# Course Syllabus

<table>
<thead>
<tr>
<th>Year</th>
<th>Title of the Paper</th>
<th>Exam Duration</th>
<th>Max. Marks</th>
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<tr>
<td>I</td>
<td>LANGUAGE - I</td>
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<td>I</td>
<td>LANGUAGE - II (ENGLISH)</td>
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<td>I</td>
<td>MANAGEMENT PROCESS</td>
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<td>I</td>
<td>ACCOUNTING FOR MANAGERS</td>
<td>3</td>
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<td>I</td>
<td>MATHEMATICS FOR MANAGERS</td>
<td>3</td>
<td>100</td>
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<td>II</td>
<td>INTRODUCTION TO LOGISTICS MANAGEMENT</td>
<td>3</td>
<td>100</td>
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<td>II</td>
<td>INTERNATIONAL STRATEGIC MANAGEMENT</td>
<td>3</td>
<td>100</td>
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<td>II</td>
<td>PRINCIPLES OF LOGISTICS INFORMATION</td>
<td>3</td>
<td>100</td>
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<td>II</td>
<td>E - LOGISTICS</td>
<td>3</td>
<td>100</td>
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<td>II</td>
<td>LOGISTICAL OPERATIONS INTEGRATION</td>
<td>3</td>
<td>100</td>
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<td>III</td>
<td>DRY CARGO CHARTERING</td>
<td>3</td>
<td>100</td>
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<td>III</td>
<td>INTERNATIONAL MARKETING FOR LOGISTICS AND SCM</td>
<td>3</td>
<td>100</td>
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<td>III</td>
<td>GLOBAL SUPPLY CHAIN INTEGRATION AND INTERNATIONAL SOURCING</td>
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<td>III</td>
<td>SUPPLY CHAIN MANAGEMENT</td>
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<td>III</td>
<td>RETAIL SUPPLY CHAIN MANAGEMENT</td>
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**TOTAL** 1500

Eligibility: Plus Two or Equivalent

Duration: Three Year
1.3 Management Process

Objective: On successful completion of this course, the students should have understood the nature and types of business organizations, Principles & functions of Management, Process of decision making, and Modern trends in management process.

UNIT –I

UNIT –II

UNIT –III

UNIT –IV

UNIT – V

REFERENCE BOOKS

1. Business Organisation - Bhushan Y.K.
2. Principles of Management – L.M. Prasad
3. Business Management – Dinkar Pagare
4. Principles of Business organisation and Management – P.N. REDDY
1.4 ACCOUNTING FOR MANAGERS

Objective: On successful completion of this course, the students should have understood the basic accounting concepts, Fundamentals of Financial Accounting, Preparation of final accounts, and Fundamentals of Cost and Management Accounting

UNIT – I

UNIT – II
Manufacturing - Trading - Profit & Loss Account - Balance sheet. – Problems with simple adjustments.

UNIT – III

UNIT – IV
Preparation of cost sheet - Stores Control - ECQ-Maximum, Minimum, Reordering Levels - Pricing of Materials Issues - problems (FIFO, LIFO, and AVERAGE COST methods only) - labour cost - remuneration and incentives - problems.

UNIT – V
Standard Costing - Variance Analysis – problems (Material and Labour Variances only) - Marginal Costing - Cost Volume Profit analysis. Budgeting - preparation of various budgets. (Theory and problems may be in the ratio of 20% and 80% respectively)

REFERENCE BOOKS

1. Grewal, T.S. : Double Entry Book Keeping
2. Jain and Narang : Advanced Accountancy
3. Shukla and Grewal : Advanced Accountancy
4. Gupta and Radhaswamy : Advanced Accountancy
5. Gupta R.L. : Advanced Accountancy
6. Jain and Narang : Cost Accounting
7. Nigam and Sharma : Cost Accounting
8. RK Sharna & K. Gupta : Management Accounting
9. S.N.Maheswari : Management Accounting
1.5 MATHEMATICS FOR MANAGERS

Objective: On successful completion of this course, the students should have understood to Set operations, matrix and Mathematics of Finance and statistical tools and their applications

UNIT - I
Sets and set operation - Venn Diagrams - Elements of Co-ordinate system. Matrices, Fundamental ideas about matrices and their operational rules – Matrix multiplication - Inversion of square matrices of not more than 3rd order- solving system of simultaneous liner equations.

UNIT-II
Mathematics of Finance and series simple and compound interest – Arithmetic progression - Geometric progression (Simple problems only).

UNIT-III
Meaning and Definitions of Statistics - Scope and Limitations. Statistical enquiries - Scope of the problem - Methods to be employed types of enquiries - Presentation of data by Diagrammatic and Graphical Method - Formation of Frequency Distribution.

UNIT-IV
Measures of Central tendency - Arithmetic Mean, Median, Mode, Geometric and Harmonic mean, Measures of variation and standard, mean and quartile deviations – Skewness and Kurtoses Lorenx curve, Simple Correlation - Scatter diagram - Karl Pearson's Coefficient of correlation – Rank correlation - Regression lines.

UNIT-V
Analysis of Time Series: Methods of Measuring - Trend and Seasonal variations - Index number - Unweighted indices - Consumers price and cost of living indices.* Questions in theory and problems carry 30% and 70% marks respectively

REFERENCE BOOKS
1. Sundaresan and Jayaseelan - An Introduction to Business Mathematics and Statistical Methods
2. Gupta S.P. - Statistical Methods
3. Navaneethan P. - Business Mathematics
4. Statistics - R.S.N. Pillai, Mrs. Bhagavathi
5. P.R. Vittal - Business Mathematics and Statistics
2.1 INTRODUCTION TO LOGISTICS MANAGEMENT

Objective:
The aim of the paper is to know how a logistic strategy fits into an organisation’s broader decisions, understand the role of logistic providers, and realize the meaning of customer service and understand its importance to logistics management.

Unit I
Logistics - Definition - History and Evolution - Objectives - Elements - activities importance - The work of logistics - Logistics interface with marketing - Retail logistics - Emerging concept in logistics. (18 Hours)

Unit II

Unit III
Outsourcing logistics - reasons - Third party logistics provider - Fourth party Logistics providers (4 pl) - Stages - Role of logistics providers

Unit IV
Logistics Strategy - Strategic role of logistics - Definition - role of logistics managers in strategic decisions - Strategy options, lean strategy, Agile Strategies & Other strategies - Designing & implementing logistical strategy

Unit V
Quality customer service & integrated logistics - customer service - importance elements - the order cycle system - distribution channels - Functions performed - Types designing.

REFERENCE BOOKS

Satish C. Ailawadi & Rakesh Singh : Logistics Management, Prentice-Hall of India Pvt Ltd., New Delhi, 2005
Krishnaveni Muthiah : Logistics Management & World Sea borne Trade, Himalaya Publishing House, Mumbai, 1999
2.2 INTERNATIONAL STRATEGIC MANAGEMENT

Objective: On successful completion of this course, the students should have understood International Strategic Management, Types of Strategies, Analysis, Strategy Implementation etc.

UNIT – I

UNIT – II

UNIT – III

UNIT – IV
Strategy implementation – Concept of strategy implementation – steps in strategy implementation – Factors causing unsuccessful implementation of Strategy – Organization structure for strategy implementation – Forms of organization structure - relating structure to strategy.

UNIT – V

REFERENCE BOOKS
2.3 PRINCIPLES OF LOGISTICS INFORMATION

Objective:
The paper aims to teach the forms of logistics information, Information functionality, Information forecasting, and application of information technology in logistics.

Unit I
Logistics Information-Meaning & Need Forms-LIS-Definition-Information functionality
- activities involved in transaction system-Principles of designing or evaluating LIS applications.

Unit II
LIS Architecture-components-Two forms of activities; Planning & co-ordination flows & operating flows - Flow and use of integrated logistics information.

Unit III
Information forecasting: Definition-Process- component-characteristic of forecast compound-approaches-forecast techniques-Forecast error.

Unit IV

Unit V
Information Technology for supply chain management - Bull whip effect-IT in supply chain-Business Process Reengineering-enterprise resource planning-EDIProblems with EDI-Impact of Internet on SCM.

REFERENCE BOOKS

2.4 E-LOGISTICS

Unit I

Unit II

Unit III

Unit IV

Unit V

References:
1. Louis columbus, Realizing e-business with application service providers, LWC publication.
2. B Stanford, E-business: Key Issues, Applications and Technologies, Ohmsha Publication

2.5 LOGISTICAL OPERATIONS INTEGRATION

Unit - I
The work of logistics – Network Design - Information – Transportation – Inventory – Warehousing – Material Handling – Packing – Operational Objectives of Logistics

Unit - II
Integrated logistics – Inventory flow – Physical distribution – Manufacturing support – Procurement – Information flow – Planning and Coordination flows – Operational flows – Operational requirements

Unit - III

Unit – IV
Barriers of Internal Integration – Organization structure – Measurement systems – Inventory ownership – Information technology – Knowledge transfer capacity.
Unit - V

References:
1) Donald J. Bowersox, David J. Closs, M. Bixby Cooper, supply chain logistics management, published by McGraw-Hill publications
2) Chopra, Supply Chain Management, published by Pearson Education India.
3) Cecil C. Bozarth, Robert B.Handfield, Introduction To Operations And Supply Chain Management, published by Pearson Education India
4) D K Agrawal Textbook of logistics and supply chain management, Published by Macmillam Publications

3.1 DRY CARGO CHARTERING

Unit-I

Unit-II

Unit-III

Unit – IV

Unit-V

References:
1. Institute of Chartered Shipbrokers, Dry Cargo Chartering, Witherby, 2005.
3.2 INTERNATIONAL MARKETING FOR LOGISTICS AND SCM

Unit – I

Unit – II

Unit – III

Unit – IV
India’s Foreign Trade Policy – Direction and Composition of India’s foreign trade – Export – Import Policy of Current Year – Export procedures and documentation – Export import procedures – Certificate related to shipments – Documents related to payment – Documents related to Inspection – Documents related to excisable goods

Unit – V

Reference(s):
3.3 GLOBAL SUPPLY CHAIN INTEGRATION AND INTERNATIONAL SOURCING

Unit – I

Unit – II

Unit – III

Unit – IV

Unit – V

References:
1.) Fred Sollish, Strategic Global Sourcing Best Practice, Wiley Publications.
2.) Mort Harris, Integrated Supply And Analysis, Hillcriest Publications.
3.) Bhuvan Unhelkar, Global Integrated Supply Chain Systems, Idea group Publications
3.4 SUPPLY CHAIN MANAGEMENT

Objective:

The paper aims to educate students on stages of supply chain management and new opportunities in SCM

Unit I

Unit II

Unit III

Unit IV
Outsourcing in SCM-Meaning need-outsourcing risks-outsourcing process outsourcing in SCM-New opportunities in SCM outsourcing-Myths of SCM outsourcing.

Unit V

REFERENCE BOOKS

Satish C. Ailawadi & Rakesh Singh : Logistics Management, Prentice-Hall of India Pvt Ltd., New Delhi, 2005
3.5 RETAIL SUPPLY CHAIN MANAGEMENT

**Unit – I**
Retail Supply chain: Definition – retail as a business – importance of customer segments – value chain – types or retail chain business – comparative advantages – CSR and retail industry.

**Unit – II**

**Unit – III**
Retail strategy and supply chains: Product life cycle – innovative and functional products – retail market segments – supply chain management excellence – skill requirements

**Unit – IV**
Retail supply chain process improvement: improvement approaches: PDCA, DMAIC, CPFR – supply chain collaboration – core competency – demand driven supply chain: tools and techniques – product tracking: Bar coding, RFID.

**Unit – V**
Finance and retail supply chain: Supply chain costs – root causes for cost – retail returns – opportunities in retail returns

**References:**

1. Swapana pradhan – Retailing Management
2. J. Lamba – The Art of Retailing
3. Barry Berman, Joel R Evans – Retail Management; A Strategic Approach
5. Dravid Gilbert – Retail Marketing.