

**KDK College of Engineering, Nagpur**  
**Faculty of Commerce and Management**  
**Master of Business Administration**

**Semester I**

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB00P</b>	<b>Name of Subject:</b> <b>Induction Programme cum Foundation Course</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit:</b> <b>Grade</b>	<b>Lecture (L): -- 0</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 3 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
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<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Given a presentation/ debatable topic, discussion, training, the students will be able to understand voice modulation, nuances of diction and articulation which will in turn help them in developing effective communication skills.
2	Given a workplace setting, the students will not only be aware about their inner qualities, inner potential and importance of human qualities but also will be able to critically assess the relationship between theory and practice in the formulation of values.
3	The students will be able to perform calculations based on elementary statistics and accountancy.
4	Given a stressful or demanding situation the students will develop skills like team work, leadership, time management and will also be able to develop self-confidence, handle conflicts, be patient and work under pressure.
5	Given a problematic situation/ a dilemma/ a choice the students will be able to distinguish between the ethical and unethical ways and chose the right way of doing things in professional and personal life.

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB01T</b>	<b>Name of Subject:</b> <b>Principles of Management</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Apply the managerial skills, role, need and process of Planning, Organizing, Decision Making and Controlling.
2	Implement the principles of planning, organizing, decision making, direction & controlling in a given business situation
3	Compare and contrast various organizational structures, management approaches of variety of business in a real-world context.
4	Assess the decision-making criteria used by practicing managers, leaders and entrepreneurs in routine and non-routine decision-making situations and evaluate and explain the same.
5	Formulate and discuss basic planning, organizing, decision making & controlling model in a real-life business situation.

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB02T</b>	<b>Name of Subject:</b> <b>Organizational Behavior</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Students will be able to determine the concept of Organization Design and devise the factors that affect Organization Design.
2	Students will be able to identify the components of Individual Behavior and apply the concept of Learning, Perception, Attitudes and values.
3	The student will be able to distinguish between the various theories of motivation and their application in organizations and also be able to apply these theories to practical problems in organizations. They will also be able to distinguish between a number of different leadership theories & styles and contribute to the effective performance of a team as the team leader or a group member.

4	The future managers/ students will be able to analyze the behavior of individuals and groups in organizations in terms of the key factors that influence organizational behaviors and demonstrate skills required for working in groups (team building).
5	The students will be able to justify how organizational change and conflict affect working relationships within organizations and demonstrate how to apply relevant theories to solve problems of change and conflict within organizations

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB03T</b>	<b>Name of Subject:</b> <b>Managerial Economics</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Define the key terms and applications of economics.
2	Explain the key concepts in economics from a managerial perspective.
3	Articulate the economic principles to management decisions like calculating elasticity of demand, national income using different approaches and determining the optimal price and output for firms under different market structures.
4	Identify and distinguish between Demand-Pull and Cost-Push Inflation, CPI and WPI and analyze various aspects of empirical production functions and also will be able to comprehend the difference sources of economies and diseconomies of scale.
5	Comment on the choice of demand forecasting methods, implications and control of inflation, implications of different phases of business cycle on the economic activity in the country.

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB04T</b>	<b>Name of Subject:</b> <b>Business Statistics</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Able to estimate the dispersion / variance of the data using various measure and draw inference to facilitate decision making.
2	Able to predict the value of variable using regression analysis.
3	Able to assess the level of association between given variable in the data using various types of correlation analysis.
4	Able to analyse the various component of time series.
5	Able to understand the optimum business solution by using linear programming.

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB05T</b>	<b>Name of Subject:</b> <b>Financial Accounting</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Define the key terms used in Financial Accounting
2	To perform ratio analysis and comment on the performance of the firm.
3	Prepare the primary books and accounts for recording and posting financial transactions, Cash Book and Bank Reconciliation Statement
4	Analyze the financial performance, liquidity & solvency of an enterprise from Financial Statements of Joint stock companies
5	Evaluate whether a firm is doing well financially and has sufficient cash to meet its obligations and support its growth or not by preparing cash flow statement

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB06T</b>	<b>Name of Subject:</b> <b>Research Methodology</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	In context of research, the student will be able to define business research problems and will also be able to formulate an abbreviated version of research proposal.
2	The student will be able to describe and choose appropriate sampling design and will also be able to estimate appropriate sample size.
3	The student will be able to develop measurement tools and construct appropriate scales therein.
4	The student will be able to select suitable method of data collection and will be able to make questionnaire/e-questionnaire.
5	The student will be able to derive inferences by applying various techniques of interpretation and be and write various types of research reports.

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB07T</b>	<b>Name of Subject:</b> <b>Entrepreneurship Development</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 2</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	To understand Entrepreneurship and its importance in economy
2	Understanding of different types of entrepreneurs and career opportunities in entrepreneurship.
3	To understand the programme available to encourage entrepreneurship
4	Understand the process of idea generation and making business plan
5	Knowledge of entrepreneurial support system and financial incentives.

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB08T</b>	<b>Name of Subject:</b> <b>Business Legislation</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 2</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Determine the essentials of the contract.
2	Summarize the key legal provisions under the incorporation of company.
3	Illustrate the provision and use of Consumer Protection Acts in the legal business environment.
4	Outline the various facets of Indian Partnership Act and distinguish between partnership and company.
5	Develop critical thinking by making judgments related to the use of Information Technology under the IT Act.

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB09T</b>	<b>Name of Subject:</b> <b>Business Communication</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 1</b>	<b>Lecture (L): -- 2</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>20 Marks</b>	<b>30 Marks</b>	<b>50 Marks</b>	<b>2 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Discuss the concept & importance of Communication skills in business
2	Apply the knowledge by speaking confidently and communicating effectively in different business situations.
3	Display the appropriate body language & etiquettes in different business situations.

<b>Semester I</b>	<b>Subject Code:</b> <b>1PGMB10P</b>	<b>Name of Subject:</b> <b>MS Office Fundamentals</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 1</b>	<b>Lecture (L): -- 0</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 2 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>25 Marks</b>	<b>25 Marks</b>	<b>50 Marks</b>	<b>2 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Understand basics of computers, components of office automation. Perform operations using MS Word.
2	Acquire practical knowledge of working with MS-excel.
3	Adapt the practical knowledge of working with MS-power point. hands on training to the students to create presentations.

## Semester II

<b>Semester II</b>	<b>Subject Code:</b> <b>2PGMB01T</b>	<b>Name of Subject:</b> <b>Fundamentals of Financial Management</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Students will be able to understand the financial environment and the functions of financial systems.
2	Students will be able to devise the application of capital structure and dividend policy decisions.
3	Students will be able to analyze the financial statements using tools like ratios, break even analysis and the various theories.
4	Students will be able to learn the various techniques of Capital budgeting, application and comparison and various risk analysis techniques.
5	Students will be able to understand of the time value of money concept and the role of a financial manager in the current competitive business scenario.

<b>Semester II</b>	<b>Subject Code:</b> <b>2PGMB02T</b>	<b>Name of Subject:</b> <b>Fundamentals of Marketing Management</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Students will be able to learn basic & conceptual knowledge in the functional area of marketing management.
2	Students will able to explore effective understanding of relevant functional areas of marketing management and its application.
3	Students will be able to understand the product & pricing strategies.
4	Students will able to explore the tools & channels used by marketing managers in the promotion & distribution of product.
5	Students will able to understand the services & marketing research for business.

<b>Semester II</b>	<b>Subject Code:</b> <b>2PGMB03T</b>	<b>Name of Subject:</b> <b>Fundamentals of Human Resource Management</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Students will be able to explain the importance of Human Resource Management for an organization and also distinguish between Personnel and HR Management.
2	For a given job profile, students will be able to develop a job analysis and produce a job description and job specification.
3	Students will be able to design a Human Resource Plan for an organization and construct its Selection Process.
4	Students will be able to justify the applicability of various techniques of training.
5	Students will be able to outline the performance appraisal process and identify and explain the utility of various modern and traditional methods of Performance Appraisal.

<b>Semester II</b>	<b>Subject Code:</b> <b>2PGMB04T</b>	<b>Name of Subject:</b> <b>Fundamentals of Operations Management</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	At the end of the course the students can apply the concept of operations management in manufacturing and service sector and will be able to plan and implement production and service-related decisions.
2	At the end of the course the student will be able to plan production schedules and plan resources (material and machine) required for production
3	At the end of the course the students can design maintenance schedules in manufacturing units, identify and propose material handling equipment's and implement industrial safety rules
4	At the end of the course the students will be able to apply the concepts of purchase, stores and inventory management and analyze and evaluate material requirement decisions
5	At the end of the course the students can measure performance related to productivity and will be able to conduct basic industrial engineering study on men and machines.

<b>Semester II</b>	<b>Subject Code:</b> <b>2PGMB05T</b>	<b>Name of Subject:</b> <b>Cost Accounting</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 3</b>	<b>Lecture (L): -- 3</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>40 Marks</b>	<b>60 Marks</b>	<b>100 Marks</b>	<b>3 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Students will be able to understand the basic concepts of cost accounting and prepare cost sheet and tender sheet.
2	Students will be able to prepare and analyze the models for decision making.
3	Students will be able to calculate the operating costs
4	Students will be able to evaluate budgetary control and prepare a budget.
5	Students will be able to determine the direct material and direct labor variances.

<b>Semester II</b>	<b>Subject Code:</b> <b>2PGMB06T</b>	<b>Name of Subject:</b> <b>Business Ethics and Corporate Governance</b>	
<b>Total Hours Distribution per week</b>			
<b>Total Credit: 1</b>	<b>Lecture (L): -- 2</b>	<b>Tutorial (T): -- 0</b>	<b>Practical (P): 0 Hrs.</b>
<b>Examination Scheme</b>			
<b>Continuous Assessment</b>	<b>End Sem Examination</b>	<b>Total Marks</b>	<b>Examination Duration:</b>
<b>20 Marks</b>	<b>30 Marks</b>	<b>50 Marks</b>	<b>2 Hrs</b>

<b>Course Outcomes</b>	
<b>After completion of syllabus, the student is able to</b>	
1	Student will be able to apply an ethical understanding and perspective to business situations.
2	Student will be able to understand and apply various ethical practices in different areas of organization.
3	Student will be able to understand and explain the concept of CSR.