II SEMESTER
CORPORATE FINANCE
Course Code: 09 MBA21
Credit Pattern: L: T: P = 3:0:0 = 3
CIE: 50 Marks
No. of Hours per Week: 3
SEE: 50 Marks
Total Numbers of hours: 48

MODULE 1

MODULE 2

MODULE 3
Sources of long term funds: Cost of capital – basic concepts. Cost of debenture capital, cost of preferential capital, cost of term loans, cost of equity capital (Dividend discounting and CAPM model). Cost of retained earnings. Determination of Weighted average cost of capital (WACC) and Marginal cost of capital. (8 Hours)

MODULE 4
Investment decisions - Investment evaluation techniques – Net present value, Internal rate of return, Modified internal rate of return, Profitability index, Payback period, Discounted payback period, Accounting rate of return. Estimation of cash flow for new project, replacement projects. (10 Hours)

MODULE 5
Working capital management – factors influencing working capital requirements. Current asset policy and current asset finance policy. Determination of operating cycle and cash cycle. Estimation of working capital requirements of a firm. (Does not include Cash, Inventory & Receivables Management) (7 Hours)

MODULE 6
Capital structure decisions – Planning the capital structure. (No capital structure theories to be covered) Leverages – Determination of operating leverage, financial leverage and total leverage. Dividend policy – Factors affecting the dividend policy – dividend policies - stable dividend, stable payout. (No dividend theories to be covered). (10 Hours)

Recommended Books:
1. Prasanna Chandra: Financial Management (TMH), 7/e,
2. I.M. Pandey – Financial Management (Vikas), 9/e,
3. M.Y. Khan & P.K. Jain – Financial Management (TMH), 5/e,
4. Brigham & Houston – Fundamentals of Financial Mgmt., Thomson Cengage Learning, 1/e,

Reference Books:
2. Contemporary Financial Management – Kothari & Dutta – Machanilan India Ltd.
7. Financial Management –Shah– Wiley India (P) Ltd.
8. Gitman, Principles of Managerial Finance, Pearson Education / PHI, 10/e, 2004
11. Sathyaprasad & Kulkarni, Financial Management – HPH
13. Paresh P Shah, Financial Management – Biztantra, 1/e, 2005
SOCIAL & ECONOMIC ENVIRONMENT

Course Code: 09 MBA 22
Credit Pattern: L: T: P = 3: 0: 0 = 3
No. of Hours per Week: 3
Total Numbers of hours: 48

CIE: 50 Marks
SEE: 50 Marks
Exam Duration: 03 Hrs

MODULE 1

Business Environment: meaning, nature and scope, Techniques for environmental analysis. economic and non-economic environment, interaction between internal and external environments, overview of political, and socio-cultural, legal, technological and global environment. Economics of Development: Determinants, major issues of development India as a developing economy, contribution of different sectors( primary, secondary and tertiary) to Indian economy, growth in tertiary sectors in recent years, SWOT Analysis of Indian Economy business cycle- features, phases. (10 Hours)

MODULE 2

Macro economic policies in India: Industrial policies of the post 1991. Monetary policy: Objectives, credit control tools. Fiscal policy: Objectives, budget, direct and indirect taxes, revenue and expenditures of the union and the state. Recent Foreign Trade and Exim policies. (7 Hours)

MODULE 3


MODULE 4

Anatomy of the Indian Economy: Major industries – Electronics, Automobile, Textiles, Tele-communications, Development of Private Sector- MNC in India, WTO and India -. Privatization, Liberalization & globalization. Infrastructure in Economic development of India- Meaning and Importance- Major issues in infrastructure with special reference to Railways, Road transport and Power – Development of IT Sector for in India – its contributions to Indian economy – Importance of Human resources development- Major thrust areas in human resource development. (10 Hours)

MODULE 5


MODULE 6

RBI – Role and functions- Banking Structure Reforms- Narasimhan Committee Recommendations- Financial sector reforms - E-Banking in India – Objectives, trends and practical uses- Recent Technological Developments in Indian banking (ATM, Debit and Credit Cards, EMT, EFT, Etc.) (7 Hours)

RECOMMENDED BOOKS:

2. Business Environment by Suresh Bedi –Excel Books

REFERENCE BOOKS:

2. Indian Economy by I.C. Dingra
BUSINESS RESEARCH METHODS

Course Code: 09 MBA23  
Credit Pattern: L:T:P = 3:0:0 = 3  
No. of Hours per Week: 3  
Total Numbers of hours: 48  
CIE: 50 Marks  
SEE: 50 Marks  
Exam Duration: 03 Hrs

MODULE 1  
Research – Meaning, types, criteria of good research, marketing research, scientific approach to research in physical and management science, limitations of applying scientific methods in business research problems, ethical issues in business research. Business Research: An overview - Research process, problem formulation, management problem v/s. research problem, Steps involved in preparing business research plan/proposal  

MODULE 2  
Business Research Design: Exploratory, Descriptive, & Causal research  
Exploratory research: Meaning, suitability, Data collection, hypothesis formulation Descriptive research: Meaning, types of descriptive studies, data collection methods Causal research: Meaning, various types of experimental designs, types of errors affecting research design.  

MODULE 3  
Data collection: Primary and Secondary data – Sources – advantages/disadvantages, Data collection Methods – Observations, Survey, Interview and Questionnaire design, Qualitative techniques of data collection. Measurement & Scaling Techniques: Nominal Scale, Ordinal Scale, Interval Scale, Rating Scale, Criteria for good measurement, attitude measurement – Likert’s Scale, Semantic Differential Scale, Thurstone-equal appearing interval scale, MDS – Multi Dimensional Scaling.  

MODULE 4  
Sampling: Meaning, Steps in Sampling process, Types of Sampling - Probability and non probability Sampling Techniques, Errors in sampling, Relationship between Sample size and errors.  

MODULE 5  
Hypothesis: Meaning, Types, characteristics, sources, Formulation of Hypothesis, Errors in hypothesis testing - Type I and Type II Errors, Parametric and Nonparametric test: T-test, Z-test, F-test, Chi-Square test; U-test, Rank-Sum test, K-W test.  

MODULE 6  
Data Analysis: Editing, Coding, Classification, Tabulation, Analysis, & Interpretation. Statistical Analysis of Business Research (application only): Bi-variate Analysis (Chi-square only), Multivariate Analysis - Factor Analysis, Discriminant Analysis, Cluster Analysis, Conjoint Analysis, ANOVA – One-way & Two-way classification - Problems on one way anova only (Theory only).  

Case studies in Indian context only

RECOMMENDED BOOKS:  

REFERENCE BOOKS:  
Module 1

Module 2

Module 3
Indian Partnership Act –Definition of partnership- Essentials –Relation of partners to one another-Rights and duties-Kinds of partners- Authorities-Admission & retirement of partner- Dissolution of firm- Registration of firm (4 Hours)

Module 4

Module 5
Intellectual Property law; Juridical nature of the rights – Forms of intellectual property, Copy Rights- Trade Marks- Designs – Patents- TRIPS provisions on patent, copy right, Trade marks and impact there of on Indian Law-Acquition and loss of the right of patentee –Use and abuse of patent rights-compulsory licensing-Registration of trade marks- rights conferred-Ownership of copy right- Author's special rights-infringement-Remedies in intellectual property law-civil & criminal remedies (8 Hours)

Module 6
FEMA  Act 1999-Objectives – Improvements over FERA- Regulation and Management of foreign exchange- Dealing in foreign exchange- Contravention and penalties Adjudication and appeal – Enforcement

Recommended Books:
1. N D Kapoor-Elements of Mercantile Law-Sultan Chand
2. Legal Aspects of Business - Akhileshwar Pathak, 3rd Edition, Tata Mc GRAW HILL

Reference Books:
1. M C Kuchhal -Business Law -Vikas, 4/e, 2005
2. BARE ACTS -
   a. Indian Contract Act 1872
   b. Negotiable Instruments Act 1881
   c. Indian Partnership Act 1932
   d. Foreign Exchange Management Act 1999
   e. Sale Of Goods Act 1930
   f. Consumer Protection Act 1986
   g. Information Technology Act 2000
   h. Companies Act 1956
   i. Environmental Protection Act 1986
   j. Right To Information Act
HUMAN RESOURCE MANAGEMENT

Module 1
HRM - Introduction, meaning, definition, nature and scope of HRM and HRD, evolution of HRM, Difference between Personnel Management and HRM, features of HRM, HRM functions, objectives of HRM, policies, procedures and Programmes, practices, Organization of HRM, line and staff responsibility role of personnel manager and HR manager, qualities of HR, HR Manager as a Strategic partner, factors influencing HRM, Opportunities and Challenges in Human Resource Management. (10 Hours)

Module 2
Job design: definition, approaches, job design options;
Job analysis: definition, process, benefits of job analysis
HR planning: introduction, objectives of HRP, linkage of HRP to other plans, definition and need for HRP, benefits of HRP, factors affecting HRP, process, problems and limitations of HRP
Recruitment: definition, objectives, subsystems, factors affecting recruitment policy, centralized and decentralized recruitment, recruitment Organization, recruitment sources, recruitment techniques, recruitment process, cost benefit analysis of recruitment sources. (8 Hours)

Module 3
Selection, placement and Induction: meaning, definition of selection, essentials of selection procedure, significance of selection process and organizational relationship, selection procedure, various types of tests (aptitude, achievement, situational, interest, personality), different types of interviews and interview process, means to make interview effective, medical exams, reference checks, final decision, employment, placement and induction. (7 Hours)

Module 4
Performance management: Introduction, meaning, need, purpose, objectives, contents of PAS, appraisers and different methods of appraisal, uses of performance appraisal, limitations and problems of performance appraisal, 360 degree Appraisal, post appraisal feedback. (7 Hours)

Module 5
Human Resource Development: Introduction, definition, concepts, activities
Training and development: meaning of T & D, importance of training, benefits of training, need and objectives, assessment of training needs, areas of training, training methods, on-the job and off-the job training, advantages of training, training procedures and final evaluation.
Employee mobility:
Internal mobility: Introduction, meaning, different types
External mobility: Introduction, meaning, types. Absenteeism - Meaning, types, causes, calculation, minimizing absenteeism. Employee attrition - meaning, reasons, calculation of attrition rate, retention strategies, managing separations and right sizing-voluntary and involuntary separations. (9 Hours)

Module 6
Compensation & Benefits Administration: Compensation Management: Introduction, definition, need for sound salary administration, objectives, factors affecting wages/ salary levels, job evaluation, wage salary survey, salary structure, salary fixation, incentives, profit sharing, bonus concepts, ESOPs, pay for performance, Benefits administration, employee welfare and working conditions-statutory and voluntary measures.
Industrial peace and harmony: Discipline maintenance, Grievance Handling, Workers participation in management, maintaining good human and industrial relations, benefits accrued by the organization due to the development of congenial environment. (7 Hours)

Recommended Books

Reference Books
QUANTATIVE TECHNIQUES - II

Course Code: 09 MBA26
Credit Pattern: L: T: P = 3:0:0 = 3
No. of Hours per Week: 3
Total Numbers of hours: 48

CIE: 50 Marks
SEE: 50 Marks
Exam Duration: 03 Hrs

MODULE 1
Introduction to Probability and Decision Theory:- Basic definition Events, Sample space and probabilities, Basic rules of probability, Conditional probability, independence of Events, Combinatorial concepts, laws of total probability- Baye's theory, Joint probability table. Decision tree analysis
(8 Hours)

MODULE 2
(8 Hours)

MODULE 3
Linear Programming Problem(LPP):Applications of LPP in Management, Advantages of LPP(Only theory),Formulation of LPP, Solution of LPP by graphical Method: Infeasible and unbounded solutions, Formulation of dual of LPP.
(8 Hours)

MODULE 4
Transportation & Assignment models:-General Structure; various methods of finding initial solution: Maximization and minimization problems North West Corner Method, Least Cost Method, Vogel's Approximation Method; Finding Optimal Solution; Modified Distribution method; variations: Unbalanced transportation problems, degenerate solutions(theory only);Assignment problems; General Structure; Finding Optimal Solutions; Variations: on Square matrix, maximization problem, Restrictions on Assignments, Alternate optimal Solutions
(10 Hours)

MODULE 5
Theory of games:-Terminology; Two person Zero sum game; Solutions to Games; Saddle point, dominance rule, value of the game, mixed strategy, graphical method of solving a game-(2xn) and (mx2)games.
(6 Hours)

MODULE 6
Queuing Models:--Introduction ;characteristics of queuing models ,models for arrival and service times; single poisson arrival with Exponential service Rate; Applications of queuing models.
Simulation of Management systems:- Terminology, Process of simulation ,Monte carlo Method ,Inventory Management Simulation, Marketing Management Simulation, Financial Management Simulation,
(8 Hours)

RECOMMENDED BOOKS:--
1.“Operations Research”, J.K.Sharma, MacMillan India.
2.“Quantitative techniques in Management”, N.D Vohra, Tata McGrail Publications,2/e,2003

REFERENCE BOOKS:-
3.Quantitative Techniques for Managerial Decisions-U K srivatsava-New Age International
BUSINESS COMMUNICATION - II

Course Code: 09 MBA 27
Credit Pattern: L: T: P = 3:0:0 = 3
No. of Hours per Week: 3
Total Numbers of hours: 48

CIE: 50 Marks
SEE: 50 Marks
Exam Duration: 03 Hrs

MODULE 1

(8 Hours)

MODULE 2
EMPLOYMENT COMMUNICATION: Introduction – writing CVs – Cover letters – Group discussions – interview skills.

(10 Hours)

MODULE 3

(8 Hours)

MODULE 4

(8 Hours)

MODULE 5

(6 Hours)

MODULE 6

(10 Hours)

RECOMMENDED BOOKS:


REFERENCE BOOKS:

3. Effective Technical Communication By M Ashraf Rizvi .- TMH , 2005
6. Business Communication – Krizan, Merrier , Jones- Thomson Learning, 6/e, 2005