

Government First Grade College and PG Study Centre
Shankaranarayana
(Affiliated to Mangalore University)
Kundapura Taluk, Udupi District, Karnataka - 576227
Department of Commerce

January 2018 - May 2018

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| PROGRAMME / SEMESTER | M.COM / II |
| Subject Code | CMS453 : Strategic Marketing Management |
| Total number of Hours | 60 Hours |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|--------------------|-------------|---|--|--------------------------------|--|
| 03/01/2018 06/01/2018 | 3 | I | STRATEGIC MARKETING MANAGEMENT | Nature of Strategic Marketing Management, Marketing Philosophies, Advance concepts and Approaches | Lecture, chalk and talk | T.N.Chhabra & S.K.Grover C.N. Sontakki Philip Kotlar |
| 08/01/2018 13/01/2018 | 5 | | | Customer Relationship Marketing, Components of SMM, Brand loyalty | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki |
| 15/01/2018 20/01/2018 | 5 | | | Brand Positioning, Brand Resonance, Crisis Marketing, Unique Selling Proposition | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki |
| 22/01/2018 27/01/2018 | 5 | II | MARKETING AND STRATEGIC INTERFAC E | Nature of Marketing Environment, Mission and Vision statements, Marketing Audit and SWOT Analysis | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & |

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| | | | | | | S.K.Grover C.N. Sontakki |
| 29/01/2018 03/02/2018 | 5 | | | Growth-Share Approaches to competitor analysis, Competitive advantage and Porter's three generic strategies | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki |
| 05/02/2018 10/02/2018 | 5 | | | Strategies for Market Leaders, Followers, Challengers and Nichers, Approaches to customer analysis, Factors influencing Consumer Behavior, buying decision process, marketing myopia | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki |
| 12/02/2018 17/02/2018 | | | | I INTERNAL ASSESSMENT | | |
| 19/02/2018 24/02/2018 | 5 | III | MARKRTIN G MIX STRATEGY | Marketing segmentation, R & D Factors in Marketing prospective, bases for segmenting consumer and industrial markets | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki |
| 26/02/2018 03/03/2018 | Cultural and sports | | | Activities | | |
| 05/03/2018 10/03/2018 | 5 | | | Market targeting and product positioning, product life cycle, new product development process, service marketing and service gaps | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki |
| 12/03/2018 17/03/2018 | | | | II INTERNAL ASSESSMENT | | |
| 19/03/2018 | 5 | IV | PROMOTIO | Elements in promotion | Lecture, | Bhagavathi&R. |

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| 24/03/2018 | | | N MIX STRATEGY | mix, advertising objectives, budget ,message, media and measurement, | chalk and talk, PPT | S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki |
| 26/03/2018 31/03/2018 | 5 | | | Sales promotion, public relations, personal selling, event markets, customer-experience and value creation-database marketing | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki Philip Kotler |
| 02/04/2018 07/04/2018 | 5 | V | STRATEGI C EVALUATI ON | Meaning, objectives and methods of strategic marketing evaluation, strategic evaluation-marketing control –social marketing-green marketing | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki |
| 09/04/2018 13/04/2018 | 5 | | | Global marketing-ethical issues and dilemmas in marketing, customer-Life time value measurement | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki |
| 16/04/2018 21/04/2018 | 5 | VI | INTERNATI ONAL MARKETIN G | Nature, importance and scope of international marketing, international distributon and logistics management | Lecture, chalk and talk, PPT | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover C.N. Sontakki |
| 23/04/2018 28/04/2018 | 5 | | | Inventory management, advertising, and international marketing through internet | Lecture, chalk and talk | Bhagavathi&R. S.N.Pillai T.N.Chhabra & S.K.Grover |

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| 30/04/2018 02/05/2018 | 5 | | | Revision | Interaction with the students | |



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January 2018 - May 2018

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|------------------------------|---|
| PROGRAMME / SEMESTER | M.COM / II Semester |
| Subject Code | CMS454 / Business, Industry & Commerce |
| Total number of Hours | 60 Hours |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|--------------------|-------------|---|---|---------------|--|
| 03/01/2018 06/01/2018 | 3 | I | An Overview of Indian Economy | The Structure of Indian Economy, Pillars of Economic Development, Role and contribution of Agriculture | | Osama Lari, "Industrial Sociology" |
| 08/01/2018 13/01/2018 | 5 | | | Industry, Commerce and Services, Performance, recent trends in business | | Vaidhyanathan. R "Reforming the Reforms Process" |
| 15/01/2018 20/01/2018 | 5 | | | Industry, Commerce and Future Scenario of these sectors in Indian economy | | Osama Lari, "Industrial Sociology" |
| 22/01/2018 27/01/2018 | 5 | II | Essentials of Business, Industry and Commerce | Nature, Role and Importance of Business, Industry and Commerce, Functions and Processes, Internal and External Influences | | AshwaniMahajan and GauravDatt "Datt and Sundaram Indian Economy" |
| 29/01/2018 03/02/2018 | 5 | | | Different Forms of Enterprises, Interaction and Linkages with Government and Civil Society, Macro Environment and its | | Osama Lari, "Industrial Sociology" |

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| | | | | impact on Business, Industry and Commerce, Types of Productive Systems | |
| 05/02/2018 10/02/2018 | 5 | | | The Manorial Or Feudal System, The Guild System, Characteristics of the Domestic/putting-out/ outsourcing Systems, the Factory System | AshwaniMahajan and GauravDatt “Datt and Sundaram Indian Economy” |
| 12/02/2018 17/02/2018 | 5 | | | Causes and Consequences of Industrialization, The IT System of Industrialization-Services, enabled services, Linkage with Manufacturing and Agriculture | Dr. Yogesh M. Kulkarni “Performanc e of Indian Industrial Sector” |
| 19/02/2018 24/02/2018 | 5 | III | Evolution of Business and Industry in India | Structure of Indian Society, Glimpse of Economic Activity in Ancient Times, British Raj, Swadeshi Movement | Osama Lari, “Industrial Sociology” |
| 26/02/2018 03/03/2018 | Cultural and sports | | | | |
| 05/03/2018 10/03/2018 | 5 | | | Post-Independence scenario, Licence-Permit Raj, LPG Era, Economic Reforms Since 1991, | AshwaniMahajan and GauravDatt “Datt and Sundaram Indian Economy” |
| 12/03/2018 17/03/2018 | | | | Entrepreneurship Culture in India , Industrial Policy, 2014 and Changing economic policy era | C V Madhavi “Business in Crisis” |
| 19/03/2018 24/03/2018 | 5 | IV | Structure and Status of Business and Industry in India | Unregistered firms/ Bagedari sector, Start-ups and MSME sector, Large Scale Enterprises, Export Oriented Companies, MNCs in India, Family Business, Industry | AshwaniMahajan and GauravDatt “Datt and Sundaram Indian Economy” |

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| | | | | <p>associations and bodies, Profile of eminent industry persons and houses, Present Status and Performance of Agriculture and allied fields like horticulture, food processing , animal husbandry, fishing, contract farming,</p> | |
| <p>26/03/2018 31/03/2018</p> | 5 | | | <p>Industry sectors like textiles, chemicals, sugar, paper, machine tools, auto components, engineering products, pharmaceutical , biotechnology, semiconductor, hardware products, coal, mining, consumer durables, FMCG , Service sectors like information technology, hospitality, tourism, health care, banking, financial services, insurance, tourism, retail</p> | <p>Dr. Yogesh M. Kulkarni “Performanc e of Indian Industrial Sector”</p> |
| <p>02/04/2018 07/04/2018</p> | 5 | V | <p>Growth of Business, Industry and Commerce</p> | <p>Nature and types of Crisis, Physical damage crisis, Stages of crisis like pre crisis stage, acute crisis, post crisis, consequences of and strategies for managing crisis</p> | <p>AshwaniMahajan and GauravDatt “Datt and Sundaram Indian Economy”</p> |
| <p>09/04/2018 13/04/2018</p> | 5 | | | <p>Management of human and other resources, changing manpower requirements, Growth Dimensions and phases, growth barriers, Succession and Exit strategies.</p> | <p>PRIA “ Defining the Sector in India- Voluntary, Civil or Non-profit”</p> |

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| 16/04/2018 21/04/2018 | 5 | VI | Interface with Voluntary Organisations | Provisions of Companies Act 2013, CSR Rules, 2013, characteristics and role of non-governmental organisations (NGOs), Voluntary Organisations (VOs), Non-profit Organisations (NPOS), Civil Society Organisations (CSOs), Types of NGOs by Orientation, level of co-operation, scope and coverage, Present status of third sector in India | | Dr. Yogesh M. Kulkarni “Performance of Indian Industrial Sector” |
| 23/04/2018 28/04/2018 | 5 | | | Confederation of Indian Industry (CCI), Federation of Indian Chamber of Commerce and Industry (FICCI), Kanara Chamber of Commerce and Industry (KCCI), PHD Chamber of Commerce and Industry, (PHDCCI), Associated Chamber of Commerce and Industry in India (ASSOCHAM), International Chamber of Commerce (ICC). | | PRIA “Defining the Sector in India-Voluntary, Civil or Non-profit” |
| 30/04/2018 02/05/2018 | 5 | | | Revision | Interaction with the students | |

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January 2018–May 2018

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|------------------------------|--|
| PROGRAMME / SEMESTER | M.COM / II SEMESTER |
| Subject Code | CMH 455 (BUSINESS RESEARCH METHODS) |
| Total number of Hours | 60 Hours |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|--------------------|-------------|---------------------|---|-------------------------|---|
| 03/01/2018 10/01/2018 | 5 | 1 | Introduction | Meaning of BR ,Scope of BR, Types of BR, An Overview of Research Process, Secondary Data , Experience survey | Lecture | Business Research Methods-Cooper D R and Schindler P S Statistical Methods-Gupta S P |
| 15/01/2018 17/01/2018 | 5 | 1 | Introduction | Sampling Design, Measurement and attitude,scaling, The sources and collection of data, Secondary data, Observation, Survey Questionnaires and interview schedules | Lecture Chalk & talk | Business Research Methods-Cooper D R and Schindler P S Statistical Methods-Gupta S P |
| 22/01/2018 24/01/2018 | 5 | 1 | Introduction | Analysis and Presentation of data, Univariate statistical Analysis , Bivariate analysis, Interpretation, The Research Report | Lecture Chalk & talk | Business Research Methods-Cooper D R and Schindler P S Statistical Methods-Gupta S P |

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| 29/01/2018 31/01/2018 | 5 | 2 | Regression And Correlation Analysis | Meaning of CA , Significance of the Study of Correlation, Types of Correlation, Methods of studying Correlation: SDM, GM,KPC of Correlation of grouped data | Lecture, Chalk & talk | Statistical Methods- Gupta S P Fundamentals of Statistics – Gupta S C |
| 05/02/2018 13/02/2018 | 5 | 2 | Regression And Correlation Analysis | Rank Correlation Coefficient , Probable error of correlation coefficient and interpreting coefficient of correlation, Multiple correlation analysis | Lecture, Chalk & talk | Statistical Methods- Gupta S P Fundamentals of Statistics – Gupta S C |
| 14/02/2018 21/02/2018 | 5 | 2 | Regression And Correlation Analysis | Meaning of RA, Linear and non-linear R\egression , Lines of Regression, estimation using the regression line, Multiple RA | Lecture, Chalk & talk | Statistical Methods- Gupta S P Fundamentals of Statistics – Gupta S C |
| 26/02/2018 03/03/2018 | Cultural and sports | -- | -- | -- | -- | -- |
| 05/03/2018 07/03/2018 | 5 | 3 | Sampling Theory and Statistical Inference | ST, The two Concepts: Prameter and statistic , Objects of ST , Sampling distribution , The concept of SE,PE and IE, Method of estimation | Lecture Chalk & talk | Statistical Methods- Gupta S P Fundamentals of Statistics – Gupta S C |
| 12/03/2018 17/03/2018 | -- | -- | -- | I INTERNAL ASSESSMENT | | |
| 19/03/2018 21/03/2018 | 5 | 3 | Sampling Theory and Statistical Inference | Hypothesis Testing Procedure, Null Hypothesis and Alternative Hypothesis , Test | Lecture, Chalk & talk | Statistical Methods- Gupta S P Fundamentals |

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| | | | | of Significance , Type I and Type II errors , Two-tailed and One-tailed tests of hypothesis | | of Statistics – Gupta S C |
| 26/03/2018 28/03/2018 | 5 | 3 | Sampling Theory and Statistical Inference | The T-test, Z-test, The F-test and Analysis of Variance, One-way and Two-way Classifications | Lecture Chalk & Talk | Statistical Methods- Gupta S P Fundamentals of Statistics – Gupta S C |
| 02/04/2018 04/04/2018 | 5 | 4 | Non- Parametric Tests | Meaning of NPT, Advantage of NPT, The Chi-Square test, The Sign test, The Mann-Whitney U Test | Lecture Chalk & talk | Statistical Methods- Gupta S P Fundamentals of Statistics – Gupta S C |
| 09/04/2018 13/04/2018 | -- | -- | -- | II INTERNAL ASSESSMENT | -- | -- |
| 16/04/2018 23/04/2018 | 5 | 4 | Non- Parametric Tests | The Kruskal-Wallis H Test, The Runs Test for Randomness, The Wilcoxon Matched Pairs Signed- Ranks test | Lecture Chalk & Talk | Statistical Methods- Gupta S P Fundamentals of Statistics – Gupta S C |
| 24/04/2018 02/05/2018 | 5 | 5 | The Research Report | The Importance of the Report, Types of WRR, WRR Components, considerations in the Report- Writing Process | Lecture, Chalk & talk | Business Research Methods- Cooper D R and Schindler P S Statistical Methods- Gupta S P |

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|------------------------------|---|
| PROGRAMME / SEMESTER | M.COM / II SEMESTER |
| Subject Code | CMH 456 : INTERNATIONAL BUSINESS |
| Total number of Hours | 60 HOURS |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|--------------------|-------------|------------------------------------|--|-----------------------|---|
| 03/01/2018 06/01/2018 | 5 | 1 | International business environment | Nature, scope & importance of IBE, framework for analysis international business environment-geographical, economics | Lecture | Ananth K Sundaram / J.Stewart Black - the international business environment - Text & cases - Prentice hall of India - New Delhi - 1999 |
| 08/01/2018 13/01/2018 | 5 | 1 | International business environment | Socio- cultural, political and legal environment. Home and host country relationship | Chalk & talk | Ashwathappa.K, International business, Tata McGraw Hill education: 6 th edition 2015 |
| 15/01/2018 20/01/2018 | 5 | 1 | International business environment | Ethic in international business, political & cultural risk in international business and six sigma in international business | Lecture | Charles W.L.Hill: International business, 8 th edition Tata McGraw hill education pvt.ltd., 2016 |
| 22/01/2018 27/01/2018 | 5 | 2 | International business decisions | World trading environment, globalization, historical background of globalization, | Lecture, Chalk & talk | DeoSom- multinational corporations & third world - Ashish (New Delhi) 1986 |

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| | | | | drivers of international business decisions, reason for the firm to go Abroad | | |
| 29/01/2018 03/02/2018 | 5 | 2 | International business decisions | Deciding to go global, choosing the mode of entry, strategies for going international, globalization and developing countries, the changing demographics of the global economy the globalization debate Anti globalization protests | Lecture | Akira Takayama – International trade – (Holt, Rinehart & Winston, Inc, Newyork) - 1972 |
| 05/02/2018 10/02/2018 | 5 | 2 | International business decisions | Globalization and national sovereign globalization world's poor & managing the firm in global scenario | Lecture, Chalk & talk | Charles W.L.Hill, Global business today: Tata McGraw hill, 6th edition |
| 12/02/2018 17/02/2018 | 5 | 3 | Managing global business risk | Enterprise risk mgt., key success involvement of ERM, steps in ERM, strategic risk assessment | Chalk & talk | Ananth K Sundaram / J.Stewart Black – the international business environment – Text & cases – Prentice hall of India – New Delhi – 1999 |
| 19/02/2018 24/02/2018 | 5 | 3 | Managing global business risk | International corruption risk, fraud, cracking international business crimes & crisis mgt. planning | Lecture, Chalk & talk | Ashwathappa.K, International business, Tata McGraw Hill education: 6th edition 2015 |
| 26/02/2018 03/03/2018 | -- | -- | -- | Cultural and sports | -- | -- |

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| 05/03/2018 10/03/2018 | 5 | 4 | Foreign exchange market | The functions of foreign exchange market, the nature of foreign exchange market, capital flows, foreign investment flows & barriers, currency convertibility | Lecture | Charles W.L.Hill: International business, 8 th edition Tata McGraw hill education pvt.ltd., 2016 |
| 12/03/2018 17/03/2018 | -- | -- | -- | I INTERNAL ASSESSMENT | -- | -- |
| 19/03/2018 24/03/2018 | 5 | 4 | Foreign exchange market | Capital account convertibility, current account convertibility, exchange rate convertibility, appreciation, depreciation, premium & discount of currencies | Chalk & talk | DeoSom-multinational corporations & third world – Ashish (New Delhi) 1986 |
| 26/03/2018 31/03/2018 | 5 | 4 | Foreign exchange market | Foreign currency features, revenues & pricing strategies, 3P theory, rupee dollar convertibility background, direct & indirect quotes | Lecture | Akira Takayama – International trade – (Holt, Rinehart & Winston, Inc, Newyork) - 1972 |
| 02/04/2018 07/04/2018 | 5 | 5 | Regulatory environment of international business | International trading environment, bilateral, trilateral & multi lateral treaties, international economic institutions – GAAT, ASB, WTO, BRICS, UNCTAD, IMF, IBRD | Lecture, Chalk & talk | Ashwathappa.K, International business, Tata McGraw Hill education: 6 th edition 2015 |
| 09/04/2018 13/04/2018 | -- | -- | -- | II INTERNAL ASSESSMENT | -- | -- |

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| 16/04/2018 21/04/2018 | 5 | 5 | Regulatory environment of international business | International laws, international trading arrangements of India, Pakistan & china. Free trade area, regional economic integration | Chalk & talk | DeoSom-multinational corporations & third world – Ashish (New Delhi) 1986 |
| 23/04/2018 28/04/2018 | 5 | 6 | Multinationals in international business | MNC's & TNC's issue in investment, technology transfer, pricing, regulations, international collaboration & strategic alliances | Lecture | Ananth K Sundaram / J.Stewart Black – the international business environment – Text & cases – Prentice hall of India – New Delhi – 1999 |
| 30/04/2018 02/05/2018 | 5 | 6 | Multinationals in international business | Defenders & critics of MNC's & TNC's corporate social responsibility & contemporary development & issues in international business | Chalk & talk | Akira Takayama – International trade – (Holt, Rinehart & Winston, Inc, Newyork) - 1972 |



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|------------------------------|---|
| PROGRAMME / SEMESTER | M.COM / II SEMESTER |
| Subject Code | CMH 457 : ADVANCED COST ACCOUNTING |
| Total number of Hours | 60 HOURS |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|-------------|------|------------------|---|-----------------------|---|
| 03/01/2018 06/01/2018 | 5 | 1 | Inventory system | Turnover of material: ABC analysis; VED analysis, JIT, aims & objectives of JIT | Lecture | Dr.S.N.Maheshwari – Advanced cost accounting, Sultan Chand & sons, New Delhi |
| 08/01/2018 13/01/2018 | 5 | 1 | Inventory system | Methodology in implementation of JIT, impact of JIT on production price, JIT's effect on costing system | Chalk & talk | LalJawahar: Cost accounting, Tata McGraw hill, New Delhi |
| 15/01/2018 20/01/2018 | 5 | 1 | Inventory system | Material Requirement Planning (MRP – 1), aims, methodology, methods of operation | Lecture | R.S.N.Pillai& V Bagavathi – Cost accounting, S.Chand&Co.ltd. New Delhi |
| 22/01/2018 27/01/2018 | 5 | 1 | Inventory system | Requirement for implementation of MRP – 1, MRP – 1 & inventory mgt., zero inventory system | Lecture, Chalk & talk | Ravi M Kishore: Advanced cost accounting & cost systems taxman, New Delhi |
| 29/01/2018 03/02/2018 | 5 | 2 | Process costing | Comparison of process costing & job costing | Lecture | S.P.Iyengar, Cost accounting – Sultan chand& sons, New Delhi |
| 05/02/2018 10/02/2018 | 5 | 2 | Process costing | Inter process profit, work in progress & equivalent production | Lecture, Chalk & talk | S.P. Jain &R.L.Narang – Advanced cost accounting, kalyani publisher, Ludhiana |

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| 12/02/2018 17/02/2018 | 5 | 3 | Marginal costing & break even analysis | Calculation & interpretation of a break – even point & margin of safety | Lecture, Chalk & talk | N.K.Prasad: Principles & practice of cost accounting, Book syndicate pvt. Ltd., Calcutta |
| 19/02/2018 24/02/2018 | 5 | 3 | Marginal costing & break even analysis | Marginal costing & CVP analysis – preparation of various break even charts | Lecture | S.P.Iyengar: Cost accounting principles & practices, Sultan Chand & sons, New Delhi |
| 26/02/2018 03/03/2018 | -- | -- | -- | Cultural programs | -- | -- |
| 05/03/2018 10/03/2018 | 5 | 4 | Standard costing & variance analysis | Concept of standard cost, uses of standard product cost | Lecture, Chalk & talk | Dr.S.N.Maheshwari – Advanced cost accounting, Sultan Chand & sons, New Delhi |
| 12/03/2018 17/03/2018 | -- | -- | -- | II INTERNALS | -- | -- |
| 19/03/2018 24/03/2018 | 5 | 4 | Standard costing & variance analysis | Fixation of standard cost – material – labour – overhead | Chalk & talk | LalJawahar: Cost accounting, Tata McGraw hill, New Delhi |
| 26/03/2018 31/03/2018 | 5 | 4 | Standard costing & variance analysis | Profit & sales variances leading to decision making & reporting | Lecture | R.S.N.Pillai& V Bagavathi – Cost accounting, S.Chand&Co.ltd. New Delhi |
| 02/04/2018 07/04/2018 | 5 | 5 | Managerial decisions & cost accounting | Pricing, accepting special offer, profit planning, make or buy decision | Lecture, Chalk & talk | Ravi M Kishore: Advanced cost accounting & cost systems taxman, New Delhi |
| 09/04/2018 13/04/2018 | -- | -- | -- | II INTERNALS | -- | -- |
| 16/04/2018 21/04/2018 | 5 | 5 | Managerial decisions & cost accounting | Determining key – factor determining sales – mix, determining optimum activity level | Lecture, Chalk & talk | S.P.Iyengar, Cost accounting – Sultan chand& sons, New Delhi |
| 23/04/2018 28/04/2018 | 5 | 5 | Managerial decisions & cost accounting | Performance evaluation, alternative method of production | Lecture | S.P. Jain &R.L.Narang – Advanced cost accounting, kalyani publisher, Ludhiana |

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| 30/04/2018 02/05/2018 | 5 | 5 | Managerial decisions & cost accounting | Cost reduction & cost control | Chalk & talk | LalJawahar: Cost accounting, Tata McGraw hill, New Delhi |
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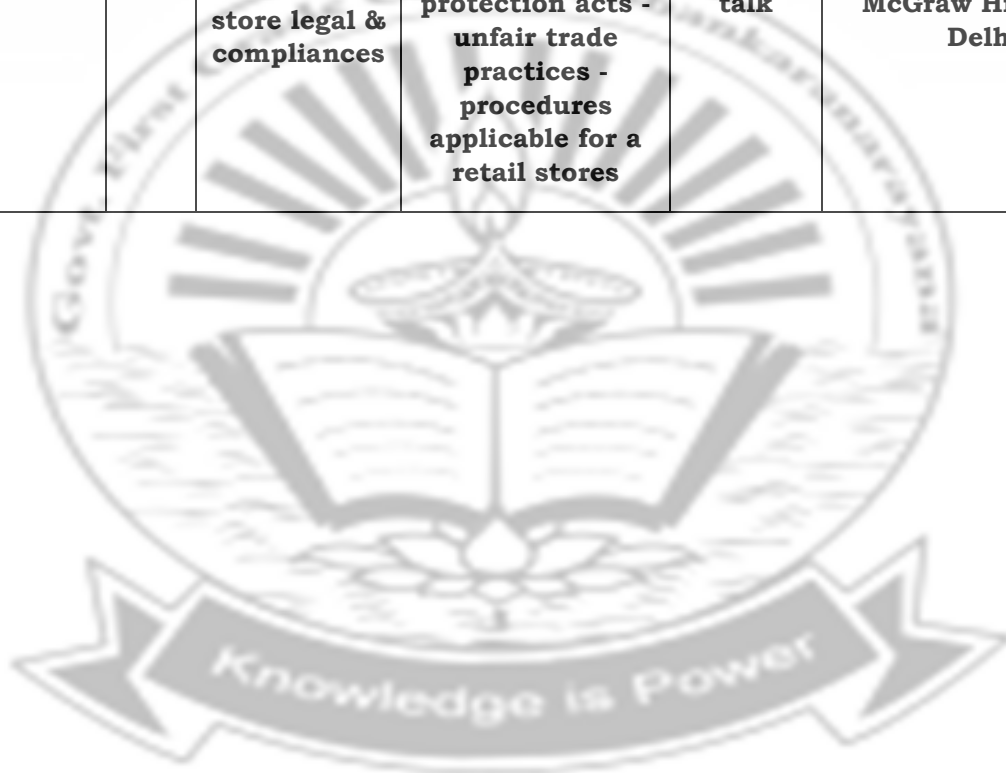
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|------------------------------|------------------------------------|
| PROGRAMME / SEMESTER | M.COM / IV SEMESTER |
| Subject Code | CMS 551 : RETAIL MANAGEMENT |
| Total number of Hours | 60 Hours |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|--------------------|-------------|----------------------------------|---|----------------------------------|---|
| 03/01/2018 06/01/2018 | 5 | 1 | Introduction to retail | Retail in India - retail models & theories of retail development | Lecture | Pradhan, Swapna, Retail mgt. Tata McGraw Hill, New Delhi |
| 08/01/2018 13/01/2018 | 5 | 1 | Introduction to retail | Types of retailers - ethical & security issues in retail - retailing in other countries - opportunity in retailing - multi channel retailing | Chalk & talk | Bajaj, Chetan, Tuli, Rajanish&Srivastava, Nidhi, Retail mgt., OUP, New Delhi |
| 15/01/2018 20/01/2018 | 5 | 2 | Strategic retail planning | Strategic retail planning process - understanding the retail customer - delivery value through retail formats | Lecture | Berman Barry & Evans, retail mgt. - A strategic approach, Pearson Education, New Delhi |
| 22/01/2018 27/01/2018 | 5 | 2 | Strategic retail planning | Role of customer services & relationship market in retail - Retail franchising | Lecture, Chalk & talk | Levi, Michel &Weitz, retailing mgt. Tata McGraw Hill, New Delhi |
| 29/01/2018 03/02/2018 | 5 | 2 | Strategic retail planning | Retail location & site decision - retail buying - retail market | Lecture | Pradhan, Swapna, Retail mgt. Tata McGraw Hill, New Delhi |

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| | | | | segmentation | | |
| 05/02/2018 10/02/2018 | 5 | 3 | Retail marketing | Product merchandise - pricing decision in retailing - promotion & communication mix in retail - multi channel retailing | Lecture, Chalk & talk | Berman Barry & Evans, retail mgt. - A strategic approach, Pearson Education, New Delhi |
| 12/02/2018 17/02/2018 | 5 | 3 | Retail marketing | Managing retail services - merchandise mgt. process overview - considerations in setting up retail prices - store design objectives | Chalk & talk | Lamba, A.J. The art of retailing, Tata McGraw Hill, New Delhi |
| 19/02/2018 24/02/2018 | 5 | 4 | Retail operations | Supply chain mgt. & vendor relations role in retail - mgt. of human resources - financial mgt. issues in retail | Lecture, Chalk & talk | Berman Barry & Evans, retail mgt. - A strategic approach, Pearson Education, New Delhi |
| 26/02/2018 03/03/2018 | -- | -- | -- | Cultural and sports | -- | -- |
| 05/03/2018 10/03/2018 | 5 | 4 | Retail operations | The strategic profit model - the profit path - store operations - size & place allocation - store maintenance - inventory mgt. - FDI in retailing | Lecture | Levi, Michel & Weitz, retailing mgt. Tata McGraw Hill, New Delhi |
| 12/03/2018 17/03/2018 | -- | -- | -- | I INTERNAL ASSESSMENT | -- | -- |
| 19/03/2018 24/03/2018 | 5 | 5 | Retail structure | Enterprise density - market concentration - product sector - innovation employment structure - merging structure - global | Chalk & talk | Legal aspects of business - Akhileshwara Pathak, The McGraw Hill Companies |

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| | | | | structure developing markets | | |
| 26/03/2018 31/03/2018 | 5 | 5 | Retail structure | Stages in development of international operations - export - mgt. contracts - franchising - acquisition & mergers - organic growth - choice of market entry - domestic market - retail operations | Lecture | Pradhan, Swapna, Retail mgt. Tata McGraw Hill, New Delhi |
| 02/04/2018 07/04/2018 | 5 | 5 | Retail structure | No domestic market - retail positioning & brand image - measurement of store image - open ended techniques - attitude scaling techniques - multi attribute model - multi dimensional scaling - conjoint analysis | Lecture, Chalk & talk | Lamba, A.J. The art of retailing, Tata McGraw Hill, New Delhi |
| 09/04/2018 13/04/2018 | -- | -- | -- | II INTERNAL ASSESSMENT | -- | -- |
| 16/04/2018 21/04/2018 | 5 | 6 | Legal & compliances for a retail store legal & compliances | License - contracts & recovery - legal process - PF/ ESIC & Exemptions food & restaurants - PPF - IR - Law shops & establishments | Chalk & talk | Allan M Findlay, Roman paddsion& John A Dawson retailing environments in developing countries - Rutledge |

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| 23/04/2018 28/04/2018 | 5 | 6 | Legal & compliances for a retail store legal & compliances | IPR Patents - Copyright & Trade marks - inclusion of service mark - procedure & duration of regn. - collective mark - certification mark | Lecture | Legal aspects of business – AkhileshwaraPathak, The McGraw Hill Companies |
| 30/04/2018 02/05/2018 | 5 | 6 | Legal & compliances for a retail store legal & compliances | Procedural compliance for establishing an retail store - customer rights - consumer protection acts - unfair trade practices - procedures applicable for a retail stores | Chalk & talk | Pradhan, Swapna, Retail mgt. Tata McGraw Hill, New Delhi |



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Department of Commerce**

January 2018 - May 2018

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| PROGRAMME / SEMESTER | M.COM / IV SEMESTER |
| Subject Code | CMH 554 : INTERNATIONAL FINANCIAL MANAGEMENT |
| Total number of Hours | 60 HOURS |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|-------------|------|------------------------------|---|-----------------------|--|
| 03/01/2018 06/01/2018 | 5 | 1 | Global financial environment | Evolution of international monetary system, bimetallism, classical gold standard, interwar period | Lecture | Alan Shapiro: multinational financial mgt. Prentice hall |
| 08/01/2018 13/01/2018 | 5 | 1 | Global financial environment | Bretton wood system, flexible exchange rate rigime, the current exchange rate agreement | Chalk & talk | Apte, Prakash, international finance – A business perspective, Tata McGraw hill |
| 15/01/2018 20/01/2018 | 5 | 1 | Global financial environment | European monetary system, fixed v/s flexible exchange rate rigime | Lecture | Rita M Rodriguez L Bigame Carter: international financial management |
| 22/01/2018 27/01/2018 | 5 | 2 | Balance of payments | Introduction, accounting principles in balance of payment, valuation & timing | Lecture, Chalk & talk | Jain, Peyrard&Yadav, International financial management, MacMillan |
| 29/01/2018 03/02/2018 | 5 | 2 | Balance of payments | Components of the balance of payments, 'surplus' & 'deficit' in balance of payments | Lecture | V.A.Avadhani: International finance – Theory & practice, Himalaya publishing house |
| 05/02/2018 10/02/2018 | 5 | 2 | Balance of payments | Importance & limitations of BOP statistics, relationship of balance of | Lecture, Chalk & talk | Alan Shapiro: multinational financial mgt. Prentice hall |

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| | | | | payment with other economic variables | | |
| 12/02/2018 17/02/2018 | 5 | 3 | International financial markets | Motives for using international financial markets. Foreign exchange markets – history & transactions | Chalk & talk | Apte, Prakash, international finance – A business perspective, Tata McGraw hill |
| 19/02/2018 24/02/2018 | 5 | 3 | International financial markets | Interpreting foreign exchange quotations, international money markets | Lecture, Chalk & talk | Rita M Rodriguez L Bigame Carter: international financial management |
| 26/02/2018 03/03/2018 | -- | -- | -- | CULTURAL & SPORTS | -- | -- |
| 05/03/2018 10/03/2018 | 5 | 3 | International financial markets | International credit markets & international bond markets, comparison of international financial markets | Lecture | Jain, Peyrard&Yadav, International financial management, MacMillan |
| 12/03/2018 17/03/2018 | -- | -- | -- | I INTERNALS | -- | -- |
| 19/03/2018 24/03/2018 | 5 | 4 | Exchange rate determination | 3P theory, interest rate parity theory | Chalk & talk | V.A.Avadhani: International finance – Theory & practice, Himalaya publishing house |
| 26/03/2018 31/03/2018 | 5 | 4 | Exchange rate determination | International fisher's effect, pure expectation theory | Lecture | Apte, Prakash, international finance – A business perspective, Tata McGraw hill |
| 02/04/2018 07/04/2018 | 5 | 5 | Foreign exchange risk & risk hedging strategies | Transaction risk, translation risk, economic risk. Risk hedging strategies: Internal – netting, leads & lags | Lecture, Chalk & talk | Jain, Peyrard&Yadav, International financial management, MacMillan |
| 09/04/2018 13/04/2018 | -- | -- | -- | II INTERNALS | -- | -- |

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| 16/04/2018 21/04/2018 | 5 | 5 | Foreign exchange risk & risk hedging strategies | External – forwards, futures, options, money – market hedging, currency swaps | Chalk & talk | V.A.Avadhani: International finance – Theory & practice, Himalaya publishing house |
| 23/04/2018 28/04/2018 | 5 | 6 | Interest rate risk & risk hedging strategies | Interest rate swaps, forward rate agreements, interest rate futures | Lecture | Alan Shapiro: multinational financial mgt. Prentice hall |
| 30/04/2018 02/05/2018 | 5 | 6 | Interest rate risk & risk hedging strategies | Interest rate options, Caps, floors & collars, swaption | Chalk & talk | Rita M Rodriguez L Bigame Carter: international financial management |



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| PROGRAMME / SEMESTER | M.COM / IV SEMESTER |
| Subject Code | CMS 555 : FINANCIAL DERIVATIVE MARKET |
| Total number of Hours | 60 HOURS |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|-------------|------|-----------------------------|--|-----------------------|--|
| 03/01/2018 06/01/2018 | 5 | 1 | Introduction | Meaning of derivatives, forwards and future contract | Lecture | I.M.Pandey, Adv. Financial Mgt, Vikas publishing house, New Delhi. |
| 08/01/2018 13/01/2018 | 5 | 1 | Introduction | Option, Traders in futures and option markets, functions of derivatives market | Chalk & talk | I.M.Pandey, Adv. Financial Mgt, Vikas publishing house, New Delhi. |
| 15/01/2018 20/01/2018 | 5 | 1 | Introduction | World derivatives market | Lecture | SSS Kumar, Derivatives |
| 22/01/2018 27/01/2018 | 5 | 1 | Introduction | Evolution of derivatives market in India | Lecture, Chalk & talk | Parasuraman, Derivatives |
| 29/01/2018 03/02/2018 | 5 | 2 | Forwards & Futures contract | Valuation of forwards & futures | Lecture | R Mahajan, Futures & options, Vision books pvt.ltd. New Delhi |
| 05/02/2018 10/02/2018 | 5 | 2 | Forwards & Futures contract | Stock index futures, Valuation of stock index futures | Lecture, Chalk & talk | D C Patwari, Options & futures in an Indian perspective, Jaico publishers |
| 12/02/2018 17/02/2018 | 5 | 2 | Forwards & Futures contract | Hedging using futures contract & stock index futures contract | Chalk & talk | Franklin R Edwards, Futures & options Tata McGraw Hill, New Delhi |
| 19/02/2018 24/02/2018 | 5 | 2 | Forwards & Futures contract | Adjusting the beta of portfolio using stock index futures | Lecture, Chalk & talk | R Mahajan, Futures & options, Vision books pvt.ltd. New Delhi |
| 26/02/2018 03/03/2018 | -- | -- | -- | Cultural and sports | -- | -- |
| 05/03/2018 10/03/2018 | 5 | 3 | Options contracts | Characteristics of option contracts, buyer & seller attitudes, option pricing | Lecture | John C Hull, Fundamentals of futures & options markets, Pearson Education, New Delhi |

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| 12/03/2018 17/03/2018 | -- | -- | -- | I INTERNAL ASSESSMENT | -- | -- |
| 19/03/2018 24/03/2018 | 5 | 3 | Options contracts | Risk & return on equity option, Pay-off-on options, option trading strategies | Chalk & talk | N.D.Vohra&B.R.bagri, Futures & Options, Tata McGraw Hill, New Delhi |
| 26/03/2018 31/03/2018 | 5 | 4 | Valuation of options | A graphic analysis of call & put values, characteristics of option values | Lecture | William F Sharpe, Gordon J Alexander & Jeffery V bailey, Investments, Prentice Hall New Delhi |
| 02/04/2018 07/04/2018 | 5 | 4 | Valuation of options | Models of valuation of option, binomial option pricing model | Lecture, Chalk & talk | V K Bhalla, Financial derivatives & risk mgt., S Chand, New Delhi |
| 09/04/2018 13/04/2018 | -- | -- | -- | II INTERNAL ASSESSMENT | -- | -- |
| 16/04/2018 21/04/2018 | 5 | 4 | Valuation of options | Applicability of black & Scholes model | Chalk & talk | Prafulla Kumar Swain, Fundamentals of derivatives, HPH |
| 23/04/2018 28/04/2018 | 5 | 5 | Trading risks & regulations | Trading mechanism, types of orders, risk in derivative trading | Lecture | V K Bhalla, Financial derivatives & risk mgt., S Chand, New Delhi |
| 30/04/2018 02/05/2018 | 5 | 5 | Trading risks & regulations | Regulations on derivatives & recent trends in derivative market in India | Chalk & talk | Chance, Introduction to derivatives & risk mgt., Thomson learning |



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|------------------------------|---------------------------------------|
| PROGRAMME / SEMESTER | M.COM / IV SEMESTER |
| Subject Code | CMS 556 : PORTFOLIO MANAGEMENT |
| Total number of Hours | 60 HOURS |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|--------------------|-------------|------------------------|---|-----------------------|---|
| 03/01/2018 06/01/2018 | 5 | 1 | Portfolio construction | Markowitz model – efficient frontiet – graphical presentation | Lecture | Francis Jack Clark, Investment – analysis & mgt. (McGraw hill) |
| 08/01/2018 13/01/2018 | 5 | 1 | Portfolio construction | Portfolio diversification – indifference curves – utility analysis | Chalk & talk | Machiraju, Indian financial system (Vikas publishing house) |
| 15/01/2018 20/01/2018 | 5 | 1 | Portfolio construction | Sharp's single index model – diversification – constructing optimal portfolio | Lecture, Chalk & talk | Sharpe William F, Alexander Gordon J, Bailey Jeffrey V, investments (Prentice hall) |
| 22/01/2018 27/01/2018 | 5 | 2 | Capital market theory | Capital asset pricing model (CAPM) : Assumption of CAPM – risk free asset | Lecture, Chalk & talk | Hampton John, Financial decision making (Prentice hall) |
| 29/01/2018 | 5 | 2 | Capital | Risk free lending | Lecture | Van Horn |

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| 03/02/2018 | | | market theory | &borrowing – Capital Market Line (CML) – Security Market Line (SML) | | James C, Financial mgt. & policy (Prentice hall) |
| 05/02/2018 10/02/2018 | 5 | 2 | Capital market theory | Shifts in security market line – empirical tests of CAPM – zero beta version of CAPM | Lecture, Chalk & talk | Sharpe William F, Alexander Gordon J, Bailey Jeffrey V, investments (Prentice hall) |
| 12/02/2018 17/02/2018 | 5 | 2 | Capital market theory | Imposing restriction on risk – free borrowing – consumption oriented CAPM, multi beta CAPM | Chalk & talk | Machiraju, The working of stock exchange in India (Wiley) |
| 19/02/2018 24/02/2018 | 5 | 3 | Factor models | Factor models & return generating process – One factor models – Multiple factor models | Lecture, Chalk & talk | Van Horn James C, Financial mgt. & policy (Prentice hall) |
| 26/02/2018 03/03/2018 | -- | -- | -- | Cultural and sports | -- | -- |
| 05/03/2018 10/03/2018 | 5 | 3 | Factor models | Sector factor models – factor models & equilibrium | Lecture | Prasanna Chandra, Investment – analysis& mgt. |
| 12/03/2018 17/03/2018 | -- | -- | -- | I INTERNAL ASSESSMENT | -- | -- |
| 19/03/2018 24/03/2018 | 5 | 4 | Arbitrage pricing theory | Principle of arbitrage – constructing arbitrage portfolios | Chalk & talk | Francis Jack Clark, Investment – analysis & mgt. (McGraw hill) |

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| 26/03/2018 31/03/2018 | 5 | 4 | Arbitrage pricing theory | Pricing effects & interpreting APT pricing equations – synthesis of APT & CAPM | Lecture | Sharpe William F, Alexander Gordon J, Bailey Jeffrey V, investments (Prentice hall) |
| 02/04/2018 07/04/2018 | 5 | 5 | Portfolio performance evaluation & portfolio revision | Measures of return – rupee weighted returns | Lecture, Chalk & talk | Sharpe William F, Alexander Gordon J, Bailey Jeffrey V, investments (Prentice hall) |
| 09/04/2018 13/04/2018 | -- | -- | -- | II INTERNAL ASSESSMENT | -- | -- |
| 16/04/2018 21/04/2018 | 5 | 5 | Portfolio performance evaluation & portfolio revision | Time weighted returns – risk adjusted measures of performance | Chalk & talk | Van Horn James C, Financial mgt. & policy (Prentice hall) |
| 23/04/2018 28/04/2018 | 5 | 5 | Portfolio performance evaluation & portfolio revision | Sharpe's measures, Treynor's measures, Jensen's measures & Fama's measures | Lecture | Machiraju, The working of stock exchange in India (Wiley) |
| 30/04/2018 02/05/2018 | 5 | 5 | Portfolio performance evaluation & portfolio revision | Portfolio revision – formula plans | Chalk & talk | Hampton John, Financial decision making (Prentice hall) |

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JANUARY 2018_MAY 2018

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| PROGRAMME / SEMESTER | M.COM / IV |
| Subject Code | CMS557, Organisational Behaviour |
| Total number of Hours | 60 Hours |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|--------------------|-------------|---|---|-----------------------------------|---|
| 03/01/2018 06/01/2018 | 3 | I | An Overview of Organisational Behavior | Concepts, approaches, Consistency Vs Individual Differences in Human Behaviour | Lecture Method, PPT | Robbins S.P., and Judge T.A., Essentials of 'Organizational Behaviour', Pearson. |
| 08/01/2018 13/01/2018 | 5 | | | Tools for Learning about Behaviour in Organisations, Psychological contract | Lecture Method, PPT | Jex S.M., 'Organisational Psychology', John Wiley |
| 15/01/2018 20/01/2018 | 5 | | | Challenges and opportunities for organizational behaviour | Lecture Method, PPT | Robbins S.P., and Judge T.A., Essentials of 'Organizational Behaviour', Pearson. |
| 22/01/2018 27/01/2018 | 5 | II | Individual Behaviour | biographical characteristics, ability, job fit, traits and determinants of personality | Lecture Method, PPT | Adler N.J., International Dimensions of Organisational Behaviour, (Kent) |
| 29/01/2018 03/01/2018 | 5 | | | Personality-Job fit Theory- person-organization fit, Perception, | Lecture Method, CASE STUDY | Senge Peter M., The Fifth Discipline |

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| | | | | Hallucination, Learning, Adult Learning CURVE, Values and attitudes, sources and types of values and attitudes, | | (Doubleday) |
| 05/02/2018 10/02/2018 | 5 | | | emotional intelligence, pygmalon effect, job satisfaction, job involvement and organisational commitment, Attribution theory, stereotypes, coaching mentoring and counseling, Employee Involvement and Empowerment, | Lecture Method, CA SE STUDY | Robbins S.P., and Judge T.A., Essentials of 'Organizational Behaviour', Pearson. |
| 12/02/2018 17/02/2018 | | | | I INTERNAL ASSESSMENT | | |
| 19/02/2018 24/02/2018 | 5 | III | Group behaviour | Concept of Group, Stages of Group Development, Group Behaviour Model, Group Decision Making, Teams Vs Groups, Team Effectiveness Model | Lecture Method, CA SE STUDY | Senge Peter M., The Fifth Discipline (Doubleday) |
| 26/02/2018 03/03/2018 | Cultural and sports | | | | | |
| 05/03/2018 10/03/2018 | 5 | | | Interpersonal Relations, Johari Window, TA, Conflict Process, Negotiation and Bargaining | Lecture Method, CA SE STUDY | Adler N.J., International Dimensions of Organisational Behaviour, (Kent) |
| 12/03/2018 17/03/2018 | | | | II INTERNAL ASSESSMENT | | |
| 19/03/2018 24/03/2018 | 5 | IV | Bases of Power | Power and Influence, Power Tactics, Organisation System; Organisation Design, New Work Designs and Technology, Tasks Characteristics | Lecture Method, CA SE STUDY | Schein E H ., Organisational Psychology, (Prentice- Hall) |

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| | | | | Theories, Work Space Design, organizational designs and employee behaviour | | |
| 26/03/2018 31/03/2018 | 5 | | | Flex time, quality of work life and workplace stress, Telecommuting, work-life balance, Learning Culture. | Lecture Method, CA SE STUDY | |
| 02/04/2018 07/04/2018 | 5 | | | Alcoholism and Drug Abuse Organisation Culture, Types and Functions of Culture, | Lecture Method, CA SE STUDY | |
| 09/04/2018 13/04/2018 | 5 | V | Organizational Change | Forces for Change, Lewin's 3-step Model, Kotter's 8 -step plan, Managing Change, Impression Management. | Lecture Method, CA SE STUDY | Luthans F., 'Organizational Behaviour', McGraw- Hill. |
| 16/04/2018 21/04/2018 | | | | ASSIGNMENTS | | |
| 23/04/2018 28/04/2018 | | | | Innovation in Organizations, Organizational Citizenship Behaviors, Psychological Capital. | Lecture Method, CA SE STUDY | Cranny C J, Smith P.C. and Stone E F (eds), Job Satisfaction (Lexington Books) |
| 30/04/2018 02/05/2018 | 5 | | | REVISION | Interaction with the students | |

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|------------------------------|------------------------------------|
| PROGRAMME / SEMESTER | M.COM / IV |
| Subject Code | CMS558 / Labour Legislation |
| Total number of Hours | 60 Hours |

| Planned Date | No of Hours | Unit | Unit Heading | Details | Method | Reading/ Reference |
|--------------------------|--------------------|-------------|--|--|----------------------------|--|
| 03/01/2018 06/01/2018 | 3 | I | Labour Laws | Growth of Labour Legislation in India, Principles of Labour Legislation, Scope, Indian Constitution and Labour Legislation | Lecture Method, CASE STUDY | Malik P L, Handbook of Industrial and Labour Law,- Manas |
| 08/01/2018 13/01/2018 | 5 | | | Administration of Labour Legislation in India | Lecture Method, CASE STUDY | Mishra S N, Labour and Industrial Law- Allahabad Law Agency |
| 15/01/2018 20/01/2018 | 5 | | | Enactment and Enforcement of Labour Laws, ILO and Labour Legislation Recent Trends | Lecture Method, CASE STUDY | Maheshwari, Industrial Law,- National Publishing House |
| 22/01/2018 27/01/2018 | 5 | II | Legislation Regulating Working Conditions in Factories | The Factories Act, 1948, Preliminary, Inspecting Staff, Health, Safety and Welfare | Lecture Method, CASE STUDY | Chawla and Garg, Industrial Law- Kalyani |
| 29/01/2018 03/02/2018 | 5 | | | Hazardous Process, Working Hours of Adults, Employment of young Person | Lecture Method, CASE STUDY | Kapoor N D, Handbook of Industrial Law,- Sultan Chand and Sons |
| 05/02/2018 10/02/2018 | 5 | | | Annual Leave, Penalties | Lecture Method, CASE | Malik P L, Handbook of Industrial and |

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| | | | | | STUDY | Labour Law,- Manas |
| 12/02/2018 17/02/2018 | 5 | | | I INTERNAL ASSESSMENT | | Chawla and Garg, Industrial Law- Kalyani |
| 19/02/2018 24/02/2018 | 5 | III | Social Security Legislation | The Workmen's Compensation Act, 1923 Important Provisions, New Pension Scheme, Recent amendments | Lecture Method, CASE STUDY | Maheshwari, Industrial Law,- National Publishing House |
| 26/02/2018 03/03/2018 | Cultur al and sports | | | | | |
| 05/03/2018 10/03/2018 | 5 | | | The Employees Provident Funds and Miscellaneous Provisions Act, 1952, The Payment of Gratuity Act, 1952, The Maternity Benefit Act, 1961, The Employees State Insurance Act, 1948 | Lecture Method, CASE STUDY | Kapoor N D, Handbook of Industrial Law,- Sultan Chand and Sons |
| 12/03/2018 17/03/2018 | | | | II INTERNAL ASSESSMENT | | |
| 19/03/2018 24/03/2018 | 5 | IV | Legislation Pertaining to Wages and Bonus | The Payment of wages Act, 1936, The Minimum Wages Act, 1948, The Payment of Bonus Act, 1965 | Lecture Method, CASE STUDY | Kapoor N D and Tripathi P C, Industrial Laws and Practice,- Sultan Chand and Sons |
| 26/03/2018 31/03/2018 | 5 | | | Main Provisions, Recent amendments and Case Laws. | Lecture Method, CASE STUDY | Maheshwari, Industrial Law,- National Publishing House |
| 02/04/2018 07/04/2018 | 5 | V | Legislation Governing Industrial Relations | The Industrial Disputes Act, 1947, Preliminary Authorities, Strikes and Lockouts- Lay- offs, Retrenchment | Lecture Method, CASE STUDY | Chawla and Garg, Industrial Law- Kalyani |
| 09/04/2018 13/04/2018 | 5 | | | Unfair Labour Practices, Penalties, The Industrial Employment (Standing Orders) Act, 1946 | Lecture Method, CASE STUDY | Kapoor N D, Handbook of Industrial Law,- Sultan Chand and Sons |

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|--------------------------|---|--|--|---|---------------------------------------|--|
| 16/04/2018 21/04/2018 | 5 | | | The Trade Unions Act, 1926, Provisions, Interpretations and Case Laws, General Understanding of Other Labour Laws | Lecture Method, CASE STUDY | Kapoor N D and Tripathi P C, Industrial Laws and Practice,- Sultan Chand and Sons |
| 23/04/2018 28/04/2018 | 5 | | | The Child Labour (Prohibition and Regulations) Act, 1986, The Apprentices Act, 1961, Recent Amendments and case Laws | Lecture method, chalk and talk | Mishra S N, Labour and Industrial Law- Allahabad Law Agency |
| 30/04/2018 02/05/2018 | 5 | | | Revision | Interacti on with the students | |

