**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**

|  |
| --- |
| **ProgramEducationalObjectives (PEOs)** |
| The**B.COMLOGISTICSANDSUPPLYCHAINMANAGEMENT**programdescribe accomplishments that graduates are expected to attain within five to seven years afterGraduation |
| 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. |

|  |
| --- |
| **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. |

|  |
| --- |
| **ProgramOutcomes(POs)** |
| OnsuccessfulcompletionoftheB.COMLOGISTICS AND SUPPLY CHAINMANAGEMENT program |
| PO1 | Buildthewiderangeofknowledge intheareasofLogisticsandSupply chain Management and techniques to meet the current and futurerequirementoftheindustry. |
| 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 internationalbusinessandacademicstodeveloptheiremploymentsOpportunity |

BComLogisticsandSupplyChainManagement2024-2025Onwards-AffiliatedCollege

**BHARATHIARUNIVERSITY, COIMBATORE 641046**

**.**

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

**(AffiliatedColleges)**

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

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **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:IntroductiontoLogistics | 3 | 6 | - | 25 | 75 | 100 |
| III | AlliedPaperI:ITforBusiness | 3 | 4 | - | 25 | 75 | 100 |
| III | EnvironmentalStudies# | 2 | 2 | - |  | 50 | 50 |
|  | **Total** | **20** | **30** |  | **125** | **425** | **550** |
|  |
| **SECONDSEMESTER** |
| I | Language–II | 4 | 6 | - | 25 | 75 | 100 |
| II | English–II | 2 | 4 | - | 25 | 25 | 50 |
| III | CoreIII: FinancialAccounting | 4 | 6 | - | 25 | 75 | 100 |
| III | CoreIV:Principlesof Marketing | 4 | 5 | - | 25 | 75 | 100 |
| III | AlliedPaperII:WarehouseManagement | 3 | 5 | - | 25 | 75 | 100 |
| IV | ValueEducation–HumanRights\* | 2 | 2 | - | - | 50 | 50 |
|  | Naan Muthalvan - Skill CourseEffectiveEnglish | 2 | 2 | - | 25 | 25 | 50 |
|  | **Total** | **21** | **30** |  | **150** | **400** | **550** |
|  |

BComLogisticsandSupplyChainManagement2024-2025Onwards-AffiliatedCollege

|  |
| --- |
| **THIRDSEMESTER** |
| I | Language-III | 4 | 4 |  | **25** | **75** | **100** |
| II | English-III | 4 | 4 |  | **25** | **75** | **100** |
| III | CoreV: HigherFinancialAccounting | 4 | 6 |  | **25** | **75** | **100** |
| III | CoreVI: ExecutiveBusinessCommunication | 3 | 4 |  | **25** | **75** | **100** |
| III | CoreVII: DomesticLogisticsManagement | 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’sRights\* | 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:CostAccounting | 4 | 5 |  | 25 | 75 | 100 |
| III | CoreIX: ImportandExportDocumentation | 4 | 5 |  | 25 | 75 | 100 |
| III | CoreX: OrganizationalBehavior | 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–SkillCourseOfficeFundamentals | **2** | **2** |  | **25** | **75** | **100** |
|  | **Total** | **27** | **30** |  | **175** | **575** | **750** |
| **FIFTHSEMESTER** |
| III | CoreXI: ManagementAccounting | 4 | 6 |  | 25 | 75 | 100 |
| III | CoreXII: ProductionandMaterialManagement | 4 | 5 |  | 25 | 75 | 100 |
| III | CoreXIII: MarineInsurance | 4 | 5 |  | 25 | 75 | 100 |
| III | CoreXIV: Transportation and DistributionManagement | 4 | 6 |  | 25 | 75 | 100 |
| III | Core XV: BusinessApplicationSoftware I | 3 | 3 |  | 20 | 55 | 75 |
|  | Elective–I: | 4 | 3 |  | 20 | 55 | 75 |
|  | NaanMudhalvanskillCourse | 2 | 2 |  | 25 | 75 | 100 |
| **Total** | **25** | **30** |  | **165** | **485** | **650** |
|  **SIXTHSEMESTER** |
| III | CoreXVI :TotalQualityManagement | 4 | 6 |  | 25 | 75 | 100 |
| III | CoreXVII: International | 4 | 6 |  | 25 | 75 | 100 |

BComLogisticsandSupplyChainManagement2024-2025Onwards-AffiliatedCollege

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | BusinessStrategy |  |  |  |  |  |  |
| III | CoreXVIII: AirCargoLogisticsManagement | 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.**

|  |
| --- |
| ListofElectivePapers (Collegescanchooseanyoneofthepapera 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**

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

|  |
| --- |
| 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. |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  | **LOGISTICS** | L | T | P | C |
| Core | **INTRODUCTIONTOLOGISTICS** |  | 5 | 0 | 0 |
| **Pre– requisite** | **BASICSKNOWLEDGE OFLOGISTICS** | Syllabusversion | 2024-2025onwards |
| **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 foreffectiveworkteamperformance |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Todescribetheevolutionandconceptsbehindlogisticsandsupplychainmanagementpracticesintoday'sbusiness environment | K1 |
| 2 | Todescribethekeylogisticsandsupplychainprocessesandtheinterfacesamongthem. | K3 |
| 3 | Toevaluatetheroleofintegratedlogisticsmanagementdecisionsinperformanceandcompetitiveadvantageofthefirm | K2 |
| 4 | Todiscusstheprinciplesandstrategiesthatguideplanningandmanagementofaneffectivesupplychainnetwork | 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 |

|  |
| --- |
| Logistics-Definition-HistoryandEvolution-Objectives-Elements-activities importance- The work of logistics-Logistics interface with marketing-retailslogistics-Emergingconceptinlogistics. |
| **Unit-2** |  | 15 |
| LogisticsManagement-Definition-AchievementofcompetitiveadvantagethroughlogisticsFramework-RoleofLogisticsManagement-IntegratedLogistics Management- Evolution of the concept- model - process-activities  |
| **Unit-3** |  | 12 |
| Outsourcinglogistics-reasons-Thirdpartylogisticsprovider-FourthpartyLogisticsproviders(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 |
|  |  |
| **TextBook(S)** |
| 1 | DavidB.Grant,CheeYewWong,SustainableLogisticsandSupplyChain Management: Principles and Practices for Sustainable Operations andManagement |
| 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):** |

|  |  |
| --- | --- |
| 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,HimalayaPublishingHouse,Mumbai,1999 |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  | INFORMTATIONTECHNOLOGY | L | T | P | C |
| Core | INFORMTATIONTECHNOLOGYFORBUSINESS |  | 5 | 0 | 0 |
| **Pre – requisite** | Basics of Information Technology | Syllabus version | 2024-2025onwards |
| **CourseObjectives** |
| Practicecorecompetenciesincomputingtoanalyze,design,develop,and implement secure Information Technology solutions.Advanceprofessionallywithincreasedworkplacecontributions. Adapt to change through continued professional development.Serveinprofessionorganizationsandlocalcommunities. |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Analyzeacomplexcomputingproblemandtoapplyprinciplesofcomputingandotherrelevantdisciplinestoidentifysolutions. | K1 |
| 2 | Design, implement, and evaluate a computing-based solution to meeta givensetofcomputingrequirementsinthecontextoftheprogram’sdiscipline. | K3 |
| 3 | Communicateeffectivelyinavarietyofprofessionalcontexts. | K2 |
| 4 | Recognizeprofessionalresponsibilitiesandmakeinformedjudgmentsincomputingpracticebasedonlegalandethical principles. | K4 |
| 5 | Functioneffectivelyasa memberorleaderofateamengagedinactivitiesappropriatetotheprogram’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 Computerswork-Hardware-InputHardwareProcessingandMemory-Hardware:Storage |

|  |
| --- |
| 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,ITandOperationalManagement,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 |
|  |  |

|  |
| --- |
| **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,IntroductiontoInformationTechnology–BreakingWave,TMH,1999. |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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**

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

|  |  |  |
| --- | --- | --- |
| Unit:1 |  | 15 |
| Accountingfor Depreciation – DepreciationMeaning- Causes -need and significance of depreciation- methods of providing depreciation- Straight line,WrittendownValue,Annuity,Sinkingfund(ExcludingchangingmethodofDepreciation).ReservesandProvision |
| UNIT-2 |  | 15 |
| SingleEntrysystem-meaningandfeatures-StatementofaffairsmethodandConversionmethod |
| **Unit-3** |  | 15 |
| Departmentalaccounts–transfersatcostorsellingprice–Branchexcludingforeignbranches |
| **Unit-4** |  | 15 |
| HirepurchaseandinstalmentsystemsincludingHirePurchasingTradingaccount-GoodsonsaleorReturn |
| **UNIT-5** |  | 15 |
| RoyaltyincludingSublease-HumanResourceAccountingandInflationAccounting(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 |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

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

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **PRINCIPLESOFMARKETING** |  | 5 | 0 | 0 |
| **Pre – requisite** |  | Syllabus version | 2024-2025onwards |
| **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 | Understandingtermsofconsumerbehaviorandexaminedaboutdifferentconceptsrelatedtoconsumers. | K2 |
| 4 | Identifyingthemarketingmixanditselements | K1 |
| 5 | Understandingdifferentprovisionsrelatedtotrendsinemergingmarkets. | K2 |
| **K1**-Remember;**K2**-Understand;**K3**-Apply;**K4**-Analyze;**K5**-Evaluate;**K6**–Create |
| **Unit:1** |  | **18--hours** |
| Marketing–Definitionofmarketandmarketing-Importanceofmarketing–ModernMarketingconcept-GlobalMarketing-MarketingEthics-Career |

|  |
| --- |
| 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 RelationsMarketing |
| **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 ofdistribution–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 ofconsumers-ForwardTradinginCommodities |
|  |  |
| **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 |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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 |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **WAREHOUSEMANAGEMENT** |  | 5 | 0 | 0 |
| **Pre – requisite** |  | Syllabus version | 2024-2025onwards |
| **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 ofWarehousing | K1 |
| 2 | Gaininsightsintothelogicbehinddeterminingwarehouselocationsandsequences | K3 |
| 3 | Gainpracticalknowledgeoftheequipmentcommonlyusedinwarehouseoperations | K2 |
| 4 | Gaininsightsintothesignificanceofwarehousesintheoverallvaluechainofabusiness | K4 |
| 5 | Developskillsinutilizingwarehouseinformationforeffectivedecision-makingandprocessoptimization | K4 |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6-Create |

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

|  |  |
| --- | --- |
| 5 | Warehousedistribution&operationshandbookbyDAVIDEMULCAHY |
| 6 | InventorystrategybyEdwardHFrazelle |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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**

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

|  |  |  |
| --- | --- | --- |
| 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“,TheoryMethodandApplication-13thRevisedEdition2006,SultanChand&Co.,NewDelhi |
| 2 | ShuklaM.C.,GrewalT.S.&GuptaS.L.,“AdvancedAccountancy”, S.Chand&Co.,NewDelhi. |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **EXECUTIVEBUSINESS****COMMUNIATION** |  | 5 | 0 | 0 |
| **Pre – requisite** |  | Syllabus version | 2024-2025onwards |
| **CourseObjectives** |
| Themainobjectivesofthiscourseareto:1. Toprovideinformationoneffectivebusinesscommunicationand techniques to respond tobusiness queries.
2. Toprovideknowledge aboutbanking correspondence and

company secretarialcorrespondence |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Outlinetheimportanceofeffectivebusinesscommunication | K2 |
| 2 | UnderstandtheintricaciesofrespondingtobusinessrelatedQueries | K2 |
| 3 | Categorizingeffectivecorrespondencewithbanks,insuranceandAgencies | K3 |
| 4 | ExamineeffectiveresponsetocompanysecretarialCorrespondence | K4 |
| 5 | AnalyzenewinnovativeandeffectiveideasforbusinessCommunication | K4 |
| K1- Remember;K2- Understand;K3- Apply;K4- Analyze;K5- Evaluate;K6 - Create |
| **Unit:1** |  | **8--hours** |
| BusinessCommunication:Meaning–ImportanceofEffectiveBusinessCommunication-ModernCommunicationMethods –Business Letters:Need– Functions - Kinds - Essentials ofEffective Business Letters - Layout. |
| **Unit:2** |  | **9--hours** |

|  |
| --- |
| TradeEnquiries -OrdersandtheirExecution-CreditandStatusEnquiries – Complaints andAdjustments - Collection Letters – Sales Letters – CircularLetters. |
| **Unit:3** |  | **8--hours** |
| BankingCorrespondence-InsuranceCorrespondence-AgencyCorrespondence. |
| **Unit:4** |  | **7--hours** |
| CompanySecretarialCorrespondence(IncludesAgenda,MinutesandReportWriting) |
| Unit:5 |  | **11--hours** |
| ApplicationLetters–PreparationofResume-Interview:Meaning–Objectives and Techniques ofvarioustypesofInterviews–PublicSpeech–Characteristicsofagoodspeech–BusinessReportPresentations |
|  |  |
| **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”VikasPublishingCompany,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 |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **DOMESTICSLOGISTICSMANAGEMENT** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **CourseObjectives** |
| Themainobjectiveis:1.Toprovideknowledgeandinsightabouttheplanning,vehicleselectionin domestic logistics management |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Tounderstandthebasicconceptsofplanningandresourcing | K1 |
| 2 | Togainpracticalknowledgeaboutthevehicleselction | K3 |
| 3 | ToknowaboutthepreparationofDocumentationandtounderstandtheinformationflow | 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 systemapplications–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 costcomparisons–Zero-basedbudget |
| **Unit-4** |  | 12 |

|  |
| --- |
| 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. |
|  |  |
| **TextBook(S)** |
| 1 | Logisticsoffacilitylocationandallocation/DileepR. Sule(MarcelDekker) |
| 2 | Logistics&supplychainmanagement/MartinChristopher(PrenticeHallFinancialTimes)34 |
| 3 | .Themanagementofbusinesslogistics/JohnJ.Coyle,EdwardJ.Bardi,C.JohnLangley(WestPublishingCompany) |
| 4 | Manufacturingoperationsandsupplychainmanagement:theLEANapproach/[editedby]DavidTaylorandDavidBrunt(ThomsonLearning |
| 5 | Operationsandprocessmanagement:principlesandpracticeforstrategicimpact/NigelSlack(FinancialTimesPrenticeHall) |
| 6 | 6.LogisticsandDistributionManagement:AlanRushton,PhilCroucher,PeterBaker(CILT |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **BUSINESSECONOMICS** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **CourseObjectives** |
| ToexposestudentsofLogisticsandSupplyChainManagementtobasicMicroEconomicsConceptsandinculcateandthe analyticalapproachtothesubject matter. |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Tostimulatethestudent‘sinterestbyshowingtherelievable anduseofvariouseconomictheories. | K1 |
| 2 | Toapplyeconomicreasoningtoproblemsofbusiness. | K3 |
| 3 | Tounderstandtheconceptofdemandandsupply | K2 |
| 4 | Toknowthefactorsofproductionandeconomicsoflargescaleproduction. | K4 |
| 5 | To understand the concept of pricing under perfect and monopolisticcompetitionandTolearnfiscalpolicyoftheGovernment | 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 EconomicSystem–ObjectivesoftheBusinessFirm |
| **Unit-2** |  |  |
| Demand Analysis: Types of Demand – Law of Demand – Demand curves - UtilityAnalysisofDemand–ElasticityofDemandandDemand Forecasting–Productionfunctionandlawofreturns:Factorsofproduction–Lawofvariable |

|  |
| --- |
| proportions–Thelawofreturnstoscale–Economiesofscale –Consumer‘sEquilibrium. |
| **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 underperfect&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. |
|  |  |
| **TextBook(S)** |
| 1 | BusinessEconomicsbyT.Aryamala–vijayNicoleImprintsPrivateLimited–Chennai. |
| 2 | BusinessEconomicsbyDr.S.Sankaran–MargamPublication,Chennai. |
| 3 | BusinessEconomicsbyK.P.M.SundaramandSundharam-Sultanchand&Co.,NewDelhi. |
| 4 | .BusinessEconomicsbyMisra&Puri–HimalayaPublications,Mumbai. |
| 5 | .BusinessEconomicsbyP.N.Reddy&Appannaiah–S.Chand&Co.,Chennai |

**SEMESTER-IV**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **COSTACCOUNTING** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabusversion | 2024-2025onwards |
| **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,contractcostingandReconciliationofCostandFinancialStatements | 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 |

|  |
| --- |
| Material Costing Material Control – Meaning and Objectives – Purchase of Materials–EOQ–StoresRecords–ReorderLevels–ABCAnalysis-Issueof Materials –Methods of Issue – FIFO – LIFO – Base Stock Method – SpecificPriceMethod–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 – LabourTurnover-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 absorptionPreparationofOverheadsDistributionStatement |
|  |  |
| **TextBook(S)** |
| 1 | S.P.JainandKL.Narang,“CostAccounting”,KalyaniPublishers, NewDelhi.Edn.2005 |
| 2 | R.S.N.PillaiandV.Bagavathi,“CostAccounting”,S.ChandandCompanyLtd.,NewDelhi.Edn.2004 |
| 3 | S.P.Iyyangar,“CostAccountingPrinciplesandPractice”,SultanChand,NewDelhi.2005 |
| **ReferenceBook(s):** |
| 1 | V.KSaxena&C.D.Vashist,“CostAccounting”,SultanChand,NewDelhi2005 |
| 2 | M.N.Arora,“CostAccounting”,SultanChand,NewDelhi2005. |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **IMPORTANDEXPORT****DOCUMENTATION** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **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 | Abilitytoclassifydifferenttypesofexportsandimportsbasedonvariouscriteria | K1 |
| 2 | Proficiencyinunderstandingtheimportanceofcertificationandcompliancewithregulatoryrequirementsindocumentation processes | K3 |
| 3 | Knowledgeofimportanttermsandconceptsrelatedtoexport-importtransactions | K2 |
| 4 | UnderstandtheresponsibilitiesandliabilitiesofvariouspartiesinvolvedininternationaltradebasedonINCOterms | K4 |

|  |  |  |
| --- | --- | --- |
| 5 | Abilitytoformulateeffectiveexport-importstrategiesandmarketingplans | 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 dataInterchange)-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 (Uniformcustomsandpracticefordocumentarycredits) |

|  |  |  |
| --- | --- | --- |
| **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 CargoCustomsValuationTheHarmonizedSystemCarnets |
|  |  |
| **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,NewDelhi |
| 5 | ExportMarketing,TASBalagopal,HimalayaPublishingHouse |
| 6 | ExportDocumentationandProcedures,,NabhiPublications,NewDelhi |
| 7 | RakeshMohanJoshi,InternationalBusiness,OxfordPublication. |
| 8 | E.Johnson,Export/ImportProceduresAndDocumentation (Export/Import Procedures& Documentation) |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **ORGANISTIONALBEHAVIOUR** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabusversion | 2024-2025onwards |
| **CourseObjectives** |
| 1. Togiveaninsightintohow individualbehaviorcanbe made meaningfulto increase organizational effectiveness.
2. Tounderstandgroupbehaviorintheorganization.
3. Tounderstandtheconceptsoforganizationalbehavioranditssystems
 |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Applytheoriesandconceptsoforganizationalbehaviourinworkplacetocreateaneffectiveorganizationalenvironment. | K1 |
| 2 | Analyzeworkplacebehavioursfromtheoreticalperspectiveofability,learning,attitudeandvalues. | K3 |
| 3 | Determinetheinfluenceofperception,personalityandemotionson workplace behaviour in order to exhibit positive behaviour and tocreatesolutionsinachallengingcontext. | K2 |
| 4 | Createaconduciveenvironmenttofacilitategroupfunctioning, articulate conflict management competencies in managing andresolvingconflicts. | K4 |
| 5 | Identifyforcesofchangeandmanageaplannedorganizationalchange. | 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 facedinOBOrganizationalbehaviormodels. |

|  |  |  |
| --- | --- | --- |
| **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 – Factorsinfluencingjobsatisfaction |
| **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 VsOrganisationalclimate. |
|  |  |
| **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.OrganisationalBehaviour,9thEdition,OxfordHigherEducation. |

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **MERCANTILELAW** |  | 5 | 0 | 0 |
| **Pre– requisite** |  | Syllabusversion | 2024-2025onwards |
| **CourseObjectives** |
| 1. TounderstandbasicconceptsaboutvariouslawslikeIndianContractAct 1872
2. Topromotetheknowledgeaboutprovisionsrelatingtoelementsofavalid contract
3. Toprovideanoutlineabouttheperformanceandbreachofcontract
4. Toprovideaninsight onprovisionsrelatingtotheformationofcontractof sale.

Togainknowledgeregardingessentialfeaturesofpartnershipandcompanyandbasicdocumentsofpartnershipandcompany. |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | RememberprovisionsrelatingtotheIndiancontractact1872. | K1 |
| 2 | Understandtheessentialelementsofavalid contract | K2 |
| 3 | Analysetheconditionsforperformanceofthecontractandbreachofcontract | K4 |
| 4 | Applyvariousprovisionsregardingtheformationofcontractofsale. | K3 |
| 5 | Understandthegeneralnatureofpartnership,registrationanddissolutionoffirm | 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 |

|  |
| --- |
| 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,dutiesofbanker)-Provisionsastoforeigninstrument |
| **Unit:5** | **ConsumerProtectionACT** | **20--** | **hours** |
| **ConsumerProtectionACT2019-**ConsumerProtectionAct,1986:Objectives,featuresandstructure-Consumer’sProtectionAct,2006-Definitions-Consumer Commission(establishment,powersandfunctions,complaintsbeforecommission |

|  |
| --- |
| anddisposal)-Provisionsastocompulsoryrecallofgoods-Dutiesandliabilitiesof provider of goods (return and refund of goods) -Offences and penalties -Contract between consumer and provider |
|  |  |
| **TextBook(S)** |
| 1 | BusinessLaw,N.D.KapoorSultanChandFifthedition2007 |
| 2 | ElementsofCommercialLaw,P.Saravanavel&SyedBandreAlamHimalayanPublishingHouse2007 |
| 3 | ElementsofMercantileLaw,N.D.KapoorS.ChandReprint 2008 |
| **ReferenceBook(s):** |
| 1 | MercantileLawforCACommonProficiencyCTulsianTataMcGrawHillPublishingco Ltd3rdreprint 2008 |

|  |
| --- |
| **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 |

**SEMESTER-V**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **MANAGEMENTACCOUNTING** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **CourseObjectives** |
| Themainobjectivesofthiscourseare to1. Tounderstandthevariouscomponentsofmanagementaccountingandrelated terms
2. Tounderstandanalysisusingratio,workingcapitalmanagementandmarginal costing
3. Tofamiliarizewithbudgetpreparationandbudgetarycontroltools
 |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Outlinethevariousconceptsrelatingtomanagementaccounting | K1 |
| 2 | Analyzefinancialstatementsusingratioanalysis | K3 |
| 3 | Evaluatetheworkingcapitalmanagementofcompanie | K2 |
| 4 | ComparingvariousalternativesusingmarginalcostinganddecisionMaking | 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 |

|  |
| --- |
| Ratio Analysis:Meaning– Advantages – Limitations – Types ofRatios – Liquidity Ratios–ProfitabilityRatios -TurnoverRatios–CapitalStructureRatios –LeverageRatios-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,VariableCostandSemiVariableCost-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,NewDelhi,2006. |
| **ReferenceBook(s):** |
| 1 | S.P.JainandKL.Narang,“CostandManagementAccounting”, KalyaniPublishers,NewDelhi. |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **PRODUCTIONANDMATERIAL****MANAGEMENT** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **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,productivityandqualityandhowitcontributestothecompetitivenessoffirms | K1 |
| 2 | Studentswilldevelopanintegratedframeworkforstrategicthinkinganddecisionmakingtoanalysetheenterpriseasawhole with a specific focus on production delivery processes | K3 |
| 3 | Sensitivetotheimpactonenvironmentswhiledealingwithproduction,useoftechnologyandwastemanagement | K2 |

|  |
| --- |
| 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 affectingproductioncontrol. |
| **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- Workmeasurement/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)-ComputersinProductionPlants--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 |

|  |
| --- |
| –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. |
|  |  |
| **TextBook(S)** |
| 1 | VarmaandAgarwal-Productionmanagement. |
| 2 | DesaiandRao-ModernProductionmanagement |
| 3 | DattaA.K.-IntegratedmaterialManagement,AfunctionalApproach |
| 4 | Dr.SarojKumar&PriyankaSingh,ProductionandMaterialManagement(ThakurPublications) |
| 5 | James.L.Riggs-ProductionSystems-Planning,Analysis&Control |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **MARINEINSURANCE** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabusversion | 2024-2025onwards |
| **CourseObjectives** |
| ThemainObjectives:1.Toexplorethe fundamentalsconceptofmarineinsurance,cargoclaimand types of marines losses |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Thoroughlyunderstandthereasonsforandapplicationofmarineinsuranceinshippingbusiness. | 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 |

|  |  |  |
| --- | --- | --- |
| **Unit-3** |  | 15 |
| InternationalLegislation/Rulesvis-à-visMarineInsurance:Acts,conventions,rules applicable for transit throughsea – Carriage ofGoods bySea – Other InternationalConventions |
| **dUnit-4** |  | 15 |
| IndianLegislation/Rulesvis-à-visMarineInsurance:LegislationsgoverningMarineInsuranceinIndia –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) |
|  |  |
| **TextBook(S)** |
| 1 | MarineInsuranceByinstituteofchartedship Brokers |
| 2 | .MarineInsuranceClausebyHudson |
| 3 | .MarineCargoinsurancebyDuntjohn |
| **ReferenceBook(s):** |
| 1 | MarineinsurancebyWhitherByPublishers UK |
| 2 | CollectedpapersonMarineClaims ByGoodAcre.J.K |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **TRANSPORTATIONAND****DISTRIBUTIONMANAGEMENT** |  | 5 | 0 | 0 |
| **Pre– requisite** |  | Syllabusversion | 2024-2025onwards |
| **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 modesoftransportationandtheselectiondecisions. | 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 ofdistributionmodels–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 |

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **BUSINESSAPPLICATIONSOFTWAREI** |  | 5 | 0 | 0 |
| **Pre– requisite** |  | Syllabusversion | 2024-2025onwards |
| **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,Textbox,Formatting,Insertpicture. |
| **Unit:3** |  | **8–hours** |
| MailMerge-CreatingtheMainDocument–Creatingdatasource,Addingfields,removingfields–MergingDocuments-Macros–InsertingHeadersandFooter– Recording macros. |
| **Unit:4** |  | **9--hours** |
| **MicrosoftExcel**:Introduction–Navigation,SelectingCells,EnteringandEditing |

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

|  |
| --- |
| **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**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **TOTALQUALITYMANAGEMENT** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **CourseObjectives** |
| Toimpartknowledgeonqualitymanagementprinciples,tools,techniquesandqualitystandards forreallifeapplications |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | .Evaluatetheprinciplesofqualitymanagementandtoexplainhowtheseprinciplescanbeappliedwithinqualitymanagementsystems. | K1 |
| 2 | Evaluatetheperformancemeasuresusingvariousqualityandmanagementtools | K3 |
| 3 | ApplytheQualityFunctionDeployment,Taguchiprinciples,Total Productive Maintenance and Failure Mode and Effect Analysisconceptstosolveindustrialproblems. | 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, Customercomplaints,Customerretention. |
| **Unit-2** | TQMPRINCIPLES | 20 |
| Leadership-QualityStatements,Strategicqualityplanning,QualityCouncils–Employeeinvolvement-Motivation,Empowerment,Teamand |

|  |
| --- |
| 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 ISO14001—BenefitsofEMS. |
|  |  |
| **TextBook(S)** |
| 1 | Dale H.Besterfiled, Carol B.Michna,Glen H. Besterfield,MaryB.Sacre,HemantUrdhwaresheandRashmiUrdhwareshe,“TotalQuality Management”, Pearson EducationAsia, Revised Third Edition, IndianReprint,SixthImpression,2013. |
| **ReferenceBook(s):** |
| 1 | .JamesR.EvansandWilliamM.Lindsay,"TheManagementandControlofQuality",8thEdition,FirstIndianEdition,CengageLearning,2012 |
| 2 | Janakiraman.BandGopal.R.K.,"TotalQualityManagement-TextandCases",Prentice |

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **INTERNATIONALBUSINESS****STRATEGY** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **CourseObjectives** |
| Thismoduleaimstoprovideframeworks,techniquesandexamplestohelp youparticipatesuccessfullyintheexcitingandriskyworldofinternationalbusiness. |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Analysetheprinciplesunderlyingdecisionstoinvestincountries other than the home base | K1 |
| 2 | DiscussTheBasicsOfBusinessStrategiesOfCostAdvantageAnd Differentiation | K3 |
| 3 | .ExplainTheAnalysisBehindDecisionsAboutWhereToLocateProductionOperations | K2 |
| 4 | ExplainSomeOfTheReasonsWhyMarketingAndPricingStrategiesCanSucceedAndFailAccordingToTheConditionsIn Different Countries | K4 |
| 5 | IdentifyTheVarietyOfStructuralArrangementsAvailableToTheInternationalBusiness | 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- Multinationalenterprises. |
| **Unit-2** |  | 15 |

|  |
| --- |
| 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 andmultinationalenterprises |
| **Unit-4** |  |  |
| International business strategies in action - Corporate strategy and national competitiveness - Doing business in European Community- Doing business In Japan-Doingbusiness inAmerica –DoingbusinessinRussia-DoingBusinessinChina-DoingBusinessinKorea-Doingbusinessinunderdevelopedcountries |
| **UNIT-5** |  |  |
| Recent strategies adopted in international business-International business horizons–Internationaljointventures-FuturechallengesofinternationalbusinessStrategiesforemergingmarkets |
|  |  |
| **TextBook(S)** |
| 1 | Rungman.A.MandHodgetts.R.M.1999-2000.InternationalBusiness;aStrategicManagementApproach,McGraw-HillInc. |
| 2 | PeterJBuckley,PervezGhauri.2015.InternationalBusinessStrategy:TheoryandPractice,RoutledgePublication |
| **ReferenceBook(s):** |
| 1 | Keealas.A.G.1999-2000.GlobalBusinessStrategy,South–WesternPublication. |
| 2 | Nagandhi.A.R.1999/2000.InternationalManagement,PHI. |
| 3 | Davidson.W.H.1999/2000.GlobalStrategicManagement,JohnWileyandSons. |

|  |  |
| --- | --- |
| 4 | Faeyrweather.J.1999/2000.InternationalBusinessStrategyandAdministration,BllinterPublishersMass |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **AIRCARGOLOGISTICS****MANAGEMENT** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **CourseObjectives** |
| The objective ofthis module is to provide the participants witha good knowledge ofairfreightoperations,servicesandmanagementthatcansupporttheminvarious business functionsand roles such as operations, customer service, accountmanagementandsales. |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Evaluatetheprinciplesofqualitymanagementandtoexplainhowtheseprinciplescanbeappliedwithinqualitymanagementsystems. | K1 |
| 2 | Evaluatetheperformancemeasuresusingvariousqualityandmanagementtools | K3 |
| 3 | ApplytheQualityFunctionDeployment,Taguchiprinciples,Total Productive Maintenance and Failure Mode and Effect Analysisconceptstosolveindustrialproblems. | 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. |

|  |  |  |
| --- | --- | --- |
| **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 controlledcargo–Salesleads–RoutingInstructions-Customerservice,Futuretrends |
| **Unit-4** |  | 12 |
| Advices–Booking-SLI– Labelling–Volume/WeightRatio –ShipmentPlanning-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)orHazardousgoods |
|  |  |
| **TextBook(S)** |
| 1 | AirtransportlogisticsbySimonTaylor(Hampton) |
| 2 | Air cargo distributions: a managementanalysis of its economic and marketingbenefits/[by]PaulJacksonandWilliamBrackenridge(GowerPress) |
| 3 | Airfreight:operations, marketingandeconomics/(by)PeterS.Smith(Faber) |
| 4 | 4thPartyCyberLogisticsfor AirCargobySungChi-Chu(Boston:KluwerAcademicPublishers |
| 5 | AcceleratedLogisticsbyMarkWang(SantaMonicaCA) |

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| Core | **BUSINESSSAPPLICATION****SOFTWARE-II** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **CourseObjectives** |
| Themainobjectivesofthiscourseare to:1.UnderstandthebasicframeworkandhowtoworkinMS–PowerPointand MS – Access |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | UnderstandthebasicconceptscomputerapplicationsusingMS-PowerPoint | K1 |
| 2 | Createanddoeffectivepresentationforthebusinessmeetingusingpowerpointpresentation. | 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. |

|  |  |  |
| --- | --- | --- |
| **Unit:3** |  | **9--hours** |
| **MicrosoftAccess**:DatabaseOverview-CreatingDatabase–CreatingdatabasethroughTableWizard–ModifyingTable. |
| **Unit:4** |  | **9--hours** |
| CreatingaTable–RenameColumns–SavingtheDatabase–Relationships-Forms. |
| **Unit:5** |  | **8--hours** |
| FilteringandQueryingTables–CratingReportsandMailingLabels–SharingInformationbetweenApplications. |
|  |  |
| **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

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| ElectiveIA | **INTERNATIONALLOGISTICS****MANAGEMENT** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **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 | Recognizethecriticalimportanceoflogisticsmanagementinthecontextofinternationalbusinessoperations | K1 |
| 2 | Demonstrateanunderstandingofforwardingandclearingagents,freightbrokers,stevedores,andshippers'agentsandtheir contributions to the shipping industry | K3 |
| 3 | Evaluate the role of warehousing in logistics management and analysethedifferenttypesofcontainersandtheirapplications incontainerization | K2 |

|  |  |  |
| --- | --- | --- |
| 4 | Evaluate the road network in India and analyse the operations of roadtransportcompaniesinfulltruckloadandlessthantruckloadbusiness | K4 |
| 5 | Proposestrategiesforimprovingefficiencyandeffectiveness inrailtransportoperations | 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–logisticsinformationsystemsdesign-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-issuesinseatransport-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 byroadtransportcompanies-Documentsandpermitsrequiredinroadtransport |

|  |
| --- |
| system–Issues inroadtransport-regulatoryauthorities involvedinroadtransportsystem. |
| **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-Operationsandcontrolintherailways.OrganizationofIndianrailways |
|  |  |
| **TextBook(S)** |
| 1 | TheLogisticsHandbook,JamesF.Robbson&WilliamC.Capaciono(editors) |
| 2 | InternationalLogistics,DonaldF.Woodet.al., |
| 3 | StrategicLogisticsManagement,DouglasLambertandJamesR.Stock |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| ElectiveIB | **MANAGEMENTINFORMATIONSYSTEM****FORLOGISTICS** |  | 5 | 0 | 0 |
| **Pre– requisite** |  | Syllabus version | 2024-2025onwards |
| **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,interpretanduseprofessionalterminologyinlogisticsandrelatedinformationtechnologiesarea | K1 |
| 2 | Todiscussabouttheinformationtechnologiesinlogistics,toanalyzeproblemsandtrendsoftheindustry | K3 |
| 3 | Tosolvethematictasksinthe fieldoflogisticsITand | K2 |
| 4 | Tocompareresultsofdifferentsolutionscenariosanditsperformanceresults | K4 |
| 5 | Todescribetherelevanceofthechosenlogisticsinformationtechnologytopics,toclassifyexistingsolutions,analyzetheexistingproblemsand trends.. | K4 |
| K1-Remember;K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6-Create |
| Unit:1 |  | 15 |

|  |  |
| --- | --- |
| 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‐ ArtificialIntelligence‐ExpertSystem‐Barcoding&scanning.ElectronicDataInterchangestandardsofCommunication, Information, Future directions. |  |
| **UNIT-5** |  |  |  |
| InformationTechnologyforsupplychainmanagement:Bullwhipeffect‐ITinsupplychain‐BusinessProcessReengineering‐ERPandEDIproblem;ImpactofInternetonSCM. |  |
|  |  |  |
| **TextBook(S)** |
| 1 | DavidJ.Bloomberg,StephenLeMay&:Logistics,Prentice‐HallofIndiaPvtLtd.,JoeB.HannaNewDelhi,2003. |  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| ElectiveIC | **CUSTOMERRELATIONSHIP****MANAGEMENTINLOGISTICS** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **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 intheirattemptstodevelopandimplementHRMpolicies. |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | ToKnowthefundamentalunderstandingofcustomerandcustomerrelationshipmanagement(CRM) | K1 |
| 2 | Toperspectiveonbusinessintelligenceandapplicationserviceproviders | K3 |
| 3 | TodevelopabilitytoanalyzeSalesforceautomationanditsimplicationforCRM | K2 |
| 4 | ToproficiencyinskillsevaluateCRM | K4 |
| 5 | TodeveloptheskillsinvolvedinimplementationofCRM | K4 |
| K1-Remember; K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate; K6– Create |
| Unit:1 |  | 15 |
| DefinitionofcustomerandCRM,CRMtechnologycomponents,customerlifestyle,customerinteraction.DifferencebetweenCRMand e-CRM,featuresofe- CRM. CRM Theory & Development and Relationship Marketing |
| **Unit-2** |  | 15 |
| Data,Information&Technology:CRMTechnologyandDataPlatforms,DatabaseandDataManagement,andtheroleofBusinessIntelligence(BI)inCRM; |

|  |
| --- |
| ApplicationServiceproviders(ASPs):theirroleandfunction,advantagesanddisadvantagesofimplementingASP. |
| **Unit-3** |  | 15 |
| CRM:ImpactonSales &MarketingStrategy, Definitionand needofsales force automation(SFA),barrierstosuccessfulSFAfunctionality,technologicalaspectofSFA,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, eventsloyaltyandretentionprograms),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-ConceptandCases,PrenticeHallofIndiaPrivateLimted,NewDelhi. 2011 |
| 4 | S.Shanmugasundaram(2008)Customerrelationshipmanagement,PrenticeHallofIndiaPrivateLimted,NewDelhi. |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| ElectiveIIA | **SUPPLYCHAINMANAGEMENTI** |  | 5 | 0 | 0 |
| **Pre – requisite** |  | Syllabus version | 2024-2025onwards |
| **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 andsupplymanagement,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 ForecastinginaSupplyChain- AggregatePlanninginaSupplyChain |
| **Unit-2** |  | 15 |
| PlanningSupplyandDemandinaSupplyChain:ManagingPredictableVariability-ManagingEconomies ofScale inaSupplyChain:CycleInventory- Managing Uncertainty in a Supply Chain: Safety Inventory |
| **Unit-3** |  | 15 |

|  |
| --- |
| Determining the Optimal Level of Product Availability - Transportation Decisions inaSupplyChain-DesigningDistributionNetworksandApplicationstoe-Business |
| **Unit-4** |  | 15 |
| NetworkDesignintheSupplyChain-NetworkDesigninanUncertainEnvironmentSourcingDecisionsinaSupplyChain |
| **UNIT-5** |  | 15 |
| PricingandRevenueManagement inaSupplyChain-InformationTechnologyinaSupplyChain-CoordinationinaSupplyChain |
|  |  |
| **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 | InventoryManagementandProductionPlanningandSchedulingbyEdwardA.Silver,DavidF.Pyke,andReinPeterson |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| ElectiveIIB | **SUPPLYCHAINMANAGEMENTII** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabusversion | 2024-2025onwards |
| **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 |
|  |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | GainanoverviewofSCMprocessesandobjectives,including keyprocesstools | K1 |
| 2 | Developproficiencyinplanning,sourcing,producing,distributing,andpayingwithinsupplychainoperations | K3 |
| 3 | Developskillsinsourcingandsuppliesmanagement,includingoutsourcingandglobalsourcingpractices | K2 |
| 4 | LearnaboutSCMplanninganddevelopmentstrategiestoadapttochangingmarketdynamics | K4 |
| 5 | UnderstandtheroleofInformationTechnology(IT)infacilitatingsupplychaincoordinationandintegration | K4 |

|  |
| --- |
| 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 –centralizedvs.decentralizedsystem |
| **Unit-2** |  | 15 |
| SupplychainIntegrates-Push,Pullstrategies–Demanddrivenstrategies–Impactongroceryindustry–retailindustry–distributionstrategies |
| **Unit-3** |  | 15 |
| StrategicAlliances:Frameworkforstrategicalliances–3PL–meritsanddemerits–retailer–supplierpartnership–advantagesanddisadvantagesofRSP – distributor Integration |
| **Unit-4** |  | 15 |
| ProcurementandOutsourcing:Outsourcing–benefitsandrisks–frameworkformake/buydecision–e-procurement– frameworkofe-procurement |
| **UNIT-5** |  | 15 |
| DimensionofcustomerValue–conformanceofrequirement–productselection–priceandbrand–valueaddedservices –strategicpricing–smartpricing– customer value measures |
|  |  |
| **TextBook(S)** |
| 1 | Rushton,A.,Oxley,J&Croucher,P(2ndEdition,2000).HandbookofLogisticsandDistributionManagement.KoganPage |
| 2 | Simchi-Levi,David,Kamisnsky,Philip,andSimchi-Levi,Edith.(2nd Edition,2004).DesigningandManagingtheSupplyChain:Concepts,StrategiesandCaseStudies.Irwin/McGrawHill |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| ElectiveII C | **CARGOMANAGEMENT** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabus version | 2024-2025onwards |
| **CourseObjectives** |
| Toprovidecoordinatedeffortsacrossvariousaspectsoflogistics,fromplanningandexecutiontomonitoringandevaluation |
| 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,RulesgoverningacceptanceofCargo. |
| **Unit-2** |  | 15 |
| CargoRating-FamiliarizationofCargo Tariffs.Roundingoffoftheweights/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 anddiplomaticmails.Shippersdeclarationfordangerousgoods. |
| **Unit-4** |  | 15 |
| Handling-CargocapacityofAirandShips. Cargoneedingspecialattention,introductiontodangerousgoodsregulations.SomeimportantCargocompanies |
| **UNIT-5** |  | 15 |

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| ElectiveIIIA | **AGRICULTURALEXPORTAND****IMPORTMANAGEMENT** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabusversion | 2024-2025onwards |
| **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 globaldemand. |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | TOgainthefundamentalknowledgeabouttheexportanalysisofmarketable | 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 |
| IntroductiontoagricultureformsofagricultureproductionneedforimportandExportanalysisofmarketablesurplusandmarketedsurplusanalysisofimportand export statistics of agricultural products in India. |
| **Unit-2** |  | 15 |
| OverviewofworldagriculturaltradeissuesimpactingInternationalagriculturaltradeagriculturalpolicytechnologyadvancementonagriculturalproducts |

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| ElectiveIIIB | **AGRICULTURALLOGISTICSAND****SUPPLYCHAINMANAGEMENT** |  | 5 | 0 | 0 |
| **Pre–****requisite** |  | Syllabusversion | 2024-2025onwards |
| **CourseObjectives** |
| Themainobjectiveistoprovidethefundamentalknowledgehowtomakeuseoflogisticsandsupplychainmanagementinagricultural |
| ExpectedCourseOutcomes |
| Onthesuccessfulcompletionofthecourse,studentwillbeableto: |
| 1 | Toprovidethefundamentalknowledgeaboutthelogistics | K1 |
| 2 | Togainthepracticalknowledgehowtomeasuretheperformanceinlogistics | K3 |
| 3 | Toknowthepracticalissuesinagriculturalmarketaccordingtothechangingenvironment | 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 infrastructureoutsourcingand3PLsandfourthpartylogistics(4PLs). |
| **Unit-2** |  | 15 |
| Elements of logistics and supply chain management: demand forecasting functionsofinventory warehousing and distribution centres - transportation protectivepackaging-orderprocessingmaterialhandlingwithspecialreferencetoagriproducts |
| **Unit-3** |  | 15 |

|  |
| --- |
| 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 -productcostingforuncertainty |
| **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. |
|  |  |
| **TextBook(S)** |
| 1 | AgribusinessSupplyChainManagement-N.Chandrasekaran,G.Raghuram |
| 2 | FoodSupplyChainManagementandlogistics -Samir Dani |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Courses |  |  | L | T | P | C |
| ElectiveIIIC | **AGRICULTURALANDFOOD****RETAILING** |  | 5 | 0 | 0 |
| **Pre – requisite** |  | Syllabus version | 2024-2025onwards |
| **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-SWOTanalysisofretailindustryinIndiaRetailformatsandclassificationofretailer’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 globalcontext |
| **Unit-3** |  | 15 |
| Retailstrategicplanningandoperations management-evaluatingthecompetition in retailing market selection and location analysis - customer services and retailsellingwithspecialreferencetoagribusiness |

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

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **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** |