

**B.COM LOGISTICS & SUPPLY CHAIN MANAGEMENT**

Syllabus

AFFILIATEDCOLLEGES

**ProgramCode: \*\*\***

**2024–2025onwards**

**BHARATHIARUNIVERSITY**

**(A State University, Accredited with “A” Grade by NAAC,Ranked13thamongIndianUniversitiesbyMHRD- NIRF,**

**World Ranking: Times-801-1000, Shanghai-901-1000,URAP-982)**

**Coimbatore-641046,TamilNadu,India**

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| **ProgramEducationalObjectives (PEOs)** | |
| The**B.COMLOGISTICSANDSUPPLYCHAINMANAGEMENT**programdescribe accomplishments that graduates are expected to attain within five to seven years after  Graduation | |
| PEO1 | Studentswillable to understandtheconceptsofcommerce and Logistics |
| PEO2 | Toenhanceknowledgeandskillsamongstudentswhichbuilt confidentto Identify their career opportunities in multiple dimensions. |
| PEO3 | Studentswilldevelopanunderstandingofvariouscommerce functionsand Supply Chain Management |
| PEO4 | Empowerthestudentswithnecessarycompetenciesanddecision-making skills to foster the innovative thinking to become exporter and importer |
| PEO5 | Strengthenthestudentsto becomeexpert inthefieldofinternational communication with ethical consciousness. |

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| **ProgramSpecific Outcomes (PSOs)** | |
| AfterthesuccessfulcompletionofB.COMLOGISTICSANDSUPPLYCHAIN MANAGEMENT program, the students are expected to | |
| PSO1 | Toprovidestrongbaseonthecourserelevant totheareaofLogisticswhich helps to choose their career |
| PSO2 | Programmeaimstodevelopcomprehensiveprofessionalskillswhicharerequiredfor commerce (Logistics and Supply chain Management) graduates. |
| PSO3 | Programmeaimstodevelopcomprehensiveprofessionalskillswhicharerequired for commerce (logistics and supply chain management) graduates. |
| PSO4 | Studentswillbeableto provetheproficiencywiththeabilitytoengageexams like C.A, C.S and CMA |
| PSO5 | Studentscandointernationalbusiness-orientedresearchandconsequenceof this; theycan become Professors in Colleges and Universities. |

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| **ProgramOutcomes(POs)** | |
| OnsuccessfulcompletionoftheB.COMLOGISTICS AND SUPPLY CHAIN  MANAGEMENT program | |
| PO1 | Buildthewiderangeofknowledge intheareasofLogisticsandSupply chain Management and techniques to meet the current and future  requirementoftheindustry. |
| PO2 | Developthestrongknowledge intheareasofexport,import,foreignexchange, Customsprocedures,logisticsandsupplychainmanagementandrelatedareas. |
| PO3 | UnderstandthedynamicandcomplexworkingenvironmentofInternational Business. their professional career and growth. |
| PO4 | Disseminatestudentstodevelopdecisionmakingandproblem-solvingskillsto undertake their own venture as a feasible career option. |
| PO5 | Orientandmotivethestudentstodeveloptheneededknowledgein internationalbusinessandacademicstodeveloptheiremployments  Opportunity |

BComLogisticsandSupplyChainManagement2024-2025Onwards-AffiliatedCollege

**BHARATHIARUNIVERSITY, COIMBATORE 641046**

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**B.COM LOGISTICS & SUPPLYCHAINMANAGEMENT (OBE PATTERN)**

**(AffiliatedColleges)**



*(Forthestudentsadmitted fromthe academic year* ***2024–25****onwards)*

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| **Course**  **Code** | **TitleoftheCourse** | **Credits** | **Hours** | | **MaximumMarks** | | |
| **Theory** | **Practical** | **CIA** | **ESE** | **Total** |
| **FIRSTSEMESTER** | | | | | | | |
| I | Language-I | 4 | 6 | - | 25 | 75 | 100 |
| II | English-I | 4 | 6 | - | 25 | 75 | 100 |
| III | Core–I: Fundamentalsof Accountancy | 4 | 6 | - | 25 | 75 | 100 |
| III | CoreII:Introductionto  Logistics | 3 | 6 | - | 25 | 75 | 100 |
| III | AlliedPaperI:ITfor  Business | 3 | 4 | - | 25 | 75 | 100 |
| III | EnvironmentalStudies# | 2 | 2 | - |  | 50 | 50 |
|  | **Total** | **20** | **30** |  | **125** | **425** | **550** |
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| **SECONDSEMESTER** | | | | | | | |
| I | Language–II | 4 | 6 | - | 25 | 75 | 100 |
| II | English–II | 2 | 4 | - | 25 | 25 | 50 |
| III | CoreIII: Financial  Accounting | 4 | 6 | - | 25 | 75 | 100 |
| III | CoreIV:Principlesof Marketing | 4 | 5 | - | 25 | 75 | 100 |
| III | AlliedPaperII:Warehouse  Management | 3 | 5 | - | 25 | 75 | 100 |
| IV | ValueEducation–Human  Rights\* | 2 | 2 | - | - | 50 | 50 |
|  | Naan Muthalvan - Skill CourseEffectiveEnglish | 2 | 2 | - | 25 | 25 | 50 |
|  | **Total** | **21** | **30** |  | **150** | **400** | **550** |
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| **THIRDSEMESTER** | | | | | | | | | |
| I | Language-III | 4 | 4 | |  | **25** | | **75** | **100** |
| II | English-III | 4 | 4 | |  | **25** | | **75** | **100** |
| III | CoreV: HigherFinancial  Accounting | 4 | 6 | |  | **25** | | **75** | **100** |
| III | CoreVI: Executive  BusinessCommunication | 3 | 4 | |  | **25** | | **75** | **100** |
| III | CoreVII: Domestic  LogisticsManagement | 4 | 4 | |  | **25** | | **75** | **100** |
| IV | Allied:III: BusinessEconomics | 3 | 4 | |  | **25** | | **75** | **100** |
| IV | Tamil\*\*/ Advanced Tamil\*(OR)Non- major elective-I(YogaforHuman Excellence) \*/ Women’s  Rights\* | 2 | 2 | |  | **-** | | **50** | **50** |
|  | NaanMudhalvanskill course | **2** | **2** | |  | **25** | | **75** | **100** |
|  | **Total** | **26** | **30** | |  | **175** | | **575** | **750** |
| **FOURTHSEMESTER** | | | | | | | | | |
| I | Language-IV | 4 | 4 |  | | | 25 | 75 | 100 |
| II | English-IV | 4 | 4 |  | | | 25 | 75 | 100 |
| III | CoreVIII:Cost  Accounting | 4 | 5 |  | | | 25 | 75 | 100 |
| III | CoreIX: ImportandExport  Documentation | 4 | 5 |  | | | 25 | 75 | 100 |
| III | CoreX: Organizational  Behavior | 4 | 4 |  | | | 25 | 75 | 100 |
| III | Allied:IV:Mercantile Law | 3 | 4 |  | | | 25 | 75 | 100 |
| IV | Tamil\*\*/Advanced Tamil\* (OR)Non-majorelective-II  (GeneralAwareness\*) | 2 | 2 |  | | | - | 50 | 50 |
|  | NaanMuthalvan–Skill  CourseOfficeFundamentals | **2** | **2** |  | | | **25** | **75** | **100** |
|  | **Total** | **27** | **30** |  | | | **175** | **575** | **750** |
| **FIFTHSEMESTER** | | | | | | | | | |
| III | CoreXI: Management  Accounting | 4 | 6 |  | | | 25 | 75 | 100 |
| III | CoreXII: Productionand  MaterialManagement | 4 | 5 |  | | | 25 | 75 | 100 |
| III | CoreXIII: MarineInsurance | 4 | 5 |  | | | 25 | 75 | 100 |
| III | CoreXIV: Transportation and Distribution  Management | 4 | 6 |  | | | 25 | 75 | 100 |
| III | Core XV: Business  ApplicationSoftware I | 3 | 3 |  | | | 20 | 55 | 75 |
|  | Elective–I: | 4 | 3 |  | | | 20 | 55 | 75 |
|  | NaanMudhalvanskill  Course | 2 | 2 |  | | | 25 | 75 | 100 |
| **Total** | | **25** | **30** |  | | | **165** | **485** | **650** |
| **SIXTHSEMESTER** | | | | | | | | | |
| III | CoreXVI :TotalQuality  Management | 4 | 6 |  | | | 25 | 75 | 100 |
| III | CoreXVII: International | 4 | 6 |  | | | 25 | 75 | 100 |

BComLogisticsandSupplyChainManagement2024-2025Onwards-AffiliatedCollege

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|  | BusinessStrategy |  |  |  |  |  |  |
| III | CoreXVIII: AirCargo  LogisticsManagement | 4 | 5 |  | 25 | 75 | 100 |
| III | Core XXI: Business ApplicationSoftwareII | 3 | 3 |  | 20 | 55 | 75 |
| III | Elective–II: | 3 | 4 |  | 20 | 55 | 75 |
| III | Elective–III: | 3 | 4 |  | 20 | 55 | 75 |
| V | ExtensionActivities\*\* | 2 | - |  | 50 | - | 50 |
|  | NaanMuthalvan |  | 2 |  | 25 | 75 | 100 |
|  | Total | **25** | **30** |  | **210** | **465** | **675** |
| **GrandTotal** | | **144** | **180** |  | **1000** | **2925** | **3925** |
| **\*NoContinuousInternalAssessment(CIA).OnlyUniversityExaminations.** | | | | | | | |
| **\*\*NoUniversityExaminations.OnlyContinuousInternalAssessment(CIA).** | | | | | | | |

* **English II-University semester examination will be conducted for 50 marks (As per existing**

**pattern of Examination) and it will beconverted for 25marks.**

* **Naan Mudhalvan – Skill courses- external 75 marks will be assessed by Industry and internal will be**

**offered by respective course teacher.**

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| ListofElectivePapers (Collegescanchooseanyoneofthe  papera selective) | | |
| Elective–I | A | InternationalLogisticsManagement |
| B | ManagementInformationsystemforLogistics |
| C | CustomerRelationshipManagementinLogistics |
| Elective–II | A | SupplyChainManagementI |
| B | SupplyChainManagementII |
| C | CargoManagement |
| Elective–III | A | AgriculturalExportandImportManagement |
| B | AgriculturalLogisticsandSupplyChainManagement |
| C | AgriculturalandFoodRetailing |

**SEMESTERI**

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| Courses | |  | IntroductiontoAccountancy | L | T | | P | C |
| Core | | | PrinciplesofAccountancy |  | 5 | | 0 | 0 |
| **Pre– requisite** | | | BasicknowledgeinAccountancy | Syllabus  version | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | |
| Themainobjectivesofthiscourseare to:   1. ToenablethestudentstolearnbasicPrinciplesofAccountancy. 2. Tomakethestudentsskillfullytoprepareandpresentthe finalaccountsofsole trader. 3. Tolearnabout varioustypesoferrorsandcalculation ofdepreciationin accounts. 4. Tounderstandaboutbankreconciliationstatementandaccountingfor professionals 5. Toprovideknowledgeaboutconsignmentandjointventures | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | RecallingAccountingConceptsandConventionsanduseAccounting  rulestorecordbusinesstransactions intheformofJournal, Ledger, subsidiary books and preparation of Trial Balance. | | | | | K1 | | |
| 2 | Understandingthestepsinvolvedinlocatingerrorsandpreparethem  tounderstandthepreparationoffinalaccountsforsoletraders. | | | | | K3 | | |
| 3 | OutlinetheconceptsofBillsofexchange,Averageduedateand  AccountCurrent | | | | | K2 | | |
| 4 | Examinetheconceptsofconsignmentandjointventure. | | | | | K4 | | |
| 5 | Analyzethebankreconciliationstatement,Receiptsandpayments, Income and expenditure and Balance sheet and accounting for  professionalstoenhancetheknowledge. | | | | | K4 | | |

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| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6-  Create | | |
| Unit:1 |  | 15 |
| IntroductionofAccountingandConcepts–Accountingconceptsandconventions –AccountingStandards–MeaningDouble entry system – Journal, Ledger, Subsidiary books, Trial Balance | | |
| **Unit-2** |  | 20 |
| FinalAccountsofsoletraderswithadjustmententries-RectificationofErrors. | | |
| **Unit-3** |  | 15 |
| Billsofexchange–Averageduedate–AccountCurrent. | | |
| **Unit-4** |  | 20 |
| ConsignmentsandJointVentures Accounts | | |
| **UNIT-5** |  | 20 |
| BankReconciliationStatement. -AccountsForNon-Profit Organization:ReceiptsandPayment,IncomeandExpenditurestatement | | |
| TotalLecturerHours | | 90 |
| **TextBook(S)** | | |
| 1 | N.Vinayakam,P.L.Mani,K.L.Nagarajan–PrinciplesofAccountancy–  S.Chand&CompanyLtd., | |
| 2 | T.S.Grewal–IntroductiontoAccountancy-  S.Chand&CompanyLtd.,3.R.L.Gupta,V.K.Gupta, | |
| 3 | M.C.Shukla–FinancialAccounting–Sultanchand&sons | |
| 4 | T.S.Grewal,S.C.Gupta,S.P.Jain–AdvancedAccountancy-  Sultanchand&sons | |
| **ReferenceBook(s):** | | |
| 1 | K.L.Narang,S.N.Maheswari-AdvancedAccountancy-Kalyanipublishers | |
| 2 | S.K.Maheswari,T.S.Reddy-AdvancedAccountancy-Vikaspublishers | |
| 3 | A.Murthy-FinancialAccounting–MarghamPublishers | |
| 4 | P.C.Tulsian-AdvancedAccountancy–TataMcGrawHillCompanies. | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **M** |
| **CO3** | **S** | **M** | **M** | **S** | **M** |
| **CO4** | **S** | **S** | **S** | **S** | **M** |
| **CO5** | **S** | **S** | **M** | **M** | **L** |

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| Courses | |  | **LOGISTICS** | L | T | P | | C |
| Core | | | **INTRODUCTIONTOLOGISTICS** |  | 5 | 0 | | 0 |
| **Pre– requisite** | | | **BASICSKNOWLEDGE OFLOGISTICS** | Syllabus  version | | 2024-2025  onwards | | |
| **CourseObjectives** | | | | | | | | |
| To acquaint the students with the challenges and opportunities they will face whenmanagingtheirlives,thetimeandskillsofotherpeople,andtheresources of an organization; to help the students understand management theory from functional perspectives; to provide students with opportunities to develop the basic managerial skills of planning, organizing, leading & controlling; to gain experience in working as part of a teamand to develop skills necessary for  effectiveworkteamperformance | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | Todescribetheevolutionandconceptsbehindlogisticsand  supplychainmanagementpracticesintoday'sbusiness environment | | | | | | K1 | |
| 2 | Todescribethekeylogisticsandsupplychainprocessesandthe  interfacesamongthem. | | | | | | K3 | |
| 3 | Toevaluatetheroleofintegratedlogisticsmanagementdecisions  inperformanceandcompetitiveadvantageofthefirm | | | | | | K2 | |
| 4 | Todiscusstheprinciplesandstrategiesthatguideplanningand  managementofaneffectivesupplychainnetwork | | | | | | K4 | |
| 5 | Todistinguishbetweenthevariouslogisticsprocesses(e.g.  inventorymanagement,transport,materialshandling,customer service) in a firm. | | | | | | K4 | |
| K1- Remember;K2- Understand;K3- Apply;K4- Analyze;K5- Evaluate;K6 - Create | | | | | | | | |
| Unit:1 | |  | | 15 | | | | |

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| Logistics-Definition-HistoryandEvolution-Objectives-Elements-activities importance- The work of logistics-Logistics interface with marketing-retails  logistics-Emergingconceptinlogistics. | | | |
| **Unit-2** | |  | 15 |
| LogisticsManagement-Definition-Achievementofcompetitiveadvantage  throughlogisticsFramework-RoleofLogisticsManagement-IntegratedLogistics Management- Evolution of the concept- model - process-activities | | | |
| **Unit-3** | |  | 12 |
| Outsourcinglogistics-reasons-Thirdpartylogisticsprovider-Fourthparty  Logisticsproviders(4pl)-Stages-Roleoflogisticsproviders | | | |
| **Unit-4** | |  | 15 |
| Logistics Strategy-Strategic role of logistics-Definition-role of logistics managersinstrategicdecisions-Strategyoptions,leanstrategy,AgileStrategies & Other strategies- Designing & implementing logistical strategy . | | | |
| **UNIT-5** | |  | 15 |
| Qualitycustomerservice& integrated logistics-customerservice-importance elements-theordercyclesystem-distributionchannels-FunctionsPerformed- Types designing- Logistical packaging | | | |
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| **TextBook(S)** | | | |
| 1 | DavidB.Grant,CheeYewWong,SustainableLogisticsandSupplyChain Management: Principles and Practices for Sustainable Operations and  Management | | |
| 2 | Kindle Edition Fundamentals of Logistics Management (The Irwin/Mcgraw-Hill Series in Marketing), Douglas Lambert, James R Stock,LisaM.Ellram,McGrawhill/Irwin,FirstEdition,1998.VinodV.  Sople(2009) | | |
| **ReferenceBook(s):** | | | |

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| 1 | FundamentalsofLogisticsManagement(TheIrwin/McGraw-Hill Series in Marketing), Douglas Lambert, James R Stock, Lisa M. Ellram, McGraw-Hill/Irwin, First Edition, 1998. Vinod V. Sople(2009) |
| 2 | Logistic Management (2nd Edn.) Pearson Limited.,.David J. Bloomberg,StephenLeMay& :Logistics,Prentice-HallofIndia Pvt Joe B. Hanna Ltd.,New Delhi, 2003. Donald J. Bowersox &  DavidJ.Closs |
| 3 | LogisticalManagement,TataMcGrawHillPublishingCo.Ltd,New Delhi, 2004 Satish C. Ailawadi & Rakesh Singh |
| 4 | LogisticsManagement,Prentice-HallofIndiaPvtLtd.,NewDelhi, 2005 Donald Waters : Logistics. Palgrave Macmillan, New York,  2004KrishnaveniMuthiah: |
| 5 | LogisticsManagement&WorldSeaborneTrade,Himalaya  PublishingHouse,Mumbai,1999 |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **M** |
| **CO3** | **S** | **M** | **M** | **S** | **M** |
| **CO4** | **S** | **S** | **S** | **S** | **M** |
| **CO5** | **S** | **S** | **M** | **M** | **L** |

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| Courses | |  | INFORMTATIONTECHNOLOGY | L | | T | | P | | C |
| Core | | | INFORMTATIONTECHNOLOGYFOR  BUSINESS |  | 5 | | 0 | | | 0 |
| **Pre – requisite** | | | Basics of Information Technology | Syllabus version | | | | 2024-  2025  onwards | | |
| **CourseObjectives** | | | | | | | | | | |
| Practicecorecompetenciesincomputingtoanalyze,design,develop,and implement secure Information Technology solutions.  Advanceprofessionallywithincreasedworkplacecontributions. Adapt to change through continued professional development.  Serveinprofessionorganizationsandlocalcommunities. | | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | | |
| 1 | Analyzeacomplexcomputingproblemandtoapplyprinciples  ofcomputingandotherrelevantdisciplinestoidentifysolutions. | | | | | | | | K1 | |
| 2 | Design, implement, and evaluate a computing-based solution to meeta givensetofcomputingrequirementsinthecontextofthe  program’sdiscipline. | | | | | | | | K3 | |
| 3 | Communicateeffectivelyinavarietyofprofessionalcontexts. | | | | | | | | K2 | |
| 4 | Recognizeprofessionalresponsibilitiesandmakeinformed  judgmentsincomputingpracticebasedonlegalandethical principles. | | | | | | | | K4 | |
| 5 | Functioneffectivelyasa memberorleaderofateamengagedin  activitiesappropriatetotheprogram’sdiscipline. | | | | | | | | K4 | |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6  – Create | | | | | | | | | | |
| Unit:1 | |  | | 15hours | | | | | | |
| ComputerConceptsandApplications:IntroductiontoInformationTechnology, Scope of IT in business -Categories of Machines- Servers- How Computers  work-Hardware-InputHardwareProcessingandMemory-Hardware:Storage | | | | | | | | | | |

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| Hardware,Outputhardware,Software-Systemsoftware,ApplicationSoftware, HistoryInput-Output devices- How the processor or CPU works:Control unit, ALUandRegisters –How memoryworks :RAM,ROM,Flash, FloppyDisks,  Harddisks,OpticalDisks,MagneticTapes,Smartcards,FlashMemoryCards | | |
| **Unit-2** |  | 15 |
| Introduction to Software: Introduction to Software: System Software, Components of System software-The operating system: What it does-Booting- User interface- CPU Management-File Management- Task Management: Multitasking, Multiprogramming, Timesharing, Multiprocessing, Formatting – System software: Device Drivers and Utility Programs- Desktop and Laptop- OperatingSystems:DOS,Networkoperatingsystems,windowsversions,UNIX,  Linux | | |
| **Unit-3** |  | 15 |
| ApplicationofITinfunctionalAreas:ITandMarketing,ITandFinance,ITand  OperationalManagement,ITandHumanResourceManagement –Enterprise Systems- Knowledge Management | | |
| **Unit-4** |  | 15 |
| DataCommunication,Networks,andInternetConcepts:DataCommunication, Networks and Internet Concepts: Benefits of Networks, Types of Networks, Types of LAN, Components of LAN, Topology of LAN, Analog and Digital signal- Internet Concepts: The internet and World Wide Web, Sending and Receiving E-mail, Search Engines, Other Internet Resources-FTP, Telnet, E-  Commerce.Networkandinternetsecurityissues,ExtranetandIntranet | | |
| **UNIT-5** |  | 15 |
| Programming Concepts and Tools: Introduction to Programming, Concepts, and Tools, Five-step programming, Design the program, code the program, test the program,Documentandmaintaintheprogram,Five generationsofprogramming languages, programming languages used today, Pseudo Code | | |
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| **TextBook(S)** | |
| 1 | AlexisLeon&MathewLoen,IntroductiontoComputerswithMS-  OFFICE-2000,TMH,-2001. |
| 2 | Williams/Sawyer,UsingInformationTechnology,2009. |
| 3 | Norton.P.,Introductiontocomputers,7Ed,TMH,2010. |
| 4 | Curin,D.P.,Foley,K.Sen,andC.S.Morin,Introductionto  InformationTechnology–BreakingWave,TMH,1999. |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **M** |
| **CO3** | **S** | **M** | **M** | **S** | **M** |
| **CO4** | **S** | **S** | **S** | **S** | **M** |
| **CO5** | **S** | **S** | **M** | **M** | **L** |

**SEMESTER-II**

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| Courses | |  |  | L | T | | P | C | |
| Core | | | FINANCIALACCOUNTING |  | 5 | | 0 | 0 | |
| **Pre– requisite** | | | BASICSOFACCOUNTANCY | Syllabus version | | | 2024-  2025  onwards | | |
| **CourseObjectives** | | | | | | | | |  |
| Themainobjectivesofthiscourseare to:   1. Toexplorevariousmethodsofcalculatingandrecording depreciation 2. Tomakethemtounderstandaboutroyaltiesandinvestment accounts 3. Toofferanideaaboutsingleentrysystemofaccounts 4. Topromoteknowledgeaboutdepartmentalandbranchaccounting 5. Toinculcateknowledgeabouthirepurchaseandinstallmentsystemof accounting | | | | | | | | |
| ExpectedCourseOutcomes: | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | Describingtheconceptsbasedondepreciationandits  methodsinbooksofaccounts. | | | | | **K1** | | |
| 2 | OutlineaboutthenatureofInvestmentandRoyalexcluding  Sublease. | | | | | **K2** | | |
| 3 | Identifyingtheessentialcharacteristicsofsingleentrysystem. | | | | | **K3** | | |
| 4 | Applyingthebasicconceptsofdepartmentalandbranch  accounting. | | | | | **K4** | | |
| 5 | Familiarizetheprocedurerelatingtohirepurchaseand  installmentinbooksofaccounts | | | | | **K2** | | |
| K1-Remember; K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate;  K6–Create | | | | | | | | |

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| Unit:1 |  | | 15 |
| Accountingfor Depreciation – DepreciationMeaning- Causes -need and significance of depreciation- methods of providing depreciation- Straight line,WrittendownValue,Annuity,Sinkingfund(Excludingchangingmethod  ofDepreciation).ReservesandProvision | | | |
| UNIT-2 |  | | 15 |
| SingleEntrysystem-meaningandfeatures-Statementofaffairsmethodand  Conversionmethod | | | |
| **Unit-3** |  | | 15 |
| Departmentalaccounts–transfersatcostorsellingprice–Branchexcluding  foreignbranches | | | |
| **Unit-4** |  | | 15 |
| HirepurchaseandinstalmentsystemsincludingHirePurchasingTrading  account-GoodsonsaleorReturn | | | |
| **UNIT-5** | |  | 15 |
| RoyaltyincludingSublease-HumanResourceAccountingandInflation  Accounting(Theoryonly) | | | |
|  | | |  |
| **TextBook(S)** | | | |
| 1 | AdvancedAccountancy-R.L.Gupta&M.Radhasamy | | |
| 2 | AdvancedAccountancy-S.P.Jain&K.L.Narang | | |
| **ReferenceBook(s):** | | | |
| 1 | AdvancedAccountancy-M.C.Shukla&T.S.Grewal | | |
| 2 | FinanacialAccounting-T.S.Reddy&A.Murthy | | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **M** | **S** | **S** | **M** |
| **CO3** | **S** | **M** | **M** | **S** | **M** |
| **CO4** | **S** | **S** | **S** | **S** | **M** |

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| **CO5** | **S** | **M** | **M** | **M** | **L** |

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| Courses | |  |  | L | T | P | | C |
| Core | | | **PRINCIPLESOFMARKETING** |  | 5 | 0 | | 0 |
| **Pre – requisite** | | |  | Syllabus version | | 2024-  2025  onwards | | |
| **CourseObjectives** | | | | | | | | |
| Themainobjectivesofthiscourseareto:   1. Toconceptualizeanideaaboutmarketingandrelatedterms 2. Toprovideinsightaboutvariousformsandtypesofmarketing 3. Toanalyzevariouscomponentsofmarketingchannels 4. Tounderstandvariousconceptsrelatingtoconsumerbehavior 5. Tointroducethecomponentsofmarketingmix 6. Tounderstandtheimportanceofretailingintoday’scontext   Tounderstandemergingmarketingtrendsandregulatorymechanisms | | | | | | | | |
| **ExpectedCourseOutcomes:** | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | Definingthevariousconceptsandtermsrelatedtomarketing | | | | | | K1 | |
| 2 | Explainingaboutvariousmarketingfunctions | | | | | | K2 | |
| 3 | Understandingtermsofconsumerbehaviorandexaminedabout  differentconceptsrelatedtoconsumers. | | | | | | K2 | |
| 4 | Identifyingthemarketingmixanditselements | | | | | | K1 | |
| 5 | Understandingdifferentprovisionsrelatedtotrendsinemerging  markets. | | | | | | K2 | |
| **K1**-Remember;**K2**-Understand;**K3**-Apply;**K4**-Analyze;**K5**-Evaluate;  **K6**–Create | | | | | | | | |
| **Unit:1** | |  | | **18--hours** | | | | |
| Marketing–Definitionofmarketandmarketing-Importanceofmarketing–  ModernMarketingconcept-GlobalMarketing-MarketingEthics-Career | | | | | | | | |

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| OpportunitiesinMarketing-**MarketingandGovernment:BureauofIndian**  **Standards-Agmark** | | |
| **Unit:2** |  | **18--hours** |
| Marketingfunctions-Buying–Selling–Transportation–Storage–Financing–  RiskBearing–Standardization–MarketInformation | | |
| **Unit:3** |  | **18--hours** |
| ConsumerBehavior–meaning–Needforstudyingconsumerbehavior-Factors influencing consumer behavior-Market segmentation – Customer Relations  Marketing | | |
| **Unit:4** |  | **19--hours** |
| Marketing Mix – Productmix –Meaning of Product–Productlife cycle– Branding-labelling-PriceMix-Importance-Pricingobjectives-Pricingstrategies –Personal selling and Sales Promotion - Place mix-Importance of channels of  distribution–Functionsofmiddlemen–Importanceofretailingintoday’scontext | | |
| **Unit:5** |  | **15--hours** |
| New Approaches in Marketing: –E-marketing –Tele marketing -Web-Based Marketing-MultiLevelMarketing-SocialMediaMarketing–Neuro-marketing – Green marketing –Referral marketing- Socialresponsibility in marketing - Ethics in Marketing -Consumerism – Consumer Protecting – Rights of  consumers-ForwardTradinginCommodities | | |
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| **TextBook(S)** | | |
| 1 | MarketingManagement-RajanSexena | |
| 2 | PrinciplesofMarketing-PhilipKotler&GaryArmstrong | |
| 3 | MarketingManagement-V.S.RamasamyandNamakumari | |
| 4 | MarketingManagement–S.A.SherlekharandR.Krishnamoorthy,  HimalayaPublishingHouse | |
| **ReferenceBook(s):** | | |
| 1 | Marketing-WilliamG.Zikmund&MichaelD’Amico | |
| 2 | Marketing-R.S.N.Pillai&Bagavathi | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | S | S | M | S | S |
| **CO2** | S | S | M | S | M |
| **CO3** | S | S | S | M | M |
| **CO4** | S | S | M | M | M |
| **CO5** | S | S | S | S | M |

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| Courses | |  |  | L | T | P | | C |
| Core | | | **WAREHOUSEMANAGEMENT** |  | 5 | 0 | | 0 |
| **Pre – requisite** | | |  | Syllabus version | | 2024-  2025  onwards | | |
| **CourseObjectives** | | | | | | | | |
| Themainobjectivesofthiscourseare to:   1. Tounderstandthefundamentalconceptsofwarehousinganddevelopdecision-making skills related to warehousing operations 2. TounderstandthepurposeandnecessityofWarehouseManagementSystems (WMS) 3. Tolearnaboutwarehouseoperations,includingreceiving,picking,locating, organizing, and dispatching inventory 4. ToRecognizethestrategicimportanceofwarehousinginthesupplychain 5. Toanalysehowwarehouseinformationcanbeusedtoimproveoperational efficiency and strategic decision-making | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | Gainasolidunderstandingofthe fundamentalconcepts of  Warehousing | | | | | | K1 | |
| 2 | Gaininsightsintothelogicbehinddeterminingwarehouse  locationsandsequences | | | | | | K3 | |
| 3 | Gainpracticalknowledgeoftheequipmentcommonlyusedin  warehouseoperations | | | | | | K2 | |
| 4 | Gaininsightsintothesignificanceofwarehousesintheoverall  valuechainofabusiness | | | | | | K4 | |
| 5 | Developskillsinutilizingwarehouseinformationforeffective  decision-makingandprocessoptimization | | | | | | K4 | |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6  -Create | | | | | | | | |

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| Unit:1 | IntroductiontoWarehousing | 15 |
| Concepts – Decision making – Operations – Need for warehousing – Issuesaffectingwarehousing–Variouswarehousingfacilities –Differenttypes  ofwarehouses –Characteristicsofidealwarehouses. | | |
| **Unit-2** | WarehouseManagementSystems |  |
| Introduction–The necessityofWMS– Logicsofdetermininglocationsand sequences – Independent demand systems – Uncertainties in material management systems – Dependent demand systems – Distribution resource  planning. | | |
| **Unit-3** | WarehouseanditsOperations |  |
| Introduction–Objectives-WarehouseStructure-WarehouseOperations - Receivinginventory-Pickinginventory-Locatinginventory-Organising  inventory-Despatchinginventory-EquipmentUsedforaWarehouse. | | |
| **Unit-4** | StrategicAspectsofWarehousing |  |
| Introduction–Objectives-DifferentTypesofCustomersinWarehousing-  ImportanceofWarehouseinaValueChain -Warehouse Location-Modern Warehouse Operations - World class Warehousing | | |
| **UNIT-5** | Warehouseinformation |  |
| Introduction–Objectives-ImportanceofWarehouseInformation-Decision  MakingUsingWarehouseInformation-ICTApplicationsinaWarehouse | | |
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| **TextBook(S)** | | |
| 1 | MartinChristapher.LogisticsandSupplyChainManagement. | |
| 2 | PearsonRaghuramG.LogisticsandSupplyChainManagement.  Mac Millan | |
| 3 | Warehousemanagement–StudentStudyGuide–byGwynne  Richard | |
| 4 | .EssentialsofinventorymanagementbyMaxmuller—publishers-  HarperCollins | |

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| 5 | Warehousedistribution&operationshandbookbyDAVIDE  MULCAHY |
| 6 | InventorystrategybyEdwardHFrazelle |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **M** |
| **CO3** | **S** | **M** | **M** | **S** | **M** |
| **CO4** | **S** | **S** | **S** | **S** | **M** |
| **CO5** | **S** | **S** | **M** | **M** | **L** |

**SEMESTER-III**

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| Courses | |  |  | L | | T | P | C |
| Core | | | **HIGHERFINANCIALACCOUNTING** |  | | 5 | 0 | 0 |
| **Pre– requisite** | | |  | Syllabus  version | | 2024-2025  onwards | | |
| **CourseObjectives** | | | | | | | | |
| Themainobjectivesofthiscourseare to:   1. Toprovideinsightaboutmaintainingpartnershipaccounts 2. Topromoteunderstandingaboutmaintainingbooksofaccountsatthe time of retirement 3. Toofferunderstandingaboutdissolutionandinsolvencyofpartnership 4. Tofacilitateknowledgeaboutindividualinsolvencyandclaims 5. Topromoteknowledgeabouthumanresourceandinflationaccounting | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | Understandingthebasicconceptsofpartnerandprocedures  relatedtocalculationofratios. | | | | **K2** | | | |
| 2 | Acquiringtheprincipleatthetimeofretirementinthebooksof  Partner | | | | **K1** | | | |
| 3 | Analyzingdissolutionandinsolvencyoffirmsandindividuals. | | | | **K4** | | | |
| 4 | Evaluatetheinsolvencyorlossofindividualsorfirms | | | | **K5** | | | |
| 5 | Examinetheconceptsbasedonvoyage,Humanresourceand  inflationaccounting. | | | | **K4** | | | |
| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6–  Create | | | | | | | | |
| **Unit-1** | |  | | 15 | | | | |
| Introduction-AdmissionofaPartner-TreatmentofGoodwill-Revaluationof  Assetsand Liabilities -CalculationofRatiosforDistributionofProfits -Capital Adjustments. | | | | | | | | |

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| Unit-2 |  | 20 |
| Retirement of Partner - Calculation of Gaining Ratio- Revaluation of Assets and LiabilitiesTreatmentofGoodwill –AdjustmentofGoodwillthroughCapitalA/conly -  SettlementofAccounts-RetiringPartner’sLoanAccountwithequalInstallmentsonly | | |
| Unit:3: |  | 20 |
| Dissolution-InsolvencyofPartners-GarnerVsMurray-InsolvencyofallPartners  -DeficiencyA/c-.PiecemealDistribution-ProportionateCapitalMethodonly. | | |
| Unit-4 |  | 20 |
| InsolvencyofIndividualsandFirms | | |
| Unit-5 |  | 15 |
| VoyageAccounts–SocialAccounting-ResponsibilityAccounting | | |
| **TextBook(S)** | | |
| 1 | S.P.Jain&K.L.Narang,“AdvancedAccounting”,KalyaniPublications,  NewDelhi. | |
| 2 | Reddy&Murthy,“FinancialAccounting”,MarghamPublicatuions,Chennai,  2004. | |
| 3 | Dr.M.A.Arulanandam,Dr.K.S.Raman,“AdvancedAccountancyPart-I”,  HimalayaPublication,NewDelhi. | |
| **ReferenceBook(s):** | | |
| 1 | GuptaR.L.&RadhaswamyM.,”CorporateAccounts“,TheoryMethodand  Application-13thRevisedEdition2006,SultanChand&Co.,NewDelhi | |
| 2 | ShuklaM.C.,GrewalT.S.&GuptaS.L.,“AdvancedAccountancy”, S.  Chand&Co.,NewDelhi. | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **M** |
| **CO2** | **S** | **S** | **M** | **S** | **L** |
| **CO3** | **S** | **S** | **S** | **S** | **M** |
| **CO4** | **S** | **M** | **M** | **S** | **M** |
| **CO5** | **S** | **M** | **M** | **S** | **M** |

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| Courses | |  |  | L | T | | | P | C |
| Core | | | **EXECUTIVEBUSINESS**  **COMMUNIATION** |  | 5 | | | 0 | 0 |
| **Pre – requisite** | | |  | Syllabus version | | 2024-  2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| Themainobjectivesofthiscourseareto:   1. Toprovideinformationoneffectivebusinesscommunicationand techniques to respond tobusiness queries. 2. Toprovideknowledge aboutbanking correspondence and   company secretarialcorrespondence | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | Outlinetheimportanceofeffectivebusinesscommunication | | | | | | K2 | | |
| 2 | Understandtheintricaciesofrespondingtobusinessrelated  Queries | | | | | | K2 | | |
| 3 | Categorizingeffectivecorrespondencewithbanks,insuranceand  Agencies | | | | | | K3 | | |
| 4 | Examineeffectiveresponsetocompanysecretarial  Correspondence | | | | | | K4 | | |
| 5 | Analyzenewinnovativeandeffectiveideasforbusiness  Communication | | | | | | K4 | | |
| K1- Remember;K2- Understand;K3- Apply;K4- Analyze;K5- Evaluate;K6 - Create | | | | | | | | | |
| **Unit:1** | |  | | **8--hours** | | | | | |
| BusinessCommunication:Meaning–ImportanceofEffectiveBusiness  Communication-ModernCommunicationMethods –Business Letters:Need– Functions - Kinds - Essentials ofEffective Business Letters - Layout. | | | | | | | | | |
| **Unit:2** | |  | | **9--hours** | | | | | |

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| TradeEnquiries -OrdersandtheirExecution-CreditandStatusEnquiries – Complaints andAdjustments - Collection Letters – Sales Letters – Circular  Letters. | | | | | | | | |
| **Unit:3** |  | | | | | **8--hours** | | |
| BankingCorrespondence-InsuranceCorrespondence-AgencyCorrespondence. | | | | | | | | |
| **Unit:4** |  | | | | | **7--hours** | | |
| CompanySecretarialCorrespondence(IncludesAgenda,MinutesandReport  Writing) | | | | | | | | |
| Unit:5 |  | | | | | **11--hours** | | |
| ApplicationLetters–PreparationofResume-Interview:Meaning–Objectives and Techniques of  varioustypesofInterviews–PublicSpeech–Characteristicsofagoodspeech–  BusinessReportPresentations | | | | | | | | |
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| **TextBook(S)** | | | | | | | | |
| 1 | **RajendraPalKorahill**,“EssentialsofBusinessCommunication”,  SultanChand&Sons,NewDelhi, 2006. | | | | | | | |
| 2 | **Ramesh,MS,&C.CPattanshetti**,“BusinessCommunication”,  R.Chand&Co,NewDelhi,2003. | | | | | | | |
| **ReferenceBook(s):** | | | | | | | | |
| 1 | **RodriquezMV**,“EffectiveBusinessCommunicationConcept”Vikas  PublishingCompany,2003 | | | | | | | |
|  | | **PO1** | **PO2** | **PO3** | **PO4** | | **PO5** |  |
| **CO1** | | S | S | S | S | | S |
| **CO2** | | S | S | S | M | | M |
| **CO3** | | S | S | M | S | | S |
| **CO4** | | S | S | S | S | | S |
| **CO5** | | S | S | S | M | | M |

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| Courses | |  |  | L | T | P | C |
| Core | | | **DOMESTICSLOGISTICSMANAGEMENT** |  | 5 | 0 | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | |
| **CourseObjectives** | | | | | | | |
| Themainobjectiveis:  1.Toprovideknowledgeandinsightabouttheplanning,vehicleselectionin domestic logistics management | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | |
| 1 | Tounderstandthebasicconceptsofplanningandresourcing | | | | | K1 | |
| 2 | Togainpracticalknowledgeaboutthevehicleselction | | | | | K3 | |
| 3 | ToknowaboutthepreparationofDocumentationandto  understandtheinformationflow | | | | | K2 | |
| K1- Remember;K2- Understand;K3- Apply;K4- Analyze;K5-Evaluate;K6 – Create | | | | | | | |
| Unit:1 | |  | | 12 | | | |
| Planning and Resourcing: Need for Planning – Fleet management – Main types ofroadfreighttransport–Transportresourcerequirements –Vehicleroutingand scheduling issues – Data requirements – Manual methods of vehicle routing and scheduling – Computer routing and scheduling – Information system  applications–GPS–RFID | | | | | | | |
| **Unit-2** | |  | | 12 | | | |
| Vehicle Selection: Types of vehicles – Types of operations – Load types and characteristics –Maintypesofvehiclebody-Implicationsofvehicleselection–  Vehicleacquisition. | | | | | | | |
| **Unit-3** | |  | | 12 | | | |
| Vehicle Costing:Reasons for road freight transport vehicle costing – Maintypes ofcostingsystems –Vehiclestandingcosts –Vehiclerunningcosts –Overhead costs – Costing the total transport operation – Whole life costing – Vehicle cost  comparisons–Zero-basedbudget | | | | | | | |
| **Unit-4** | |  | | 12 | | | |

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| Documenting and Information Flow: Advices–Planning–FTL–LTL– Documentation–RoadReceipts/TruckReceipts/WayBills(RR/LR)- ConsignmentnoteCMR(EU&Canada)Booking–Invoicing&InformationFlow-  LongHaul–Coordinationwithterminals ExceptionalLoads(ProjectCargo). | | | |
| **UNIT-5** | |  | 12 |
| Legislation:Operatorlicensing–Driverlicensing–Driver’shoursregulations–  Roadtransportdirective–Tachographs-Vehicledimensions. | | | |
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| **TextBook(S)** | | | |
| 1 | Logisticsoffacilitylocationandallocation/DileepR. Sule  (MarcelDekker) | | |
| 2 | Logistics&supplychainmanagement/MartinChristopher(PrenticeHall  FinancialTimes)34 | | |
| 3 | .Themanagementofbusinesslogistics/JohnJ.Coyle,EdwardJ.Bardi,C.  JohnLangley(WestPublishingCompany) | | |
| 4 | Manufacturingoperationsandsupplychainmanagement:theLEAN  approach/[editedby]DavidTaylorandDavidBrunt(ThomsonLearning | | |
| 5 | Operationsandprocessmanagement:principlesandpracticeforstrategic  impact/NigelSlack(FinancialTimesPrenticeHall) | | |
| 6 | 6.LogisticsandDistributionManagement:AlanRushton,PhilCroucher,  PeterBaker(CILT | | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **M** |
| **CO3** | **S** | **M** | **M** | **S** | **M** |
| **CO4** | **S** | **S** | **S** | **S** | **M** |

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| Courses | |  |  | L | T | P | | C |
| Core | | | **BUSINESSECONOMICS** |  | 5 | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | |
| **CourseObjectives** | | | | | | | | |
| ToexposestudentsofLogisticsandSupplyChainManagementtobasicMicro  EconomicsConceptsandinculcateandthe analyticalapproachtothesubject matter. | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | Tostimulatethestudent‘sinterestbyshowingtherelievable and  useofvariouseconomictheories. | | | | | | K1 | |
| 2 | Toapplyeconomicreasoningtoproblemsofbusiness. | | | | | | K3 | |
| 3 | Tounderstandtheconceptofdemandandsupply | | | | | | K2 | |
| 4 | Toknowthefactorsofproductionandeconomicsoflargescale  production. | | | | | | K4 | |
| 5 | To understand the concept of pricing under perfect and monopolisticcompetitionandTolearnfiscalpolicyofthe  Government | | | | | | K4 | |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6  – Create | | | | | | | | |
| Unit:1 | |  | | 15 | | | | |
| Introduction: Definition, Nature and Scope of Economics – Art or Science – Concepts - Tools of Economic Analysis – Micro and Macro Economics – DecisionmakinginBusiness –MeaningofBusinessEconomics-The Economic  System–ObjectivesoftheBusinessFirm | | | | | | | | |
| **Unit-2** | |  | |  | | | | |
| Demand Analysis: Types of Demand – Law of Demand – Demand curves - UtilityAnalysisofDemand–ElasticityofDemandandDemand Forecasting–  Productionfunctionandlawofreturns:Factorsofproduction–Lawofvariable | | | | | | | | |

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| proportions–Thelawofreturnstoscale–Economiesofscale –Consumer‘s  Equilibrium. | | |
| **Unit-3** |  |  |
| Analysis ofSupply:Supply– LawofSupply-supplyscheduleandsupplycurve – Determinants of supply – Measurement of Elasticity of supply – Market Structure – Equilibrium of firm and industry – Optimum firm – Pricing under  perfect&Monopolisticcompetition-Typesofsupplycurves. | | |
| **Unit-4** |  |  |
| CompetitionsAndTheoriesofFactorsOfProduction:PerfectCompetition–  ImperfectCompetition–TheoriesofRent,Wages,InterestandPopulation– National Income and Expenditure – Measurement – Fiscal policy method. | | |
| **UNIT-5** |  |  |
| Cost and Revenue: Concepts of Cost – Cost of Production in short and long period–Demandandrevenuecurves –Relationbetweenaverageand marginal revenue – Break Even Analysis. | | |
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| **TextBook(S)** | | |
| 1 | BusinessEconomicsbyT.Aryamala–vijayNicoleImprintsPrivate  Limited–Chennai. | |
| 2 | BusinessEconomicsbyDr.S.Sankaran–MargamPublication,  Chennai. | |
| 3 | BusinessEconomicsbyK.P.M.SundaramandSundharam-Sultan  chand&Co.,NewDelhi. | |
| 4 | .BusinessEconomicsbyMisra&Puri–HimalayaPublications,  Mumbai. | |
| 5 | .BusinessEconomicsbyP.N.Reddy&Appannaiah–S.Chand&  Co.,Chennai | |

**SEMESTER-IV**

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| Courses | |  |  | L | T | P | C |
| Core | | | **COSTACCOUNTING** |  | 5 | 0 | 0 |
| **Pre–**  **requisite** | | |  | Syllabus  version | 2024-2025  onwards | | |
| **CourseObjectives** | | | | | | | |
| Themainobjectivesofthiscourseare to:   1. Tounderstandtheconceptandvariouscomponentsofcosting 2. Toassistpreparationofaccountsunderprocesscosting 3. Tofamiliarizewiththetechniquesofoperatingcosting | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | |
| 1 | Recallvariousconceptsofcostingandcostingmethods | | | | | K1 | |
| 2 | Analyzethevariouselementsofcosting. | | | | | K4 | |
| 3 | Explainthelabourwagepaymentsystem | | | | | K2 | |
| 4 | Outlinethecostunderprocesscostingsystem | | | | | K2 | |
| 5 | Examineaboutoperationalcosting,contractcostingand  ReconciliationofCostandFinancialStatements | | | | | K4 | |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6  – Create | | | | | | | |
| Unit:1 | |  | | 15 hours | | | |
| IntroductionofCost AccountingDefinition-NatureandScope –Principlesof Cost Accounting – Cost Accounting and Financial Accounting - Cost Accounting Vs Management Accounting – Installation of Costing System –  ClassificationofCosts–CostCentre–ProfitCentre-PreparationofCostSheet. | | | | | | | |
| **Unit-2** | |  | | 15 hours | | | |
| CostSheetandMethodsofCostingPreparationofCostSheet-Tenders&  Quotations-ReconciliationofCostandFinancialAccounts –UnitCosting-Job Costing. | | | | | | | |
| **Unit-3** | |  | | 15 hours | | | |

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| Material Costing Material Control – Meaning and Objectives – Purchase of Materials–EOQ–StoresRecords–ReorderLevels–ABCAnalysis-Issueof Materials –Methods of Issue – FIFO – LIFO – Base Stock Method – Specific  PriceMethod–SimpleandWeightedAverageMethod | | | |
| **Unit-4** | |  | 15 hours |
| Labour Costing Direct Labour and Indirect Labour – Time Keeping – Methods andCalculationofWagePayments –Time Wages –PieceWages –Incentives– Different Methods of Incentive Payments - Idle time–Overtime – Labour  Turnover-Meaning,Causes | | | |
| **UNIT-5** | |  | 15 hours |
| OverheadsCostingOverheads –Definition–Classification–Allocationand Apportionment of Overheads – Basis of Apportionment – Primary and Secondary Distribution - Absorption of Overheads – Methods of absorption  PreparationofOverheadsDistributionStatement | | | |
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| **TextBook(S)** | | | |
| 1 | S.P.JainandKL.Narang,“CostAccounting”,KalyaniPublishers, New  Delhi.Edn.2005 | | |
| 2 | R.S.N.PillaiandV.Bagavathi,“CostAccounting”,S.Chandand  CompanyLtd.,NewDelhi.Edn.2004 | | |
| 3 | S.P.Iyyangar,“CostAccountingPrinciplesandPractice”,SultanChand,  NewDelhi.2005 | | |
| **ReferenceBook(s):** | | | |
| 1 | V.KSaxena&C.D.Vashist,“CostAccounting”,SultanChand,New  Delhi2005 | | |
| 2 | M.N.Arora,“CostAccounting”,SultanChand,NewDelhi2005. | | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
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| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | P | | C |
| Core | | | **IMPORTANDEXPORT**  **DOCUMENTATION** |  | 5 | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | |
| **CourseObjectives** | | | | | | | | |
| Themainobjectivesofthiscourseare to:   1. To understand registration formalities and develop strategies and preparations for export marketing 2. Tolearnaboutvariousexportdocumentationandexploreaboutimport documents, transport documents and freight declarations 3. Tounderstandtherequirementsandframeworkofdocumentationandto learn about the important terms used in export and import 4. TounderstandINCOTermsandtheresponsibilitiesandliabilitiesofvarious parties involved 5. Tounderstandexport-importstrategiesandpractices,includingexport marketingandlearnaboutcustomsclearanceproceduresforimportand   exportcargo | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | Abilitytoclassifydifferenttypesofexportsandimportsbasedon  variouscriteria | | | | | | K1 | |
| 2 | Proficiencyinunderstandingtheimportanceofcertificationand  compliancewithregulatoryrequirementsindocumentation processes | | | | | | K3 | |
| 3 | Knowledgeofimportanttermsandconceptsrelatedtoexport-  importtransactions | | | | | | K2 | |
| 4 | Understandtheresponsibilitiesandliabilitiesofvariousparties  involvedininternationaltradebasedonINCOterms | | | | | | K4 | |

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| 5 | Abilitytoformulateeffectiveexport-importstrategiesand  marketingplans | | | K4 |
| K1-Remember;K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6-  Create | | | | |
| Unit:1 | | IntroductiontoExportsandImports: | 15 | |
| Meaning and Definition of Export & Import – Classification – Strategy and PreparationforExportMarketing–Export MarketingOrganizations –Registration Formalities – IEC – RCMC – Export Licensing – Selection of Export Product – IdentificationofMarkets –MethodsofExporting–PricingQuotations –Payment Terms – Letter ofCredit - Liberalization of Imports – Negative List for Imports –  CategoriesofImporters–SpecialSchemesforImporters | | | | |
| **Unit-2** | | ExportImportDocumentation | 15 | |
| Aligned Documentation System – Commercial Invoice – Shipping Bill – CertificateofOrigin –ConsularInvoice –Mate’sReceipt–BillofLading–GR Form – Certification – Procedure for obtaining Certification – Types of Marine InsurancePolicies -ImportDocuments –TransportDocuments –BilltoEntry–  CertificateofInspection–CertificateofMeasurements –FreightDeclaration. | | | | |
| **Unit-3** | | Export-ImportProcedure | 15 | |
| Export Procedure & Documentation for export and import - Requirement and Framework of Documentation (aspects including DGFT requirements) - ADS (Aligneddocumentationsystem)-PrincipaldocumentsusedinExportProcedure - Auxiliary documents used in Export Procedure - Important documents used in Import Procedure - Important terms used in Export & Import - Processing an Export Order - Negotiation of Documents – EDI ( Electronic data  Interchange)-RoleofbankinanExport-ImportTransaction | | | | |
| **Unit-4** | | INCOTermsandotherprocedures | 15 | |
| INCOTerms-Responsibilitiesand LiabilitiesofShipper –Carrier-Custodianetc., terms andConditions of Carriage - Packing – marking – labelling - pre-shipment inspections - FERA & FEMA Legal & Commercial aspects of UCP600 (Uniform  customsandpracticefordocumentarycredits) | | | | |

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| **UNIT-5** | Export-ImportStrategies&Practices | 15 |
| Export- Import Strategies & Practices And Export Marketing – Customs ClearanceofImport&ExportCargoExportStrategyFormulationImportStrategy ( Sourcing Strategy) Clearance of Import Cargo Clearance of Export Cargo  CustomsValuationTheHarmonizedSystemCarnets | | |
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| **TextBook(S)** | | |
| 1 | HandbookofImport-ExportProcedures–MinistryofCommerce,-,  GovernmentofIndia,NewDelhi | |
| 2 | Export:What,WhereandHow,ParasRam,AnupamPublishers,Delhi | |
| 3 | Exports–DoitYourself,MahajanM.I.,SnowWhitePublications,  NewDelhi | |
| 4 | Import–DoitYourself,M.I.Mahajan,SnowWhitePublications,New  Delhi | |
| 5 | ExportMarketing,TASBalagopal,HimalayaPublishingHouse | |
| 6 | ExportDocumentationandProcedures,,NabhiPublications,New  Delhi | |
| 7 | RakeshMohanJoshi,InternationalBusiness,OxfordPublication. | |
| 8 | E.Johnson,Export/ImportProceduresAndDocumentation (Export/Import Procedures  & Documentation) | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | | P | | C |
| Core | | | **ORGANISTIONALBEHAVIOUR** |  | 5 | | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus  version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| 1. Togiveaninsightintohow individualbehaviorcanbe made meaningfulto increase organizational effectiveness. 2. Tounderstandgroupbehaviorintheorganization. 3. Tounderstandtheconceptsoforganizationalbehavioranditssystems | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | Applytheoriesandconceptsoforganizationalbehaviourin  workplacetocreateaneffectiveorganizationalenvironment. | | | | | | | K1 | |
| 2 | Analyzeworkplacebehavioursfromtheoreticalperspectiveofability,  learning,attitudeandvalues. | | | | | | | K3 | |
| 3 | Determinetheinfluenceofperception,personalityandemotionson workplace behaviour in order to exhibit positive behaviour and to  createsolutionsinachallengingcontext. | | | | | | | K2 | |
| 4 | Createaconduciveenvironmenttofacilitategroupfunctioning, articulate conflict management competencies in managing and  resolvingconflicts. | | | | | | | K4 | |
| 5 | Identifyforcesofchangeandmanageaplannedorganizational  change. | | | | | | | K4 | |
| K1-Remember;K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6-  Create | | | | | | | | | |
| Unit:1 | |  | | 15 | | | | | |
| Organisationalbehaviour - Definition - Need and importance of organizational behavior –Natureand scope – Elements of OB - Characteristics of OB– Process EvolutionandDevelopment-Framework–Challenges facedinOBOrganizational  behaviormodels. | | | | | | | | | |

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| **Unit-2** |  | 12 |
| Individualbehavior-Meaning- Factorsinfluence individualbehavior.Personality: Types–FactorsInfluencingpersonality–Theories–DeterminantsofPersonality. Attitudes: Features - Components – Types –Functions. Perceptions: Elements -  Significance-Process-DeterminantsofPerception. | | |
| **Unit-3** |  | 12 |
| Groupbehaviour-Definition–Nature-Characteristics–Need–Benefits–Functions  - Types – Group dynamics – Group decision making – Advantages and disadvantages–Process–Effectiveness –Teambuilding–Characteristicsofateam– Steps/ stages in team building – Group Vs Team. | | |
| **Unit-4** |  | 12 |
| Leadership: Meaning-Definition – Nature- Characteristics-Objectives -Role of a Leader-Qualitiesofaleader-Importance–Leadershipstyles –Theories–Leaders Vs Managers. Job satisfaction: Nature – Characteristics – Elements – Factors  influencingjobsatisfaction | | |
| **UNIT-5** |  | 12 |
| Organizationalculture:Definitions–Features–Components–TypesDeterminants- Functions.Organisationalclimate:Definition – Features – Elements – Characteristics of good and bad climate – Benefits of A good climate. Organizational culture Vs  Organisationalclimate. | | |
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| **TextBook(S)** | | |
| 1 | BalajiC.D.,2016.OrganizationalBehavior,MarghamPublications.2.  FredLuthans,2001.OrganisationalBehaviour,11thEdition,McGraw Hill. | |
| **ReferenceBook(s):** | | |
| 1 | PrasadLM,2011.OrganisationalBehaviour,5thEdition,SultanChand&  Sons. | |
| 2 | 2.Schermerhorn,HuntandOsborn,JohnWiley,2008.Organisational  Behaviour,9thEdition,OxfordHigherEducation. | |

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| 3 | UdaiPareek,2004.UnderstandingOrganisationalBehaviour,2ndEdition,  OxfordHigher |
| 4 | McShane&VonGlinov,2007.OrganisationalBehaviour,4thEdition,  TataMcGrawH |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | | P | | C |
| Core | | | **MERCANTILELAW** |  | 5 | | 0 | | 0 |
| **Pre– requisite** | | |  | Syllabus  version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| 1. TounderstandbasicconceptsaboutvariouslawslikeIndianContractAct 1872 2. Topromotetheknowledgeaboutprovisionsrelatingtoelementsofavalid contract 3. Toprovideanoutlineabouttheperformanceandbreachofcontract 4. Toprovideaninsight onprovisionsrelatingtotheformationofcontractof sale.   Togainknowledgeregardingessentialfeaturesofpartnershipandcompanyand  basicdocumentsofpartnershipandcompany. | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | RememberprovisionsrelatingtotheIndiancontractact1872. | | | | | | | K1 | |
| 2 | Understandtheessentialelementsofavalid contract | | | | | | | K2 | |
| 3 | Analysetheconditionsforperformanceofthecontractandbreach  ofcontract | | | | | | | K4 | |
| 4 | Applyvariousprovisionsregardingtheformationofcontractof  sale. | | | | | | | K3 | |
| 5 | Understandthegeneralnatureofpartnership,registrationand  dissolutionoffirm | | | | | | | K2 | |
| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6-  Create | | | | | | | | | |
| **Unit:1** | | **IndianContractAct1872** | | **20--hours** | | | | | |
| **LawofContract,1872:** Definitions-Essentialsofavalidcontract(Proposal,  Acceptance,Consideration, Freeconsent, CapacityofParties,Not herebydeclared tobeVoid)-KindsofContracts(Valid,Void,Voidable,NotVoidable)-Varietyof | | | | | | | | | |

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| Contracts(Contingent,Quasi,Bailment,Pledge,Indemnity,Agency)-Performance of Contract, contracts that need not to be performed-Breach of contract, consequences of breach, damages for breach of contract. | | | |
| **Unit:2** | **SaleofGoodsAct** | **20--** | **hours** |
| **Sale of Goods Act,1930**:Introduction, Definitions, Formation of Cntract, Distinction Between ‘Sale’ and ‘Agreement of Sell, Distinction Between Sale and Hire Purchase Agreement, Conditions and Warranties, express & implied conditions. Doctrines: Caveat emptor, Nemo dat -Transfer of Property and Possession, as between the seller and buyer Rights of an unpaid seller. right of an Unpaid Seller, Performance of Contract of Sales. | | | |
| **Unit:3** | **PartnershipAct** | **20--** | **hours** |
| **PartnershipAct,1932:**Definitions-Essentialsofpartnership-Kindsofpartnership (partnershipatwill,particularpartnership,limitedpartnership)-Rightsanddutiesof Partners-Relationofpartnerstothirdpersons(impliedauthorityofpartner,doctrine of holding out) -Incoming and outgoing partners (minor) - Admission of Partner, Retirement and DeathofPartner, Dissolutionoffirms (compulsory, byagreement, by court, by notice on happening of contingencies) | | | |
| **Unit:4** | **NegotiableInstrumentAct,** | **23--** | **hours** |
| **Negotiable Instrument Act, 1881:**Introduction, Definitions, Characteristics of NegotiableInstruments,ClassificationofNegotiableInstruments,PromissoryNote, Cheques-Parties of Negotiable Instrument- Holder, Holder in Due Course- Rules (as to negotiation, presentment, payment & interest, discharge, noting and protest, compensation, acceptance, payment for honour) - Special Rules of Evidence- Specialprovisionsrelatingtocheques&billsofexchange(dishonour,dutiesof  banker)-Provisionsastoforeigninstrument | | | |
| **Unit:5** | **ConsumerProtectionACT** | **20--** | **hours** |
| **ConsumerProtectionACT2019-**ConsumerProtectionAct,1986:Objectives,  featuresandstructure-Consumer’sProtectionAct,2006-Definitions-Consumer Commission(establishment,powersandfunctions,complaintsbeforecommission | | | |

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| anddisposal)-Provisionsastocompulsoryrecallofgoods-Dutiesandliabilitiesof provider of goods (return and refund of goods) -Offences and penalties -Contract between consumer and provider | | |
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| **TextBook(S)** | | |
| 1 | BusinessLaw,N.D.KapoorSultanChandFifthedition2007 | |
| 2 | ElementsofCommercialLaw,P.Saravanavel&SyedBandreAlam  HimalayanPublishingHouse2007 | |
| 3 | ElementsofMercantileLaw,N.D.KapoorS.ChandReprint 2008 | |
| **ReferenceBook(s):** | | |
| 1 | MercantileLawforCACommonProficiencyCTulsianTataMcGraw  HillPublishingco Ltd3rdreprint 2008 | |

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| **MappingwithProgrammeOutcomes** | | | | | |
| **COs** | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | S | S | S | S | S |
| **CO2** | S | S | M | S | S |
| **CO3** | S | M | M | S | M |
| **CO4** | S | S | S | S | S |
| **CO5** | S | S | S | S | S |

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| Courses | |  |  | L | T | | P | | C |
| Core | | | **MANAGEMENTACCOUNTING** |  | 5 | | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| Themainobjectivesofthiscourseare to   1. Tounderstandthevariouscomponentsofmanagementaccountingandrelated terms 2. Tounderstandanalysisusingratio,workingcapitalmanagementandmarginal costing 3. Tofamiliarizewithbudgetpreparationandbudgetarycontroltools | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | Outlinethevariousconceptsrelatingtomanagementaccounting | | | | | | | K1 | |
| 2 | Analyzefinancialstatementsusingratioanalysis | | | | | | | K3 | |
| 3 | Evaluatetheworkingcapitalmanagementofcompanie | | | | | | | K2 | |
| 4 | Comparingvariousalternativesusingmarginalcostinganddecision  Making | | | | | | | K4 | |
| 5 | Analyzenewbudgetandbudgetarycontrolfororganization | | | | | | | K4 | |
| K1- Remember;K2- Understand;K3- Apply;K4- Analyze;K5-Evaluate;K6 – Create | | | | | | | | | |
| Unit:1 | |  | | 15hours | | | | | |
| Introduction to Management Accounting Management Accounting – Meaning – Scope–Importance-Limitations-ManagementAccountingVsCostAccounting –  ManagementAccountingVsFinancialAccounting. | | | | | | | | | |
| **Unit-2** | | **Unit-2** | | 20 hours | | | | | |
| FinancialStatementAnalysisAnalysisandInterpretationofFinancialStatements –  NatureandSignificance–TypesofFinancialAnalysis –ToolsofAnalysis– Comparative Statements – Common Size Statement – Trend Analysis | | | | | | | | | |
| **Unit-3** | |  | | 19 hours | | | | | |

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| Ratio Analysis:Meaning– Advantages – Limitations – Types ofRatios – Liquidity Ratios–ProfitabilityRatios -TurnoverRatios–CapitalStructureRatios –Leverage  Ratios-PreparationofFinancialStatementsfromRatio | | | | | |
| **Unit-4** | | |  | | 18 hours |
| Fund Flow Analysis & Cash Flow Analysis Introduction, Meaning of Funds Flow Statement-Ascertainment of Flow of Funds -Technique of Preparing Funds Flow Statement- Schedule of Changes in Working Capital-Adjusted Profit and Loss Account-PreparationofFundsFlowStatement.CashFlowStatements:Meaning – Advantages – Limitations – Preparation of Cash Flow Statement as per AS 3 –  TypesofCashFlows -Operating, FinancingandInvestingCashFlows | | | | | |
| **UNIT-5** | | | |  | 18 hours |
| MarginalCosting:Meaning-Features–FixedCost,VariableCostandSemi  VariableCost-Contribution-MarginalCostEquation-P/VRatio- BreakEven Point - Margin of Safety | | | | | |
| **TextBook(S)** | | | | | |
| 1 | 1Dr.S.N.Maheswari.“ManagementAccounting”,SultanChand&  Sons,NewDelhi,2004. | | | | |
| 2 | SharmaandS.K.Gupta“ManagementAccounting”,KalyaniPublishers,New  Delhi,2006. | | | | |
| **ReferenceBook(s):** | | | | | |
| 1 | | S.P.JainandKL.Narang,“CostandManagementAccounting”, Kalyani  Publishers,NewDelhi. | | | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
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| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
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| Courses | |  |  | L | T | | P | | C |
| Core | | | **PRODUCTIONANDMATERIAL**  **MANAGEMENT** |  | 5 | | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| 1. UnderstandManufacturing4.0andappreciatetechnology integrationinsmart production 2. Understandthevariousproductionandoperationsdesigndecisionsandhow they relate to the overall strategies of organizations. 3. Understandtheimportanceofproductandservicedesigndecisionsandits impact other design decisions and operations. 4. Obtainanunderstandingofqualitymanagementpractice inorganizationsand how total quality management and six-sigma facilitate organizational effectiveness. 5. Understandtherolesofinventoriesandbasicsofmanaginginventoriesin   variousdemandsettings. | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | Understandthe knowledge oncore features ofthe operations and production management function at the operational and strategic levels, specifically the relationships between people, process, technology,productivityandqualityandhowitcontributestothe  competitivenessoffirms | | | | | | | K1 | |
| 2 | Studentswilldevelopanintegratedframeworkforstrategic  thinkinganddecisionmakingtoanalysetheenterpriseasawhole with a specific focus on production delivery processes | | | | | | | K3 | |
| 3 | Sensitivetotheimpactonenvironmentswhiledealingwith  production,useoftechnologyandwastemanagement | | | | | | | K2 | |

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| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6-  Create | | | | |
| Unit:1 | BASICSOFPRODUCTIONMANAGEMENT | | 15 | |
| Introduction-Nature-Strategies andforecasting-Scope-Manufacturingand productiontypes-PlantlocationandLayouts-Factors-Principles-Meaning-  Routing-SchedulingandDespatching | | | | |
| **Unit-2** | PRODUCTIONPLANNINGANDCONTROL | | 15 | |
| Introduction,meaningobjective,scope,importanceand procedureofproduction planning, routing, schedule, master production schedule, production, schedule, dispatch, follow up, production control-meaning, objectives, factor affecting  productioncontrol. | | | | |
| **Unit-3** | MATERIALMANAGEMENT | | | 15 |
| :Materials Handling - Importance - Principles - Criteria for selection of material handling equipment’s. Maintenance management cycle - Acts of maintenance- Benefits/limitations of maintenance-Maintenance Techniques-Types -Models of maintenance-CategorizationofmaintenanceTrendsinmaintenancemanagement- Maintenance economy Organizational responsibilities in maintenance management - Breakdown - Preventive - Routine - Methods study - Time study - Motion study. Basic concepts Productivity Work study-Method study- Work  measurement/timestudy | | | | |
| **Unit-4** | QUALITYCONTROL | | | 15 |
| - Introduction- Stages in Quality Control-Quality Control Functions- Quality Control Engineering-Inspection- Types of Inspection -New quality concepts-Qualityassurance-SQC(StatisticalQualityControl)-Computersin  ProductionPlants--CentralisedandDecentralised.TQM:Meaning-Objectives-  elements–Benefits.Benchmarking:Meaning-objectives–advantages.ISO: Features - Advantages - Procedure for obtaining | | | | |
| **UNIT-5** | |  | 15 | |
| ORGANISATIONOFMATERIALSMANAGEMENT-FundamentalPrinciples  -Structure-Integratedmaterialsmanagement.Purchasing–procedure-principles | | | | |

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| –importsubstitutionandimportpurchaseprocedure.Vendorrating -Vendor development. FunctionofInventory-Importance -Tools - ABC, VED, FSN Analysis - EOQ - Reorder point – Safety Stock - Lead time Analysis. Store keeping - Objectives - Functions - Store keeper - Duties – Responsibilities,  Locationofstore -StoresLedger-Bincard. | | |
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| **TextBook(S)** | | |
| 1 | VarmaandAgarwal-Productionmanagement. | |
| 2 | DesaiandRao-ModernProductionmanagement | |
| 3 | DattaA.K.-IntegratedmaterialManagement,AfunctionalApproach | |
| 4 | Dr.SarojKumar&PriyankaSingh,ProductionandMaterial  Management(ThakurPublications) | |
| 5 | James.L.Riggs-ProductionSystems-Planning,Analysis&Control | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
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| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | P | | C |
| Core | | | **MARINEINSURANCE** |  | 5 | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus  version | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | |
| ThemainObjectives:  1.Toexplorethe fundamentalsconceptofmarineinsurance,cargoclaimand types of marines losses | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | Thoroughlyunderstandthereasonsforandapplicationofmarine  insuranceinshippingbusiness. | | | | | | K1 | |
| 2 | Thoroughly understand the division of the market between Lloyds, insurancecompaniesandProtection&Indemnityassociations(P&I)  andtheirrespectiveorganisationalstructures. | | | | | | K3 | |
| 3 | BeawareoftheconceptofmutualityinP&Iassociations. | | | | | | K2 | |
| 4 | Understandtheroleandfunctionofaninsurancebroker | | | | | | K4 | |
| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6–  Create | | | | | | | | |
| Unit:1 | |  | | 15 | | | | |
| Marine Insurance Act 1963: Marnie Insurance Act, 1963 – Section of the Act – Section81:Effectofunderinsurance –Section67:Extentofliabilityofinsurerof loss – Section 71: Partial Loss of Goods, Merchandise etc – Section 72:  ApportionmentofValuation–OtherSectionsoftheAct | | | | | | | | |
| **Unit-2** | |  | | 15 | | | | |
| Key Professionals Connected with Cargo Claims: Marine Cargo Insurance claim process–ClaimSettlementProcess –InsuranceBrokers–Lossassessor/Surveyors– Average Adjustors – Maritime Lawyers – Salvors – Investigators – Tracers –  RecoveryAgencies | | | | | | | | |

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| **Unit-3** |  | 15 |
| InternationalLegislation/Rulesvis-à-visMarineInsurance:Acts,conventions,rules applicable for transit throughsea – Carriage ofGoods bySea – Other International  Conventions | | |
| **dUnit-4** |  | 15 |
| IndianLegislation/Rulesvis-à-visMarineInsurance:LegislationsgoverningMarine  InsuranceinIndia –Insurance Act1938–IRDARegulations –RailwaysAct1989– Carriage of goods by Road Act/Rules 2007 | | |
| **UNIT-5** |  | 15 |
| Types of Losses: Case - Leyland Shipping Co. Ltd. Vs. Norwich Union Fire InsuranceSocietyLtd,1918–MarineInsurance–TypesofLosses–TotalLosses  (Sec57&58oftheMIA) –PartialLosses(Section56ofMIA) | | |
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| **TextBook(S)** | | |
| 1 | MarineInsuranceByinstituteofchartedship Brokers | |
| 2 | .MarineInsuranceClausebyHudson | |
| 3 | .MarineCargoinsurancebyDuntjohn | |
| **ReferenceBook(s):** | | |
| 1 | MarineinsurancebyWhitherByPublishers UK | |
| 2 | CollectedpapersonMarineClaims ByGoodAcre.J.K | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | | L | T | P | | C |
| Core | | | **TRANSPORTATIONAND**  **DISTRIBUTIONMANAGEMENT** | |  | 5 | 0 | | 0 |
| **Pre– requisite** | | | |  | Syllabus  version | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| * Toexplorethe fundamentalconceptsoftransportationanddistribution management * Togainknowledgeinnetworkplanning,routingandschedulingand application of IT in transportation and distribution management | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | Developthevariousdistributionnetworkmodels | | | | | | | K1 | |
| 2 | Planforthedifferentdistributionnetworks | | | | | | | K3 | |
| 3 | Gainknowledgeaboutthedistributionrequirementsplanning. | | | | | | | K2 | |
| 4 | Illustrateonthevarious modesoftransportationandtheselection  decisions. | | | | | | | K4 | |
| 5 | Identifytheissuesinvolvedininternationaltransportation | | | | | | | K4 | |
| K1- Remember;K2- Understand;K3- Apply;K4- Analyze;K5- Evaluate;K6 - Create | | | | | | | | | |
| Unit:1 | |  | | | 15 | | | | |
| Introduction:SCM-Roleofdistributioninsupplychain–transportationmanagement –warehousing concepts – designing distribution channels – understanding distribution costs, Advantages ofdistribution models – disadvantages ofdistribution  models–pre-requisitesofdistribution–comparisonofdistributionnetworks. | | | | | | | | | |
| **Unit-2** | |  | | | 20 | | | | |
| DistributionNetworkPlanning:Various factorsindistribution –deliveryleadtime andlocalfacilities–optimizationapproachandtechniques –materialmanagement process – role of transportation – transportation principles and participants –  contributionofvariousagenciesintransportation. | | | | | | | | | |
| **Unit-3** | |  | | | 20 | | | | |

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| Transportation Models:Various models oftransportation (multimodaland intermodal) – merits of each all models of transportation – transportation performancecostsandvalue measures–understanding–comparing–cost  componentsofmultimodaltransportation. | | | | |
| **Unit-4** | |  | | 17 |
| Transportation Routing Decisions: Transportation administration – transportation operations management–consolidationoffreight– varioustrendsintransportation– application of information technology in transportation –- intelligent transport  managementsystem. | | | | |
| **UNIT-5** | | |  | 18 |
| Transit Operation Software’s: Geographic information systems – advanced fleet management-systems–intermodalfreighttechnology–transportsecurityinitiatives  androleoftechnology–variousinspectionsystems. | | | | |
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| **TextBook(S)** | | | | |
| 1 | SunilChopra,SupplyChainManagement | | | |
| 2 | Agarwal,LogisticsSupplyChainManagement | | | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | P | | C |
| Core | | | **BUSINESSAPPLICATIONSOFTWAREI** |  | 5 | 0 | | 0 |
| **Pre– requisite** | | |  | Syllabus  version | | 2024-2025  onwards | | |
| **CourseObjectives** | | | | | | | | |
| Themainobjectivesofthiscourseareto:  1.UnderstandthebasicframeworkandhowtoworkinMs-WordandMs-Excel. | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | ToknowthebasicsonMSWord | | | | | | K2 | |
| 2 | TostudyformattingfeaturesinMSWord | | | | | | K2 | |
| 3 | Tounderstandtheconceptofmailmerge | | | | | | K2 | |
| 4 | Togainknowledgeonexceloperations | | | | | | K2 | |
| 5 | ToacquireknowledgeonManagingandAnalyzingComplexWorksheet | | | | | | K2 | |
| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6–  Create | | | | | | | | |
| **Unit:1** | |  | | **9–hours** | | | | |
| **MicrosoftWord:**Basics-Creating Documents–Mouse,KeyboardOperations,  Keys–FormattingFeatures–Menus,Commands,ToolbarsandtheirIcons. | | | | | | | | |
| **Unit:2** | |  | | **8–hours** | | | | |
| CreatingTemplates,CreatingTables,ChangingFontandTextSize,BordersandShadings,Text  box,Formatting,Insertpicture. | | | | | | | | |
| **Unit:3** | |  | | **8–hours** | | | | |
| MailMerge-CreatingtheMainDocument–Creatingdatasource,Adding  fields,removingfields–MergingDocuments-Macros–InsertingHeadersandFooter– Recording macros. | | | | | | | | |
| **Unit:4** | |  | | **9--hours** | | | | |
| **MicrosoftExcel**:Introduction–Navigation,SelectingCells,EnteringandEditing | | | | | | | | |

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| Text,EnteringNumbersandFormulas–Alignments–Menus,Commands,Toolbars  andtheirIcons. | | |
| **Unit:5** |  | **9--hours** |
| **Spreadsheet:AnOverview**–CreatingWorksheet-ManagingandAnalyzing ComplexWorksheet–Creating Charts–Creating FormTemplates–  SharingDataBetweenApplications. | | |
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| **TextBook(S)** | | |
| 1 | **SanjaySaxena**,“MS-Office2000”,VikasPublishingHousePrivateLtd | |
| **ReferenceBook(s):** | | |
| 1 | **TimothyJ.O’LearyandLindaiO’Leary**,“MS-  Office“,IRWIN/McGrawHill. | |

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| **MappingCourseobjectivesandcourse**  **outcomes** | | | | | |
|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | S | S | M | M | M |
| **CO2** | M | S | S | M | M |
| **CO3** | S | M | M | M | M |
| **CO4** | M | S | M | M | M |
| **CO5** | S | M | M | M | M |

**SEMESTER-VI**

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| Courses | |  |  | L | T | | P | | C |
| Core | | | **TOTALQUALITYMANAGEMENT** |  | 5 | | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| Toimpartknowledgeonqualitymanagementprinciples,tools,techniquesand  qualitystandards forreallifeapplications | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | .Evaluatetheprinciplesofqualitymanagementandtoexplainhow  theseprinciplescanbeappliedwithinqualitymanagementsystems. | | | | | | | K1 | |
| 2 | Evaluatetheperformancemeasuresusingvariousqualityand  managementtools | | | | | | | K3 | |
| 3 | ApplytheQualityFunctionDeployment,Taguchiprinciples,Total Productive Maintenance and Failure Mode and Effect Analysis  conceptstosolveindustrialproblems. | | | | | | | K2 | |
| 4 | Practicethevariousqualitysysteminindustry. | | | | | | | K4 | |
| 5 | Tobeawareofinternational/nationalQualityawards | | | | | | | K4 | |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6  – Create | | | | | | | | | |
| Unit:1 | | INTRODUCTION | | 15 | | | | | |
| Introduction-Need forquality-Evolutionofquality-Definitions ofquality- Dimensions of product and service quality - Basic concepts of TQM - TQM Framework -Contributions ofDeming, JuranandCrosby -Barriers toTQM - Customer focus - Customer orientation, Customer satisfaction, Customer  complaints,Customerretention. | | | | | | | | | |
| **Unit-2** | | TQMPRINCIPLES | | 20 | | | | | |
| Leadership-QualityStatements,Strategicqualityplanning,Quality  Councils–Employeeinvolvement-Motivation,Empowerment,Teamand | | | | | | | | | |

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| Teamwork,RecognitionandReward,Performanceappraisal-Continuous process improvement - PDCA cycle, 5S, Kaizen – Supplier partnership -  Partnering,Supplierselection,SupplierRating. | | | |
| **Unit-3** | | TQMTOOLSANDTECHNIQUES I | 17 |
| Theseventraditionaltoolsofquality- newmanagementtools -Sixsigma: Concepts, Methodology, applications to manufacturing, service sector including IT - Bench marking - Reason to bench mark, Bench marking process - FMEA -  Stages,Types. | | | |
| **Unit-4** | | TQMTOOLSANDTECHNIQUESII | 18 |
| QualityCircles -CostofQuality-QualityFunctionDeployment(QFD) - Taguchi quality loss function - TPM - Concepts, improvement needs -  Performancemeasures. | | | |
| **UNIT-5** | | QUALITYMANAGEMENTSYSTEM | 20 |
| Introduction—Benefits of ISO Registration—ISO 9000 Series of Standards—Sector-Specific Standards—AS 9100, TS16949 and TL 9000-- ISO 9001 Requirements—Implementation— Documentation—Internal Audits— Registration--ENVIRONMENTALMANAGEMENTSYSTEM:Introduction— ISO 14000 Series Standards—Concepts of ISO 14001— Requirements of ISO  14001—BenefitsofEMS. | | | |
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| **TextBook(S)** | | | |
| 1 | Dale H.Besterfiled, Carol B.Michna,Glen H. Besterfield,MaryB.Sacre,HemantUrdhwaresheandRashmiUrdhwareshe,“TotalQuality Management”, Pearson EducationAsia, Revised Third Edition, Indian  Reprint,SixthImpression,2013. | | |
| **ReferenceBook(s):** | | | |
| 1 | .JamesR.EvansandWilliamM.Lindsay,"TheManagementandControl  ofQuality",8thEdition,FirstIndianEdition,CengageLearning,2012 | | |
| 2 | Janakiraman.BandGopal.R.K.,"TotalQualityManagement-Textand  Cases",Prentice | | |

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|  | Hall(India)Pvt. Ltd.,2006. |
| 3 | Suganthi.LandAnandSamuel,"TotalQualityManagement",PrenticeHall  (India)Pvt. Ltd.,2006. |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | | P | | C |
| Core | | | **INTERNATIONALBUSINESS**  **STRATEGY** |  | 5 | | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| Thismoduleaimstoprovideframeworks,techniquesandexamplestohelp you  participatesuccessfullyintheexcitingandriskyworldofinternationalbusiness. | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | Analysetheprinciplesunderlyingdecisionstoinvestincountries other than the home base | | | | | | | K1 | |
| 2 | DiscussTheBasicsOfBusinessStrategiesOfCostAdvantageAnd Differentiation | | | | | | | K3 | |
| 3 | .ExplainTheAnalysisBehindDecisionsAboutWhereToLocate  ProductionOperations | | | | | | | K2 | |
| 4 | ExplainSomeOfTheReasonsWhyMarketingAndPricing  StrategiesCanSucceedAndFailAccordingToTheConditionsIn Different Countries | | | | | | | K4 | |
| 5 | IdentifyTheVarietyOfStructuralArrangementsAvailableToThe  InternationalBusiness | | | | | | | K4 | |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6  – Create | | | | | | | | | |
| Unit:1 | |  | | 15 | | | | | |
| Internationalbusiness:Meaning-Factorsinfluencinginternationalbusiness- Types of operation- Challenges in international business- Multinational  enterprises. | | | | | | | | | |
| **Unit-2** | |  | | 15 | | | | | |

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| Environmentofinternationalbusiness:Internationalpoliticsandeconomic integration- International culture -International trade and marketing -  Internationalfinance | | | |
| **Unit-3** | |  |  |
| International business strategy: Meaning- The seven concepts constitutes the essence of international business strategy- Different modes of entering internationalmarket-Dynamicsofglobalstrategy:Foreigndistributors-Strategic alliance partners- Mergers and acquisitions. Emerging economies and  multinationalenterprises | | | |
| **Unit-4** | |  |  |
| International business strategies in action - Corporate strategy and national competitiveness - Doing business in European Community- Doing business In Japan-Doingbusiness inAmerica –DoingbusinessinRussia-DoingBusiness  inChina-DoingBusinessinKorea-Doingbusinessinunderdevelopedcountries | | | |
| **UNIT-5** | |  |  |
| Recent strategies adopted in international business-International business horizons–Internationaljointventures-Futurechallengesofinternational  businessStrategiesforemergingmarkets | | | |
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| **TextBook(S)** | | | |
| 1 | Rungman.A.MandHodgetts.R.M.1999-2000.InternationalBusiness;a  StrategicManagementApproach,McGraw-HillInc. | | |
| 2 | PeterJBuckley,PervezGhauri.2015.InternationalBusinessStrategy:  TheoryandPractice,RoutledgePublication | | |
| **ReferenceBook(s):** | | | |
| 1 | Keealas.A.G.1999-2000.GlobalBusinessStrategy,South–Western  Publication. | | |
| 2 | Nagandhi.A.R.1999/2000.InternationalManagement,PHI. | | |
| 3 | Davidson.W.H.1999/2000.GlobalStrategicManagement,JohnWiley  andSons. | | |

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| 4 | Faeyrweather.J.1999/2000.InternationalBusinessStrategyand  Administration,BllinterPublishersMass |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | P | | C |
| Core | | | **AIRCARGOLOGISTICS**  **MANAGEMENT** |  | 5 | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | |
| **CourseObjectives** | | | | | | | | |
| The objective ofthis module is to provide the participants witha good knowledge ofairfreightoperations,servicesandmanagementthatcansupporttheminvarious business functionsand roles such as operations, customer service, account  managementandsales. | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | Evaluatetheprinciplesofqualitymanagementandtoexplainhow  theseprinciplescanbeappliedwithinqualitymanagementsystems. | | | | | | K1 | |
| 2 | Evaluatetheperformancemeasuresusingvariousqualityand  managementtools | | | | | | K3 | |
| 3 | ApplytheQualityFunctionDeployment,Taguchiprinciples,Total Productive Maintenance and Failure Mode and Effect Analysis  conceptstosolveindustrialproblems. | | | | | | K2 | |
| 4 | Practicethevariousqualitysysteminindustry. | | | | | | K4 | |
| 5 | Tobeawareofinternational/nationalQualityawards. | | | | | | K4 | |
| K1- Remember;K2- Understand;K3- Apply;K4- Analyze;K5-Evaluate;K6 – Create | | | | | | | | |
| Unit:1 | |  | | 15 | | | | |
| Introduction to Airline Industry: History - Regulatory Bodies - Navigationsystems – Air Transport System– Management –Operations – Civil Aviation - Safety and Security – Aircraft operator’s security program – ICAO security manual-Trainingandawareness–Rescueand firefighting-Industryregulations -  FutureoftheIndustry. | | | | | | | | |

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| **Unit-2** | |  | 12 |
| Introduction to Air Cargo: Aviation and airline terminology - IATA areas - Country–Currency–Airlines - Aircraft layout-differenttypesofaircraft - aircraftmanufacturers–ULD-InternationalAirRoutes -Airports-codes–  Consortium–Hub&Spoke–ProcessFlow | | | |
| **Unit-3** | |  | 12 |
| StandardizationinLogistics:AirfreightExportsand Imports-Sales&Marketing, Environment, Marketing Research, Strategies and Planning, Audits,Segmentation, SWOT, Marketing Management Control, Consignee controlled  cargo–Salesleads–RoutingInstructions-Customerservice,Futuretrends | | | |
| **Unit-4** | |  | 12 |
| Advices–Booking-SLI– Labelling–Volume/WeightRatio –Shipment  Planning-TACT– AirCargoRatesandCharges -Cargooperations-Cargo Operations process- Customs clearance | | | |
| **UNIT-5** | |  | 12 |
| Air Freight Forwarding: Air freight Exports and Imports - Special Cargoes - Consolidation - Documentation - Air Way Bill (AWB) – Communication – HandlingCODshipments –POD–Conditionsofcontract -Dangerous(DGR)or  Hazardousgoods | | | |
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| **TextBook(S)** | | | |
| 1 | AirtransportlogisticsbySimonTaylor(Hampton) | | |
| 2 | Air cargo distributions: a managementanalysis of its economic and marketingbenefits/[by]PaulJacksonandWilliamBrackenridge(Gower  Press) | | |
| 3 | Airfreight:operations, marketingandeconomics/(by)PeterS.Smith(  Faber) | | |
| 4 | 4thPartyCyberLogisticsfor AirCargobySungChi-Chu(Boston:Kluwer  AcademicPublishers | | |
| 5 | AcceleratedLogisticsbyMarkWang(SantaMonicaCA) | | |

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| 6 | Airports;someelementsofdesignsandfuturedevelopment-JohnWalter  wood |
| 7 | FundamentalofairtransportmanagementbyP.S.Senguttavan. |
| 8 | OxfordATLAS-OXFORDPUBLISHING |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | | P | | C |
| Core | | | **BUSINESSSAPPLICATION**  **SOFTWARE-II** |  | 5 | | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| Themainobjectivesofthiscourseare to:  1.UnderstandthebasicframeworkandhowtoworkinMS–PowerPointand MS – Access | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | UnderstandthebasicconceptscomputerapplicationsusingMS-  PowerPoint | | | | | | | K1 | |
| 2 | Createanddoeffectivepresentationforthebusinessmeetingusing  powerpointpresentation. | | | | | | | K3 | |
| 3 | UnderstandthebasicconceptscomputerapplicationsusingMS-  Access | | | | | | | K2 | |
| 4 | GeneratethedatabaseusingMS-Access | | | | | | | K4 | |
| 5 | ExaminetheFilteringandQueryingTables | | | | | | | K4 | |
| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6–  Create | | | | | | | | | |
| **Unit:1** | |  | | **9--hours** | | | | | |
| **MicrosoftPowerPoint:**Basics–UsingText–AddingVisualElements–  ChartsandTables–Drawing–Clipart–Sounds–Animation–ApplyTime Transitions to Slides -Menus, Toolbars andNavigation in PowerPoint. | | | | | | | | | |
| **Unit:2** | |  | | **8--hours** | | | | | |
| WorkingwithPowerPoint:SlideSorter–DateandTime–Symbol–SlideLayout–Font –Slide ColourSchema–Macros–Custom Animation. | | | | | | | | | |

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| **Unit:3** | |  | | | | | **9--hours** | | |
| **MicrosoftAccess**:DatabaseOverview-CreatingDatabase–Creatingdatabase  throughTableWizard–ModifyingTable. | | | | | | | | | |
| **Unit:4** | |  | | | | | **9--hours** | | |
| CreatingaTable–RenameColumns–SavingtheDatabase–Relationships-Forms. | | | | | | | | | |
| **Unit:5** | |  | | | | | **8--hours** | | |
| FilteringandQueryingTables–CratingReportsandMailingLabels–Sharing  InformationbetweenApplications. | | | | | | | | | |
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| **TextBook(S)** | | | | | | | | | |
| 1 | | **SanjaySaxena**,“MS-Office2000”,VikasPublishingHousePrivateLtd. | | | | | | | |
| **ReferenceBook(s):** | | | | | | | | | |
| 1 | **TimothyJ.O’LearyandLindaiO’Leary**,“MSOffice“,IRWIN/McGrawHill. | | | | | | | | |
| **MappingCourseobjectivesandcourse**  **outcomes** | | | | | | | | |  |
|  | | | **PO1** | **PO2** | **PO3** | **PO4** | | **PO5** |
| **CO1** | | | S | S | S | S | | M |
| **CO2** | | | S | S | M | S | | S |
| **CO3** | | | M | S | S | S | | S |
| **CO4** | | | S | S | S | M | | M |
| **CO5** | | | M | M | S | S | | S |

ELECTIVESLIST

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| Courses | |  |  | L | T | | P | | C |
| ElectiveIA | | | **INTERNATIONALLOGISTICS**  **MANAGEMENT** |  | 5 | | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| Themainobjectivesofthiscourseare to:   1. To explore the functions of international logistics and the role of intermediaries 2. To understand the types of cargo and characteristics of vessels used in the shipping industry 3. To understand the concept of warehousing and the value-added services provided by logistics service providers and explore the types of containers and their usage in containerization 4. TounderstandtheroadnetworkinIndiaandtheoperationsofroadtransport companies 5. To learn about the procedure for availing railway parcel or goods services and the documentation involved | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | Recognizethecriticalimportanceoflogisticsmanagementinthe  contextofinternationalbusinessoperations | | | | | | | K1 | |
| 2 | Demonstrateanunderstandingofforwardingandclearingagents,  freightbrokers,stevedores,andshippers'agentsandtheir contributions to the shipping industry | | | | | | | K3 | |
| 3 | Evaluate the role of warehousing in logistics management and analysethedifferenttypesofcontainersandtheirapplications in  containerization | | | | | | | K2 | |

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| 4 | Evaluate the road network in India and analyse the operations of roadtransportcompaniesinfulltruckloadandlessthantruckload  business | | | K4 |
| 5 | Proposestrategiesforimprovingefficiencyandeffectiveness in  railtransportoperations | | | K4 |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6  – Create | | | | |
| Unit:1 | | IntegratedLogisticsManagement: | 15 | |
| Concept - Evolution and Development - Importance of logistics management in international business - International Logistics: functions and intermediaries – Issuesinvolvedinmovementofgoods -Logistics informationsystem–logistics  informationsystemsdesign-ITinlogistics | | | | |
| **Unit-2** | |  | 15 | |
| The General Structure of Shipping Industry: Types of Cargo - vessels and its characteristics -linearoperationsandtramp operations -charteringofbulkocean carriers-oceanlinearconferencesystem-freightstructureand itstypes –roleof intermediaries – forwarding and clearing agents, freight brokers,  stevedoreandshippers’agents | | | | |
| **Unit-3** | | WarehousingandContainerization: | 15 | |
| Warehousing - repacking and other value added service provided by logistics service providers - 3 PL and 4 PL logistics service - Containerization: types of containers - ICDs - Layout and functioning ofcontainer terminals - Port system and sub systems - port organization and management - Responsibilities of port trusts-growthandstatus ofports inIndia - Inlandwatertransport-issuesinsea  transport-Regulatoryauthoritiesforseatransportandtheirroles. | | | | |
| **Unit-4** | | IntroductiontoRoadTransportSystem | 15 | |
| Classificationofvehicles -roadnetworkinIndia-roadtransportcompaniesand theiroperation in full truckload and less than truckload business - Road parcel service business - Fleet management systems - Integrated logistics provided by  roadtransportcompanies-Documentsandpermitsrequiredinroadtransport | | | | |

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| system–Issues inroadtransport-regulatoryauthorities involvedinroadtransport  system. | | | |
| **UNIT-5** | | RailTransportSystems: | 15 |
| Types of railway wagons- rakes - marshalling operations and yards - Railway goods freight structure - Railway Parcel service operations - Railway goods service operations. Procedure foravailing railwayparcel orgoods service and the documentationsinvolved-Operationsatarailwaygoodsyard/siding-Operations  andcontrolintherailways.OrganizationofIndianrailways | | | |
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| **TextBook(S)** | | | |
| 1 | TheLogisticsHandbook,JamesF.Robbson&WilliamC.Capaciono(editors) | | |
| 2 | InternationalLogistics,DonaldF.Woodet.al., | | |
| 3 | StrategicLogisticsManagement,DouglasLambertandJamesR.Stock | | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | | L | T | | P | C |
| ElectiveIB | | | **MANAGEMENTINFORMATIONSYSTEM**  **FORLOGISTICS** | |  | 5 | | 0 | 0 |
| **Pre– requisite** | | |  | Syllabus version | | | | 2024-  2025  onwards | |
| **CourseObjectives** | | | | | | | | | |
| Thebasicsoflogistics informationtechnologiesareexamined;aspecialattentionispaidto the basic functioning principles of logistics information systems and to the information technologies used in logistics, such as tracking and tracing technologies, object identification technologies, communication technologies. There are also examined examples of IT applications in the purchasing, manufacturing, distribution, transportation,  inventoryandwarehouselogistics. | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | Toconsider,interpretanduseprofessionalterminologyinlogisticsand  relatedinformationtechnologiesarea | | | | | | | K1 | |
| 2 | Todiscussabouttheinformationtechnologiesinlogistics,toanalyze  problemsandtrendsoftheindustry | | | | | | | K3 | |
| 3 | Tosolvethematictasksinthe fieldoflogisticsITand | | | | | | | K2 | |
| 4 | Tocompareresultsofdifferentsolutionscenariosanditsperformance  results | | | | | | | K4 | |
| 5 | Todescribetherelevanceofthechosenlogisticsinformationtechnology  topics,toclassifyexistingsolutions,analyzetheexistingproblemsand trends.. | | | | | | | K4 | |
| K1-Remember;K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6-Create | | | | | | | | | |
| Unit:1 | |  | | | | | 15 | | |

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| LogisticsInformation‐Meaning&NeedForms:LIS‐Definition Informationfunctionality‐Activitiesinvolvedintransactionsystem‐  PrinciplesofdesigningorevaluatingLISapplications. | | | |  |
| **Unit-2** |  | |  |  |
| LISArchitecture:Components:Twoformsofactivities;Planning&co‐  ordinationflows&operatingflows‐Flowanduseofintegrated logisticsinformation | | | |  |
| **Unit-3** |  | |  |  |
| nformationforecasting:Definition‐Process‐components‐  characteristics.InformationApproaches‐forecasttechniques‐Forecasterror | | | |  |
| **Unit-4** |  | |  |  |
| InformationTechnology&Logistics:ElectronicDataInterchange‐PersonalComputers‐ Artificial  Intelligence‐  ExpertSystem‐Barcoding&scanning.ElectronicDataInterchangestandardsofCommunication, Information, Future directions. | | | |  |
| **UNIT-5** |  | |  |  |
| InformationTechnologyforsupplychainmanagement:Bullwhipeffect‐ITinsupplychain‐  BusinessProcessReengineering‐ERPandEDIproblem;ImpactofInternetonSCM. | | | |  |
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| **TextBook(S)** | | | | |
| 1 | DavidJ.Bloomberg,StephenLeMay&:Logistics,Prentice‐  HallofIndiaPvtLtd.,JoeB.HannaNewDelhi,2003. | | |  |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | | P | C |
| ElectiveIC | | | **CUSTOMERRELATIONSHIP**  **MANAGEMENTINLOGISTICS** |  | 5 | | 0 | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | |
| **CourseObjectives** | | | | | | | | |
| The course aims at equipping learners with the analytical and conceptual skills necessary to interpret the nature, forms and incidences of human resources management(HRM)andthekeyissues facingorganizations intheirattemptsto  developandimplementHRMpolicies. | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | ToKnowthefundamentalunderstandingofcustomerandcustomer  relationshipmanagement(CRM) | | | | | | K1 | |
| 2 | Toperspectiveonbusinessintelligenceandapplicationservice  providers | | | | | | K3 | |
| 3 | TodevelopabilitytoanalyzeSalesforceautomationandits  implicationforCRM | | | | | | K2 | |
| 4 | ToproficiencyinskillsevaluateCRM | | | | | | K4 | |
| 5 | TodeveloptheskillsinvolvedinimplementationofCRM | | | | | | K4 | |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6  – Create | | | | | | | | |
| Unit:1 | |  | | 15 | | | | |
| DefinitionofcustomerandCRM,CRMtechnologycomponents,customerlife  style,customerinteraction.DifferencebetweenCRMand e-CRM,featuresofe- CRM. CRM Theory & Development and Relationship Marketing | | | | | | | | |
| **Unit-2** | |  | | 15 | | | | |
| Data,Information&Technology:CRMTechnologyandDataPlatforms,Database  andDataManagement,andtheroleofBusinessIntelligence(BI)inCRM; | | | | | | | | |

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| ApplicationServiceproviders(ASPs):theirroleandfunction,advantagesand  disadvantagesofimplementingASP. | | |
| **Unit-3** |  | 15 |
| CRM:ImpactonSales &MarketingStrategy, Definitionand needofsales force automation(SFA),barrierstosuccessfulSFAfunctionality,technologicalaspect  ofSFA,datasynchronization,flexibilityandperformance,reportingtools. | | |
| **Unit-4** |  | 15 |
| CRM Evaluation: measurement of CRM effectiveness including CRM‘s impact on company efficiency, effectiveness, and employee behavior, Components of enterprisemarketingautomation(EMA),marketingcampaign,campaignplanning and management, business analytic tools, EMA components (promotions, events  loyaltyandretentionprograms),responsemanagement | | |
| **UNIT-5** |  | 15 |
| Implementing CRM: Pre implementation, kick off meeting, requirement gathering, prototyping and detailed proposal generation, development of customization, Power , beta test and data import, training, roll out and system handoff,ongoingsupport,systemoptimization,follow up,Privacy,Ethicsand Future of CRM. Dynamic Component for Continuous Internal Assessment:  ContemporaryDevelopmentstothecourseduringthesemester | | |
|  | |  |
| **TextBook(S)** | | |
| 1 | .KumarV.&WernerJ.(2008)Customerrelationship management,  WilleyIndia.42B.Voc (RetailandLogisticsManagement | |
| 2 | MukherjeeKaushik(2008)Customerrelationshipmanagement,  PrenticeHallofIndiaPrivateLimted,NewDelhi. | |
| 3 | RaiKumarAlok(2011)Customerrelationshipmanagement-Concept  andCases,PrenticeHallofIndiaPrivateLimted,NewDelhi. 2011 | |
| 4 | S.Shanmugasundaram(2008)Customerrelationshipmanagement,  PrenticeHallofIndiaPrivateLimted,NewDelhi. | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | P | C |
| ElectiveIIA | | | **SUPPLYCHAINMANAGEMENTI** |  | 5 | 0 | 0 |
| **Pre – requisite** | | |  | Syllabus version | | 2024-  2025  onwards | |
| **CourseObjectives** | | | | | | | |
| Themainobjectivesofthiscourseare to:  1.Tohelp understandtheimportanceofand majordecisionsinsupply chain management for gaining competitive advantage. | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | |
| 1 | To gainbasicunderstandingofsupplychainmanagement | | | | | K1 | |
| 2 | Toknowledgeofsupplymanagementsystems | | | | | K3 | |
| 3 | Tohavein-depthunderstandingofcrossfunctionalteams and  supplymanagement,informationsharing | | | | | K2 | |
| 4 | Tocreateproficiencyinqualitymanagementconcepts | | | | | K4 | |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6  -Create | | | | | | | |
| Unit:1 | |  | | 15 | | | |
| Understanding the Supply Chain Supply Chain Performance: Achieving Strategic FitandScopeSupplyChainDriversandMetrics-Demand Forecasting  inaSupplyChain- AggregatePlanninginaSupplyChain | | | | | | | |
| **Unit-2** | |  | | 15 | | | |
| PlanningSupplyandDemandinaSupplyChain:ManagingPredictable  Variability-ManagingEconomies ofScale inaSupplyChain:CycleInventory- Managing Uncertainty in a Supply Chain: Safety Inventory | | | | | | | |
| **Unit-3** | |  | | 15 | | | |

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| Determining the Optimal Level of Product Availability - Transportation Decisions inaSupplyChain-DesigningDistributionNetworksandApplications  toe-Business | | | | |
| **Unit-4** | |  | | 15 |
| NetworkDesignintheSupplyChain-NetworkDesigninanUncertain  EnvironmentSourcingDecisionsinaSupplyChain | | | | |
| **UNIT-5** | | |  | 15 |
| PricingandRevenueManagement inaSupplyChain-InformationTechnology  inaSupplyChain-CoordinationinaSupplyChain | | | | |
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| **TextBook(S)** | | | | |
| 1 | StrategicLogisticsManagementbyD.M.LambertandJ.R.Stock. | | | |
| 2 | TheManagementofBusinessLogisticsbyJ.JCoyle,E.J.BardiandC.J.  Langley. | | | |
| 3 | LogisticalManagementbyD.J.Bowersox,D.J.Closs,O.K.Helferich | | | |
| 4 | BusinesslogisticsManagementbyRonaldH.Ballou | | | |
| 5 | InventoryManagementandProductionPlanningandSchedulingby  EdwardA.Silver,DavidF.Pyke,andReinPeterson | | | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
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| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | | P | | | C |
| ElectiveIIB | | | **SUPPLYCHAINMANAGEMENTII** |  | 5 | | 0 | | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus  version | | 2024-2025  onwards | | | | |
| **CourseObjectives** | | | | | | | | | | |
| Themainobjectivesofthiscourseare to:   1. TofamiliarizewithprocesstoolsusedinSCM 2. Tounderstandthevariousphasesofsupplychainbusinessprocesses:planning, sourcing, producing, distributing, and paying 3. Tolearnaboutsourcingandsupplies managementinSCM 4. TounderstandcustomerservicemanagementandmeasurementsinSCMand Learn about pricing strategies and their implications in SCM 5. Toevaluatetheimportanceofcoordinationandintegrationwithinthesupply   chainforimprovedperformanceandefficiency | | | | | | | | | | |
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| ExpectedCourseOutcomes | | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | | |
| 1 | GainanoverviewofSCMprocessesandobjectives,including key  processtools | | | | | | | | K1 | |
| 2 | Developproficiencyinplanning,sourcing,producing,distributing,  andpayingwithinsupplychainoperations | | | | | | | | K3 | |
| 3 | Developskillsinsourcingandsuppliesmanagement,including  outsourcingandglobalsourcingpractices | | | | | | | | K2 | |
| 4 | LearnaboutSCMplanninganddevelopmentstrategiestoadaptto  changingmarketdynamics | | | | | | | | K4 | |
| 5 | UnderstandtheroleofInformationTechnology(IT)infacilitating  supplychaincoordinationandintegration | | | | | | | K4 | | |

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| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6–  Create | | |
| Unit:1 |  | 15 |
| Supply Chain Management – Global Optimisation – importance – key issues – Inventorymanagement–economiclotsizemodel.Supplycontracts –centralized  vs.decentralizedsystem | | |
| **Unit-2** |  | 15 |
| SupplychainIntegrates-Push,Pullstrategies–Demanddrivenstrategies–Impact  ongroceryindustry–retailindustry–distributionstrategies | | |
| **Unit-3** |  | 15 |
| StrategicAlliances:Frameworkforstrategicalliances–3PL–meritsanddemerits  –retailer–supplierpartnership–advantagesanddisadvantagesofRSP – distributor Integration | | |
| **Unit-4** |  | 15 |
| ProcurementandOutsourcing:Outsourcing–benefitsandrisks–frameworkfor  make/buydecision–e-procurement– frameworkofe-procurement | | |
| **UNIT-5** |  | 15 |
| DimensionofcustomerValue–conformanceofrequirement–productselection–  priceandbrand–valueaddedservices –strategicpricing–smartpricing– customer value measures | | |
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| **TextBook(S)** | | |
| 1 | Rushton,A.,Oxley,J&Croucher,P(2ndEdition,2000).Handbookof  LogisticsandDistributionManagement.KoganPage | |
| 2 | Simchi-Levi,David,Kamisnsky,Philip,andSimchi-Levi,Edith.(2nd Edition,2004).DesigningandManagingtheSupplyChain:Concepts,  StrategiesandCaseStudies.Irwin/McGrawHill | |

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| Courses | |  |  | L | T | | P | | C |
| ElectiveII C | | | **CARGOMANAGEMENT** |  | 5 | | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| Toprovidecoordinatedeffortsacrossvariousaspectsoflogistics,fromplanning  andexecutiontomonitoringandevaluation | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | Tounderstandtheconceptsandhistoryofcargo | | | | | | | K1 | |
| 2 | Gaintheknowledgeoffamiliarizatingthecargotariffs | | | | | | | K3 | |
| 3 | Tounderstandthecargodocumentation,Cargocapacity | | | | | | | K2 | |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6  – Create | | | | | | | | | |
| Unit:1 | |  | | 15 | | | | | |
| CargoHistory,ConceptsandCommontermsusedinCargohandling,Rules  governingacceptanceofCargo. | | | | | | | | | |
| **Unit-2** | |  | | 15 | | | | | |
| CargoRating-FamiliarizationofCargo Tariffs.Roundingoffofthe  weights/Dimensions/currencies.Chargeableweightrating-Specificcommodity rates, class rates, general cargo rates, valuation charges | | | | | | | | | |
| **Unit-3** | |  | | 15 | | | | | |
| Documentation:Airwaybill,chargescorrectionadvice,irregularityreport,cargo manifesto, cargo transfer Manifesto, documents concerning postal mails and  diplomaticmails.Shippersdeclarationfordangerousgoods. | | | | | | | | | |
| **Unit-4** | |  | | 15 | | | | | |
| Handling-CargocapacityofAirandShips. Cargoneedingspecialattention,  introductiontodangerousgoodsregulations.SomeimportantCargocompanies | | | | | | | | | |
| **UNIT-5** | |  | | 15 | | | | | |

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| DocumentsRelatingtoAirCargo | | |
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| **TextBook(S)** | | |
| 1 | AirCargoTariffManuals | |
| 2 | IATALiveAnimalsRegulationsManuals | |
| 3 | IATASpecialMailManual | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | | P | | C |
| ElectiveIII  A | | | **AGRICULTURALEXPORTAND**  **IMPORTMANAGEMENT** |  | 5 | | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus  version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| The primary objective of the program is to build knowledge on the key aspects of export/importmanagement,knowhowoninternationalbusiness;marketandbuyer identification, especially as shifts of consumer behavior; changing stringency of import regulations; new foreign trade policy; changing domestic regulatory framework on farm bills and its impact on exports; and tools for enhancing price competitivenesstowardsurviving inbusinessinlightoflimitedandreduced global  demand. | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | TOgainthefundamentalknowledgeabouttheexportanalysisof  marketable | | | | | | | K1 | |
| 2 | Toknowabouttheworldagriculturaltradeissues | | | | | | | K3 | |
| 3 | Toidentifytheagriprof\ductsforimport | | | | | | | K2 | |
| 4 | Togainknowledgeabouttheforeignmarkets | | | | | | | K4 | |
| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6–  Create | | | | | | | | | |
| Unit:1 | |  | | 15 | | | | | |
| Introductiontoagricultureformsofagricultureproductionneedforimportand  Exportanalysisofmarketablesurplusandmarketedsurplusanalysisofimportand export statistics of agricultural products in India. | | | | | | | | | |
| **Unit-2** | |  | | 15 | | | | | |
| OverviewofworldagriculturaltradeissuesimpactingInternationalagricultural  tradeagriculturalpolicytechnologyadvancementonagriculturalproducts | | | | | | | | | |

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| **Unit-3** | |  | 15 |
| Identifying agri products for import importrequircments- causes substitution regulationofimportsqualitystandards -scanningthecountries forimportingthe  requiredagriproducts-importplanning-documentsrequired | | | |
| **Unit-4** | |  | 15 |
| IdentifyingforeignmarketsforagriexportMarketingplanforexports-export  documentsandprocedure -termsofpaymentandexportfinance-legaldimensions | | | |
| **UNIT-5** | |  | 15 |
| InstitutionalinfrastructureforexportpromotioninIndiaexportassistanceState  tradinginimportsandexports -workingoftheStatetradingorganizationsinIndia. | | | |
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| **TextBook(S)** | | | |
| 1 | BusinessEnvironment-ShaikhSalcem | | |
| 2 | ExportImportDocumentation-ThomasEJohnson | | |
| 3 | GlobalAgriculturalTradeandDevelopingCountries-M.AtmanAksoy,  John.C | | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | | P | | C |
| ElectiveIII  B | | | **AGRICULTURALLOGISTICSAND**  **SUPPLYCHAINMANAGEMENT** |  | 5 | | 0 | | 0 |
| **Pre–**  **requisite** | | |  | Syllabus  version | | 2024-2025  onwards | | | |
| **CourseObjectives** | | | | | | | | | |
| Themainobjectiveistoprovidethefundamentalknowledgehowtomakeuseof  logisticsandsupplychainmanagementinagricultural | | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | | |
| 1 | Toprovidethefundamentalknowledgeaboutthelogistics | | | | | | | K1 | |
| 2 | Togainthepracticalknowledgehowtomeasuretheperformancein  logistics | | | | | | | K3 | |
| 3 | Toknowthepracticalissuesinagriculturalmarketaccordingtothe  changingenvironment | | | | | | | K2 | |
| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6-  Create | | | | | | | | | |
| Unit:1 | |  | | 15 | | | | | |
| Overview of logistics: introduction nature concepts evolution - importance - componentsandfunctionsoflogisticsmanagement;Introductiontosupplychain management Value chain -Supply chain effectiveness and Indian infrastructure  outsourcingand3PLsandfourthpartylogistics(4PLs). | | | | | | | | | |
| **Unit-2** | |  | | 15 | | | | | |
| Elements of logistics and supply chain management: demand forecasting functionsofinventory warehousing and distribution centres - transportation protectivepackaging-orderprocessingmaterialhandlingwithspecialreferenceto  agriproducts | | | | | | | | | |
| **Unit-3** | |  | | 15 | | | | | |

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| Performance measurement of logistics and supply chain management - dimensionsbasictoolsimpedimentstoimprovedperformance;Logisticandsupply chain management in Indian agri industry like edible oil industry sugar industry -  bakeryandconfectionaryindustrycerealandpulsesindustry | | |
| **Unit-4** |  | 15 |
| Issues in marketing and customer service with special reference to agri business: changing environment and the importance ofCRM - Gap analysis for customer servicemanagementefficientcustomerresponseplanningforuncertainty -product  costingforuncertainty | | |
| **UNIT-5** |  | 15 |
| Logistics&SupplychainmanagementandInformationtechnologyinagribusiness from vertical integration to virtual integration, transiting from made -to -stock to build-toorder integrated IT solutions for L&SCM - emerging technologies in L &  SCM. | | |
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| **TextBook(S)** | | |
| 1 | AgribusinessSupplyChainManagement-N.Chandrasekaran,  G.Raghuram | |
| 2 | FoodSupplyChainManagementandlogistics -Samir Dani | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |

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| Courses | |  |  | L | T | | P | C |
| ElectiveIII  C | | | **AGRICULTURALANDFOOD**  **RETAILING** |  | 5 | | 0 | 0 |
| **Pre – requisite** | | |  | Syllabus version | | 2024-  2025  onwards | | |
| **CourseObjectives** | | | | | | | | |
| TOProvidetheknowledgeaboutthefoodretailingandagricultural | | | | | | | | |
| ExpectedCourseOutcomes | | | | | | | | |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: | | | | | | | | |
| 1 | TogaintheknowledgeaboutthefundamentalsofRetailing | | | | | | K1 | |
| 2 | Toknowthestrategicplanningandecommerce | | | | | | K3 | |
| 3 | Togainpracticalknowledgeaboutthebrandmarketing | | | | | | K2 | |
| K1-Remember;K2-Understand; K3-Apply;K4-Analyze;K5-Evaluate; K6-  Create | | | | | | | | |
| Unit:1 | |  | | 15 | | | | |
| Fundamentals of retailing-unorganised vs. organised retail elements of retail marketingmix-SWOTanalysisofretailindustryinIndiaRetailformatsand  classificationofretailer’srelationshipbetweenagricultureandfoodretailing | | | | | | | | |
| **Unit-2** | |  | | 15 | | | | |
| Retail marketing in the modern age; Importance of e-commerce b15usiness environment for c-retailing - the digital age and the new global culture for retailingwithspecialreferenceto foodretailinginlocal -nationaland global  context | | | | | | | | |
| **Unit-3** | |  | | 15 | | | | |
| Retailstrategicplanningandoperations management-evaluatingthecompetition in retailing market selection and location analysis - customer services and retail  sellingwithspecialreferencetoagribusiness | | | | | | | | |

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| **Unit-4** | |  | 15 |
| Retailmerchandising., merchandiseselectionand planning-rangeplanning– category management; retail pricing: strategies and techniques with special  referencetofoodretailing | | | |
| **UNIT-5** | |  | 15 |
| Retailbrandpositioning,differentiationgainingstrategiccompetitiveadvantage  promotionofretailbrand -retailingandcreatingrightatmosphere -ambienceand interior& exterior environment with special reference to food retailing. | | | |
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| **TextBook(S)** | | | |
| 1 | EconomicsofFoodRetailing-Daniel.IPadberg | | |
| 2 | .FreshfoodretailchainsinIndia-Sukhpalsingh | | |
| 3 | TransformationofAgrifoodsystems-Ellen.B.MC.Cullough | | |

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|  | **PO1** | **PO2** | **PO3** | **PO4** | **PO5** |
| **CO1** | **S** | **S** | **S** | **S** | **S** |
| **CO2** | **S** | **S** | **S** | **S** | **S** |
| **CO3** | **S** | **S** | **S** | **M** | **M** |
| **CO4** | **S** | **S** | **M** | **M** | **M** |
| **CO5** | **S** | **S** | **S** | **M** | **L** |