategies : Product strategies, Pricing strategies,
 Distribution Management and Promotion Strategies, International
 Marketing, Rural Marketing, Internet Marketing.
- **Unit III** Service marketing, Marketing mix of services, Difference between service marketing and product marketing, Consumer behaviour.
- **Unit IV** Finance : Meaning and Objectives, Financial functions of the Manager, Needs of Working Capital and its Determinants.

Production: Concept and Function of Production Management, Types of Production System, Classification and Function of Inventories.

- **Unit V** MIS: Meaning and role of MIS, Classification of MIS, Information system for decision making, System approach and application of system to organisation.
- **Outcome** The students will be able to understand different fields of management like Marketing Finance, MIS & Production.

- 1- Fundamentals Management Agrawal R. D.
- 2- Marketing Management Kotler Philip.
- 3- Windows Khanna O. P.
- 4- Information System for Modern Management Merdick & James.
- 5- Marketing Management Sontaki
- 6- Personnel Management Bhagoliwal T. N.

MBA (I.R. & P.M.) Semester – III

DCE 3.4 B: ** Employee Counseling

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To help employees to improve their mental health and develop self confidence.

Course Contents:

- **Unit I** Nature and concept of counseling, Need of employee counseling, Fields of application, Employee counseling by Personnel Managers.
- **Unit II** Psychoanalytic Theory and Employee Counseling: The topographical and Psychodynamic aspects of human mind, Conflicts, Need for counseling, Counseling procedure, Emotional Reeducation.
- Unit III Person Centred Therapy and Employee Counseling : Conception of man, Actualizing tendency, Development of self concept, Counseling procedure.
- Unit IV Behavioural Counseling: The development of behavioural counseling, Behavioural therapy, Criteria for counseling goals, Strategies: Systematic Desensitization, Social modeling, Assertive training, Aversion theraphy, Cognitive behaviour modification.
- Unit V Professional counseling for employees: Need and significance, Transactional analysis and professional counseling of employees, Directive and non-directive approaches, Reality therapy, Rational emotive therapy, Gestalt counseling and eclectic counseling.
- **Outcome -** Students able to understand self control and how to work effectively in the industries.

- 1- Employee Counseling Sinha A. K. P., Prachi Pub. & Dist. Pvt. Ltd. New Delhi, 1930
- 2- Counseling for Career Development Tolbert E. L. New York, McGraw Hill.
- 3- Introduction to Counseling Tolbert E. L. New York, McGraw Hill.

GE 3.5: * Labour Management

Course Credit: 4 Max Marks - 60

Minimum Pass Marks: 21 (35%)

Objective - To minimise exploitation of workers and provide them maximum facilities for more Turnover.

Course Contents:

- Unit I Evolution of the Labour Problem, Labour Problems in Developing Economy, Labour migration & Labour market, Supply and Demand of Labour in India, Employment of workers in Organized and Unorganized Sector.
- Unit II Unemployment : Meaning and kinds of Unemployment, Causes and Effects of Unemployment, Measures to Reduce, Unemployment, Recommendation of I.L.O. on Unemployment.
- Unit III Rationalization and Automation : Definition, Aim and Objects, Advantages, Concept and Characteristics of Rationalization and Automation, Attitudes of Employers and Employees towards Rationalization and Automation.
- **Unit IV** Absenteeism : Concept, Effect, Causes, Types and Prevention of Absenteeism.

Labour Turnover : Meaning, measurement of Labour turnover, Effect, Causes and Methods to Reduce Labour Turnover.

- Unit V National Labour Policy : Scope, Aim, Objectives and Five Year Plans.Empowerment : Introduction, Concept, Factors and Barriers of Empowerment.
- **Outcome -** To improve productivity and minimise rate of absenteeism in the industry.

- 1- Labour Economics and Social Welfare Dr. Tyagi B. P.
- 2- Personnel Management and Industrial Relations Bhogoliwal T. N. (1996) Sahitya Bhavan Agra.
- 3- Labour Problems Memoriya N. (1996).
- 4- Labour Problems and Social Welfare Saxena R. C. (1996).
- 5- Personnel Management & I. R. Nair N. G. & Nair Latha

CC 3.6: Summer Internship Dissertation & Viva Voce

Course Credit: 8

Max Marks – 100

Minimum Pass Marks: 50 (50%)

A candidate has to undergo a field visit Industrial Training Programmes to submit a project report in Semester III of the course based on practical training in any subject relating to Personnel Management, HRD and Industrial Relations in a Business firm for a period of 4 to 6 weeks.

The work done under the project must indicate the analytical and critical ability of the candidate in relation to the problem, which he / she has identified during the period of the training.

Student will be required to submit a project report to the department for the work under taken during this period within 3 weeks of the commencement of the third semester for the purpose of evaluation in third semester.

The project work will carry 60 marks and viva for 40 marks. The report will be evaluated by one internal and external examiner.

CC 4.1 : Industrial Relations

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objectives – To provide better work environment with redressal of grieveness in the industries and apply the concept of industrial relations and the system in which it operates.

Course Contents:

- Unit I
 Introduction: Meaning, Definition, Concept and Scope, objective / Purpose and Elements of I.R.
 Industrial Conflict & Disputes: Meaning, Types, Causes and Effect of industrial dispute.
- Unit II Major determinants of I.R., Grievance: Meaning, Concept, Nature, Source of Grievances, Grievances handling procedure, Discipline: Meaning & definition, Aspects of discipline, Importance disciplinary procedure, The Red Hot Stove Rule, Indiscipline and Types of Punishment.
- Unit III Conciliation Mediation : Necessity, Meaning and Procedures, Types and Limitations, Role of conciliation officer and Conciliation machinery.
 Arbitration : Meaning, methods and Appointment of Arbitrator and Arbitration in India.
- **Unit IV** Negotiation and Collective Bargaining : Meaning, Purpose, Scope, Process, Function, Level, Procedure and Forms of Coll. Bargaining and Negotiation, Collective Bargaining in U. K.
- Unit V Worker's participation in Management : Meaning, Need, Concept,
 Objective and Determinants of WPM, WPM in India, WPM scheme of
 1975 i.e. in Industry, in Public Sector and Barriers in Workers participation.
- **Outcome** Students would be aware of present state of industrial relations issues related to collective bargaining, worker's participation, dispute resolution in the organisation.

- 1- H.R.M. & I.R. Subba Rao P.
- 2- Industrial Relation Chabra T. N.
- 3- Personnel Management & Industrial Relation Nair & Latha Nair
- 4- Industrial Monappa Arun
- 5- Labour Economics & Social Welfare –Dr. Tyagi B. P.
- 6- Dynamics Industrial Relation Memoria C. B.
- 7- HRM Bhatia S. K.

CC 4.2 : Strategic Management

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To understand the basic concepts, principles associated with strategy formulation and implementation.

Course Contents:

- **Unit I** Nature, Importance, Purpose and Objectives of Business Policy, process of strategic management, Components of strategic management: Mission, Policy, Purpose, Objective and Goal.
- **Unit II** Environmental appraisal : Internal, External, Micro and Macro environmental appraisal.

Environmental Scanning : Factors, Approaches, Sources, Method and Techniques for Environment Scanning.

- Unit III Strategic Alternative : Grand Strategies, Strategies for Modernisation, Diversification and Integration, Merger, Take over and Joint Venture, Turn around, Disinvestment, Liquidation and Combination Strategies.
- Unit IV Issue of Strategy Implementation, Project and procedural implementation structure for strategies, Functional plan and Policies, Financial plans and policies, Marketing plans and Policies, Operational and personnel plans and policies, Social Responsibility and strategic management.
- Unit V Nature and Importance of strategic evaluation, Participants and Barriers in in evaluation, Strategic and Operational control, Techniques of strategic evaluation and control, Role of organisational system in evaluation.
- **Outcome** The students will be able to understand the crucially important role of strategic management in the success of any organisation.

- 1- Business Policy Kazmi Azhar
- 2- Business Policy Ghosh P. K.
- 3- Business Policy Cherunilum Francis

CC 4.3: Industrial Law - II

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To enhance the broad knowledge of business laws in management.

Course Contents:

- **Unit I** ESI Act 1948: Definition, Object, Scope, Benefits under the act, Mines Act, 1952: Definition, Object, Provision for health, Safety welfare and hours of work.
- **Unit II** Contract Labour Act 1972 : Scope, Definitions, Welfare and Health of contract labour.

Maternity Benefit Act 1961: Important Provisions under the act.

Unit - III Employment Exchange Act (Compulsory Notification of Vacancies Act) 1959, Various provisions for notification of vacancies.

Apprentices Act 1962: Definition object and general provisions of the act.

Unit – IV Essential Commodities Act, 1955 : Definition, Objective and Important Provisions and Punishment.

Child Labour Act, 1986: Definition, Object, Scope, Important Provision of the act.

- Unit V IDRA 1951 : Object and Applicability, Definitions, Establishment of council, Regulation of scheduled industries, Powers of Central Government, Offence and Penalties.
- **Outcome -** The Students will develop critical thinking and have ability to understand broadly industrial law which affecting the administration of an organisation.

- 1- Factories Act Shrivastava K. D.
- 2- Handbook of Industrial Law, Lucknow, Eastern Book 1995 Malik P. L.
- 3- Mercantile Law Garg & Chawla.
- 4- Industrial Relation Chabra T. H.
- 5- Labour Law Taxman

MBA (I.R. & P.M.) Semester – IV

DCE 4.4 A: ** Human Resource Management in International Global Environment

Course Credit: 4

Max Marks - 60

Minimum Pass Marks: 21 (35%)

Objective - To build a knowledge base of the contemporary practices and issues of HRM in International Global Environment.

Course Contents:

- **Unit I** Introduction of HRM : Meaning, Definition, Evolution, Difference in HRM & Personnel Management, Emerging challenger in HRM.
- Unit II Six Sigma: Making Six Sigma initiative The quality mantra, Six Sigma process approach in HR, Gaining control, Six Sigma is more than cultural change and has challenges.
- Unit III International Human Resource Management : Domestic HRM and IHRM compared, growing internet in IHRM, Managing International HR activities.
- Unit IV The Competent Organization: The American model, Why American theories might not apply abroad, Parochialism and Universality, Management competences approach, Different degrees of Internationalization of companies.
- Unit V The Motivating Organization : The Japanese model Corporate commitment, Task, Job, Career and organizational incentives, Features of Japanese Management.
- **Outcome -** The students will be able to understand how different countries are dealing with HRM

- 1- HRM S. K. Bhatia
- 2- HRM K. Aswathappa
- 3- International HRM Terence Jackson

DCE 4.4 B: ** Safety and Service Management

Course Credit: 4 Max Marks – 60

Minimum Pass Marks: 21 (35%)

Objective - To interpret and apply legislative requirements and industry standards applied in Indian organisations.

Course Contents:

- Unit I Concept of Industrial Health and Safety: Basic facts and importance, Safety organisation, Basis of safety programme and policy, Remedial issues of safety, Industrial Health: Importance and provision under Factory Act 1948 as preventive measures.
- **Unit II** Occupational Safety and Health: Nature, Scope, Importance occupational hazards and Risks, Occupational Disease, Protection against health hazards, safety in ports and docks, Safety in mines and National safety council.
- Unit III Industrial Accident and Industrial Injury : Definition, Nature, Causes of accident, Cost of accidents, Accident report ad records, Steps for prevention of accident.
- Unit IV The Environment Protection Act 1986 : Object, Scope, Definition, General power's of the Central Govt. power to appoint officer's and their powers and functions, Power to make rules to regulate environmental pollution, Furnishing of information, Power of entry and inspection, to take sample, Environment laboratories offences by companies and Govt. Department.
- Unit V
 The Air and Water (Prevention and Control of Pollution) Act: Short title, Definition, Constitution, Function and power of Central and State Board, Funds, Accounts and Audit of the Board, Offences and Penalties under air (Prevention and control of pollution) act.
- **Outcome** Students able to understand various legislative requirements for (safety and service) which are applied in Indian organisations.

- 1- Human Resource Management Dessler Gery
- 2- Industrial Relation and Personnel Management Nair and Latha Nair
- 3- Guide to Environmental Laws in India Jain P. C.
- 4- Mercantile Law Garg and Chawala
- 5- Labour Economics & Social Welfare Tyagi B. P.
- 6- Personnel Management Memoria C. B.

GE 4.5:* Management of Organisational Change & Development

Course Credit: 4

Max Marks - 60

Minimum Pass Marks: 21 (35%)

Objectives – To execute strategy and speed awareness about change for betterment of an organisation.

Course Contents:

- **Unit I** Organisational Change : Concept, Types, Reasons, Responses to change, Principles, Evaluation and Implementation.
- **Unit II** Acceptance of change, pre-requisites of organisational change, Resistance to change and steps taken by management to overcome and strategies for change.
- **Unit III** Organisational Climate of Culture : Components, Determinants, Procedure to maintain types, Societal culture, HRD culture / climate.
- Unit IV Organisation Development and Effectiveness : Meaning, Definition,
 Characteristics, Nature, Objectives, OD, Change agents,
 Interventions, OD in Indian Industries and criticism of OD.
- **Unit V** Emerging Concepts of Kaizen, Bench marking, Quality consciousness, Learning organisations, Rensis Likers approach to understanding and evaluation of organisational effectiveness.
- **Outcome** Students able to understand field of innovation and how change works effectively.

- 1- HRD Tripathi P. C.
- 2- HRM Saiyadain Mirza
- 3- HRM Subha Rao P.