# K.S. Rangasamy College of Technology

(Autonomous Institution affiliated to Anna University, Chennai)



# **CURRICULUM AND SYLLABI**

**FOR** 

# MASTER OF BUSINESS ADMINISTRATION

(For the batch admitted in 2025-2027)

# R2025

Accredited by NAAC A+ grade and NBA Approved by AICTE, Affiliated to Anna University, Chennai.

KSR Kalvi Nagar, Tiruchengode – 637 215. Namakkal District, Tamil Nadu, India.

# **Department of Master of Business Administration**

#### **VISION**

To be recognized as a provider of learning environment that nurtures infinite potential of individuals to be future professional managers who are rooted in ethics and driven by environmental and social consciousness.

# **MISSION**

To nurture future professional managers competent to work in urban and rural India in different sectors and to provide leadership in work environment with focus on excellence in value addition rooted in Indian values and ethics.

### PROGRAMME EDUCATIONAL OBJECTIVES: MBA

- I. Enable the students to be empowered in key functional areas of management.
- II. Provide entrepreneurial ecosystem and inculcate its values.
- III. Nurture competent managerial qualities that contribute value to society.

# PROGRAMME OUTCOMES

- Exhibit relevant domain knowledge and skills for effective decision making through critical thinking.
- 2. Competent in communication and problem solving skills to meet the industry requirement.
- 3. Ability to manage task complexities in a cross functional environment.
- 4. Innovate business opportunities towards global perspective.
- 5. Inculcate and exhibit entrepreneur skills.
- 6. Apply social, ethical, environmental responsibilities and sustainable practices in business.

# K.S. RANGASAMY COLLEGE OF TECHNOLOGY, TIRUCHENGODE -637 215

# Regulation 2025

**COURSES OF STUDY** 

(Forthe candidates admitted in 2025-2026)

# **SEMESTER I**

S. No.	Course Code	Course Title Ca		Contact Periods	L	Т	Р	С
		THEORY						
1	70 MB 101	Management concepts and Organizational Behaviour	PC	3	3	0	0	3
2	70 MB 102	Managerial Economics	PC	3	3	0	0	3
3	70 MB 103	Accounting for Managers	PC	5	3	1	0	4
4	70 MB 104	Business Statistics and Analytics	PC	5	3	1	0	4
5	70 MB 105	Legal Aspects of Business	PC	3	3	0	0	3
6	70 MB 106	Information System and AI	PC	3	3	0	0	3
7	70 MB 107	Entrepreneurship Development	PC	3	3	0	0	3
		PRACTICALS						
8	70 MB 1P1	Professional Grooming and Communication Lab	CG	4	0	0	4	2
9	70 MB 1P2	Data Analytics Lab -I	PC	4	0	0	4	2
Total				33	21	4	8	27
	•							

# **SEMESTER II**

S. No.	Course Code	Course Title	Category	Contact Periods	٦	т	Р	O
		THEORY						
1	70 MB 201	Production and operations Management	PC	3	3	0	0	3
2	70 MB 202	Human Resource Management	PC	3	3	0	0	3
3	70 MB 203	Marketing Management	PC	3	3	0	0	3
4	70 MB 204	Financial Management	PC	5	3	1	0	4
5	70 MB 205	Applied Operations Research	PC	5	3	1	0	4
6	70 MB 206	Research Methods for Business	PC	3	3	0	0	3
7	70 MB 207	Project Management	PC	3	3	0	0	3
		PRACTICALS						
8	70 MB 2P1	Leadership and Executive Skills Lab	CG	4	0	0	4	2
9	70 MB 2P2	Data Analytics Lab -II	PC	4	0	0	4	2
10	70 MB 2P3	Social Immersion Project	CG	2	0	0	2	1
			Total	35	21	4	10	28

# **SEMESTER III**

S. No.	Course Code	Course Title	Category	Contact Periods	L	т	Р	С
		THEORY						
1	70 MB 301	Strategic Management	PC	3	3	0	0	3
2	70 MB 302	International Business Management	PC	3	3	0	0	3
3	70 MB 303	Business Ethics and Corporate Governance	PC	3	3	0	0	3
4	70 MB 304	ESG and Sustainability	PC	3	3	0	0	3
5	70 MB 3**	Elective I	PE	3	3	0	0	3
6	70 MB 3**	Elective II	PE	3	3	0	0	3
7	70 MB 3**	Elective III	PE	3	3	0	0	3
8	70 MB 3**	Elective IV	PE	3	3	0	0	3
		PRACTICALS						
9	70 MB 3P1	Stock and Securities Lab	CG	4	0	0	4	2
10	70 MB 3P2	Al Tools for Managers	CG	4	0	0	4	2
			Total	32	24	0	8	28

# **SEMESTER IV**

S. No.	Course Code	Course Title	Category	Contact Periods	L	Т	Р	С
		THEOR	Y		•			
1	70 MB 4**	Elective V	PE	3	3	0	0	3
2	70 MB 4**	Elective VI	PE	3	3	0	0	3
3	70 MB 4**	Elective VII	PE	3	3	0	0	3
4	70 MB 4**	Elective VIII	PE	3	3	0	0	3
		PRACTIC	ALS		•			
5	70 MB 4P1	Summer Internship / Project Work	CG	12	0	0	12	6
			Total	24	12	0	12	18

**Total Credits: 101** 

# K.S. RANGASAMY COLLEGE OF TECHNOLOGY

# Credit Distribution for MBA Programme – 2024 –2026 Batch

			Credits Pe	er Semester		Total	Percentage
S. No.	Category	1	II	III	IV	Credits	%
1	PC	25	25	12	-	62	60.74
2	PE	-	-	12	12	24	23.52
3	CG	2	3	4	6	15	14.70
Total		27	28	28	18	101	100

**PC-PROFESSIONAL CORE** 

PE - PROFESSIONAL ELECTIVES

**CG-CAREER GUIDANCE COURSES** 

# K.S.RANGASAMY COLLEGE OF TECHNOLOGY, TIRUCHENGODE -637 215

(An Autonomous Institution affiliated to Anna University)

# COURSES OF STUDY (Forthe candidates admitted in 2025-2026)

# **SEMESTER I**

S. No.	Course Code	Course Title	Category	Contact Periods	L	Т	Р	С			
	THEORY										
1	70 MB 101	Management concepts and Organizational Behaviour	PC	3	3	0	0	3			
2	70 MB 102	Managerial Economics	PC	3	3	0	0	3			
3	70 MB 103	Accounting for Managers	PC	5	3	1	0	4			
4	70 MB 104	Business Statistics and Analytics	PC	5	3	1	0	4			
5	70 MB 105	Legal Aspects of Business	PC	3	3	0	0	3			
6	70 MB 106	Information System and AI	PC	3	3	0	0	3			
7	70 MB 107	Entrepreneurship Development	PC	3	3	0	0	3			
		PRACTICAL	S								
8	70 MB1P1	Professional Grooming and communication Lab	CG	4	0	0	4	2			
9	70 MB1P2	Data Analytics Lab -I	PC	4	0	0	4	2			
	Total 33 21 4 8 27										

PC-PROFESSIONAL CORE

CG - CAREER GUIDANCE COURSES

L: Lecture
T: Tutorial
P: Practical
C: Credits

### Note:

1 Hour Lecture is equivalent to 1 credit2 Hour Tutorial is equivalent to 1 credit2 Hours Practical is equivalent to 1 credit

# K.S.RANGASAMY COLLEGE OF TECHNOLOGY, TIRUCHENGODE -637 215

(An Autonomous Institution affiliated to Anna University)

# COURSES OF STUDY (Forthe candidates admitted in 2025-2026)

### **SEMESTER II**

S. No.	Course Code	Course Title	Categor y	Contact Periods	L	т	Р	С	
		THEORY	THEORY						
1	70 MB 201	Production and operations Management	PC	3	3	0	0	3	
2	70 MB 202	Human Resource Management	PC	3	3	0	0	3	
3	70 MB 203	Marketing Management	PC	3	3	0	0	3	
4	70 MB 204	Financial Management	PC	5	3	1	0	4	
5	70 MB 205	Applied Operations Research	PC	5	3	1	0	4	
6	70 MB 206	Research Methods for Business	PC	3	3	0	0	3	
7	70 MB 207	Project Management	PC	3	3	0	0	3	
		PRACTICALS							
8	70 MB 2P1	Leadership and Executive Skills Lab	CG	4	0	0	4	2	
9	70 MB 2P2	Data Analytics Lab -II	PC	4	0	0	4	2	
10	70 MB 2P3	Social Immersion Project	CG	2	0	0	2	1	
			Total	35	21	4	10	28	

PC - PROFESSIONAL CORE

CG-CAREER GUIDANCE COURSES

L: Lecture T: Tutorial P: Practical C: Credits

### Note:

1 Hour Lecture is equivalent to 1 credit

2 Hour Tutorial is equivalent to 1 credit

2 Hours Practical is equivalent to 1 credit

# **CAREER GUIDANCE COURSES (CG)**

S.No.	Course Code	Course Title	Category	Contact Periods	L	T	Р	C	Prerequisite
1.	70 MB 1P1	Professional Grooming and communication Lab	CG	4	0	0	4	2	Nil
2.	70 MB 2P1	Leadership and Executive Skills Lab	CG	4	0	0	4	2	Nil
3.	70 MB 2P3	Social Immersion Project	CG	2	0	0	2	1	Nil
4.	70 MB 3P1	Stock and Securities Lab	CG	4	0	0	4	2	Nil
5.	70 MB 3P2	Al tools for Managers Lab	CG	4	0	0	4	2	Nil
6.	70 MB 4P1	Summer Internship /Project Work	CG	12	0	0	12	6	Nil

# K.S. RANGASAMY COLLEGE OF TECHNOLOGY, TIRUCHENGODE – 637 215 (An Autonomous Institution affiliated to Anna University)

MBA Degree Programme

#### **SCHEME OF EXAMINATIONS**

(For the candidates admitted in 2025-2026)

### **FIRST SEMESTER**

			Duration				Pass in E	m Marks for ind Semester Exam
S. No.	Course Code	Name of the Course	e Exam Assessment Exam Mac		Max. Marks	End Semester Exam	Total	
		THEORY						
1	70 MB 101	Management concepts and Organizational Behaviour	2	40	60	100	45	100
2	70 MB 102	Managerial Economics	2	40	60	100	45	100
3	70 MB 103	Accounting for Managers	2	40	60	100	45	100
4	70 MB 104	Business Statistics and Analytics	2	40	60	100	45	100
5	70 MB 105	Legal Aspects of Business	2	40	60	100	45	100
6	70 MB 106	Information System and AI	2	40	60	100	45	100
7	70 MB 107	Entrepreneurship Development	2	40	60	100	45	100
		PRACTICAL						
8	70 MB1P1	Professional Grooming and communication Lab	2	60	40	100	45	100
9	70 MB1P2	Data Analytics Lab -I	2	60	40	100	45	100

<sup>\*</sup> CA evaluation pattern will differ from course to course and for different tests. This will have to be declared in advance to students. The departments will put a process in place to ensure that the actual test paper follow the declared pattern.

<sup>\*\*</sup> End Semester Examination will be conducted for maximum marks of 100 and subsequently be reduced to 60 marks for the theory courses, 50 marks for theory cum practical courses and 40 marks for practical courses end semester examination.

	Management concepts	Category	L	T	Р	Credit
70 MB 101	and Organizational Behaviour	PC	3	0	0	3

- To learn about the basic concepts of Management
- To learn about the planning and organising aspects in management
- To create a value-based workforce by leveraging positive behaviour
- To provide knowledge towards enhancement and sustainability of organizational performance
- To provide an understanding about the hidden forces affecting workplace behaviour and Group behaviour

# **Pre-requisites**

Management

### **Course Outcomes**

CO1	Outline the concept of Management, Objectives, Functions, Role and Challenges of Management.	Understand
CO2	Interpret the basic concepts of Planning and organising in management.	Apply
CO3	Apply the basic concepts of organizational behavior.	Apply
CO4	Examine about individual behaviors on Personality, Attitude and Perception.	Analyse
CO5	Illustrate about work behaviours theory and Group behviour.	Analyse

Mapping	Mapping with Programme Outcomes										
COs		POs									
	1	2	3	4	5	6					
CO1	3	-	-	-	3	-					
CO2	-	-	3	-	3	-					
CO3	3	-	3	-	2	-					
CO4	3	-	-	-	2	-					
CO5	-	-	3		3	-					
3 - Strong; 2 - Me	3 - Strong; 2 - Medium; 1 – Some										

Assessment Patter	rn				
Bloom's Category		sessment Tests arks)	End Sem Examination (Marks)		
Calegory	1	2			
Remember	10		10		
Understand	20	30	40		
Apply	30	30	40		
Analyse	-	-	10		
Evaluate	-	-	-		
Create	-	-	-		
Total	60	60	100		

Syllal	bus								
	K.S.Rangasamy College of Technology – Autonomous R2025								
	Master of Business Administration 70 MB 101 - Management concepts and Organizational Behaviour								
Seme	ester		lours/Week		Total	Credit		ximum Mar	ks Total
	L T P Hours C CA ES								
lasta a		3	0	0	45	3	40	60	100
Mana Scien Roles	igemei itific M s, Func	lanagemen tions, Skills	, Evolution, t Theory, F s, Changing	ayol's four	oortance, fu teen princip anager.				[9]
Plann Span	ning: In of Co	ntrol – Deci	Гуреs, Step sion Making	g: Process,	rganizing: 0 Types of de			e, Types,	[9]
Conce - Disc Organ	ept of 0 ciplines nizatio	Organization that contrib nal Behavio	oute to Orga	<sup>-</sup> –Meaning anizational E	and importa Behavior - C ign – Orgar	hallenges a	ınd Opportu		[9]
Perso Comp of per	onality: conent rception	s of attitude n.	- Major job	attitudes- B	Big Five l Behaviour ar				[9]
Learn Behav	ning the	eories-Motiv theory – C	ontingency	ies - Leade theory - Mo	rship theoriodern appro ategies for h	aches to lea	adership –		[9]
							To	otal Hours:	45
Text I	Book(	<u>,                                      </u>							
1.	"Editi	on: 1, 2024	, Book Rive	rs, New De	lhi, 2021.	•		nal Behaviou	
2.	Dr Sakthi Kamal Nathan Sambasivam Dr. A. Giriprakash Dr S. Prakash Mrs. C.Priya,								
Refer	ence(								
1.	Dr. G. Pandi Salvi, Dr. R. Florence Bharathi, Dr. M. Indhumathi, "Management Concept and								
2.		en Robbins dition, 201		Judge and	Neharika V	ohra, "Orga	nizational E	Behavior", Pe	earson,
3.			Organization Edition, 20		our: An Evi	dence-Base	d Approac	h", McGraw	-Hill
*000			. –						

<sup>\*</sup>SDG 8 - Decent work and Economic Growth

S. No.   Introduction to Management	Course C	Contents and Lecture Schedule	
1.1         Meaning, Evolution, Levels         1           1.2         Importance, functions         1           1.3         Management Theories: Scientific Management Theory         2           1.4         Fayol's fourteen principles of management         2           1.5         Manager: Roles, Functions         1           1.6         Skills, Changing role of a manager         2           2.0         Planning and Organizing           2.1         Planning Importance, Types         2           2.2         Steps, MBO         1           2.3         Organizing: Organizational Structure         2           2.4         Types, Span of Control         1           2.5         Decision Making: Process         1           2.6         Types of decisions         1           2.7         Techniques         1           3.0         Introduction to Organizational Behavior           3.1         Concept of Organizational Behavior         2           3.2         Meaning and importance of Organizational Behavior         1           3.3         Disciplines that contribute to Organizational Behavior         1           3.4         Challenges and Opportunities for Organizational Behavior         1           3	S. No.	Topics	
1.2 Importance, functions 1.3 Management Theories: Scientific Management Theory 2.1.4 Fayol's fourteen principles of management 2.1.5 Manager: Roles, Functions 1.6 Skills, Changing role of a manager 2.0 Planning and Organizing 2.1 Planning: Importance, Types 2.2 Steps, MBO 2.3 Organizing: Organizational Structure 2.4 Types, Span of Control 2.5 Decision Making: Process 1.6 Types of decisions 2.7 Techniques 3.0 Introduction to Organizational Behavior 3.1 Concept of Organizational Behavior 3.2 Meaning and importance of Organizational Behavior 3.3 Disciplines that contribute to Organizational Behavior 3.4 Challenges and Opportunities for Organizational Behavior 3.5 Organizational design 3.6 Organizational ethics 3.7 Dersonizational ethics 3.8 Disciplines that contribute to Organizational Behavior 3.9 Lindividual Behavior 3.1 Challenges and Opportunities for Organizational Behavior 3.2 Descriptional design 3.3 Disciplines that contribute to Organizational Behavior 3.4 Challenges and Opportunities for Organizational Behavior 3.5 Organizational design 3.6 Organizational ethics 3.7 Depressional ethics 3.8 Descriptional design 3.9 Latitude Behavior 4.1 Personality: Determinants of personality 4.2 Big Five Personality Traits 4.3 Attitude: Components of attitude 4.4 Major job attitude 4.5 Behaviour and attitude 4.6 Perception: Factors of perception 5.1 Learning theories 5.2 Motivation theories 5.3 Leadership theories and Styles 5.4 Trait theory, Behavioural theory, Contingency theory 5.5 Modern approaches to leadership 5.6 Group, Definition, Stages of group development	1.0		
1.3 Management Theories: Scientific Management Theory  1.4 Fayol's fourteen principles of management  1.5 Manager: Roles, Functions  1.6 Skills, Changing role of a manager  2.0 Planning and Organizing  2.1 Planning: Importance, Types  2.2 Steps, MBO  2.3 Organizing: Organizational Structure  2.4 Types, Span of Control  2.5 Decision Making: Process  1.6 Types of decisions  2.7 Techniques  1.7 Techniques  1.8 Organizational Behavior  3.0 Introduction to Organizational Behavior  3.1 Concept of Organizational Behavior  3.2 Meaning and importance of Organizational Behavior  3.3 Disciplines that contribute to Organizational Behavior  3.4 Challenges and Opportunities for Organizational Behavior  3.5 Organizational design  3.6 Organizational design  4.0 Individual Behavior  4.1 Personality: Determinants of personality  4.2 Big Five Personality Traits  4.3 Attitude: Components of attitude  4.4 Major job attitudes  4.5 Behaviour and attitude  4.6 Perception: Factors of perception  5.0 Work and Group behaviour Behavior  5.1 Learning theories  5.2 Motivation theories  5.3 Leadership theories and Styles  5.4 Trait theory, Behavioural theory, Contingency theory  5.5 Modern approaches to leadership  5.6 Group, Definition, Stages of group development	1.1	Meaning, Evolution, Levels	1
1.4         Fayol's fourteen principles of management         2           1.5         Manager: Roles, Functions         1           1.6         Skills, Changing role of a manager         2           2.0         Planning and Organizing           2.1         Planning: Importance, Types         2           2.1         Planning: Importance, Types         2           2.2         Steps, MBO         1           2.3         Organizing: Organizational Structure         2           2.4         Types, Span of Control         1           2.5         Decision Making: Process         1           2.6         Types of decisions         1           2.7         Techniques         1           3.0         Introduction to Organizational Behavior           3.1         Concept of Organizational Behavior         2           3.2         Meaning and importance of Organizational Behavior         1           3.3         Disciplines that contribute to Organizational Behavior         1           3.4         Challenges and Opportunities for Organizational Behavior         2           3.5         Organizational ethics         2           4.0         Individual Behavior         2           4.1         Personal	1.2	Importance, functions	1
1.5         Manager: Roles, Functions         1           1.6         Skills, Changing role of a manager         2           2.0         Planning and Organizing           2.1         Planning: Importance, Types         2           2.2         Steps, MBO         1           2.3         Organizing: Organizational Structure         2           2.4         Types, Span of Control         1           2.5         Decision Making: Process         1           2.6         Types of decisions         1           2.7         Techniques         1           3.0         Introduction to Organizational Behavior           3.1         Concept of Organizational Behavior         2           3.2         Meaning and importance of Organizational Behavior         1           3.3         Disciplines that contribute to Organizational Behavior         1           3.4         Challenges and Opportunities for Organizational Behavior         2           3.5         Organizational design         1           3.6         Organizational ethics         2           4.0         Individual Behavior         2           4.1         Personality: Determinants of personality         1           4.2         Big Five Person	1.3		
1.6 Skills, Changing role of a manager  2.0 Planning and Organizing  2.1 Planning: Importance, Types  2.2 Steps, MBO  1.2.3 Organizing: Organizational Structure  2.4 Types, Span of Control  2.5 Decision Making: Process  1.2.6 Types of decisions  1.2.7 Techniques  1.2.7 Techniques  1.2.8 Meaning and importance of Organizational Behavior  3.1 Concept of Organizational Behavior  3.2 Meaning and importance of Organizational Behavior  3.2 Meaning and importance of Organizational Behavior  3.4 Challenges and Opportunities for Organizational Behavior  3.5 Organizational design  3.6 Organizational ethics  4.0 Individual Behavior  4.1 Personality: Determinants of personality  4.2 Big Five Personality Traits  4.3 Attitude: Components of attitude  4.4 Major job attitudes  4.5 Behaviour and attitude  4.6 Perception: Factors of perception  5.1 Learning theories  5.2 Motivation theories  5.3 Leadership theories and Styles  5.4 Trait theory, Behavioural theory, Contingency theory  2 Steps, MBO  1 1  2 2 2 2 3 2 3 3 3 3 3 3 3 3 3 3 3 3 3	1.4	Fayol's fourteen principles of management	2
Planning and Organizing       2.1     Planning: Importance, Types     2       2.2     Steps, MBO     1       2.3     Organizing: Organizational Structure     2       2.4     Types, Span of Control     1       2.5     Decision Making: Process     1       2.6     Types of decisions     1       2.7     Techniques     1       3.0     Introduction to Organizational Behavior       3.1     Concept of Organizational Behavior       3.2     Meaning and importance of Organizational Behavior     1       3.3     Disciplines that contribute to Organizational Behavior     1       3.4     Challenges and Opportunities for Organizational Behavior     2       3.5     Organizational design     1       3.6     Organizational ethics     2       4.0     Individual Behavior       4.1     Personality: Determinants of personality     1       4.2     Big Five Personality Traits     1       4.3     Attitude: Components of attitude     2       4.4     Major job attitudes     1       4.5     Behaviour and attitude     2       4.6     Perception: Factors of perception     2       5.1     Learning theories     1       5.2     Motivation theories </td <td>1.5</td> <td>Manager: Roles, Functions</td> <td>1</td>	1.5	Manager: Roles, Functions	1
2.1         Planning: Importance, Types         2           2.2         Steps, MBO         1           2.3         Organizing: Organizational Structure         2           2.4         Types, Span of Control         1           2.5         Decision Making: Process         1           2.6         Types of decisions         1           2.7         Techniques         1           3.0         Introduction to Organizational Behavior           3.1         Concept of Organizational Behavior           3.2         Meaning and importance of Organizational Behavior         1           3.3         Disciplines that contribute to Organizational Behavior         1           3.4         Challenges and Opportunities for Organizational Behavior         2           3.5         Organizational ethics         2           4.0         Individual Behavior         2           4.1         Personality: Determinants of personality         1           4.2         Big Five Personality Traits         1           4.3         Attitude: Components of attitude         2           4.4         Major job attitudes         1           4.5         Behaviour and attitude         2           5.0         Work and Group beh	1.6	Skills, Changing role of a manager	2
2.2         Steps, MBO         1           2.3         Organizing: Organizational Structure         2           2.4         Types, Span of Control         1           2.5         Decision Making: Process         1           2.6         Types of decisions         1           2.7         Techniques         1           3.0         Introduction to Organizational Behavior           3.1         Concept of Organizational Behavior         2           3.2         Meaning and importance of Organizational Behavior         1           3.2         Meaning and importance of Organizational Behavior         1           3.4         Challenges and Opportunities for Organizational Behavior         2           3.5         Organizational design         1           3.6         Organizational ethics         2           4.0         Individual Behavior           4.1         Personality: Determinants of personality         1           4.2         Big Five Personality Traits         1           4.3         Attitude: Components of attitude         2           4.4         Major job attitudes         2           4.5         Behaviour and attitude         2           4.6         Perception: Factors of percep	2.0	Planning and Organizing	
2.3 Organizating: Organizational Structure 2.4 Types, Span of Control 2.5 Decision Making: Process 1 2.6 Types of decisions 1 2.7 Techniques 3.0 Introduction to Organizational Behavior 3.1 Concept of Organizational Behavior 3.2 Meaning and importance of Organizational Behavior 1 3.3 Disciplines that contribute to Organizational Behavior 1 3.4 Challenges and Opportunities for Organizational Behavior 2 3.5 Organizational design 1 3.6 Organizational ethics 2 4.0 Individual Behavior 4.1 Personality: Determinants of personality 4.2 Big Five Personality Traits 4.3 Attitude: Components of attitude 4.4 Major job attitudes 4.5 Behaviour and attitude 4.6 Perception: Factors of perception 5.0 Work and Group behaviour Behavior 5.1 Learning theories 1 5.2 Motivation theories 2 5.3 Leadership theories and Styles 5.4 Trait theory, Behavioural theory, Contingency theory 2 5.5 Modern approaches to leadership 5.6 Group, Definition, Stages of group development	2.1	Planning: Importance, Types	2
2.4 Types, Span of Control 2.5 Decision Making: Process 1 2.6 Types of decisions 1 2.7 Techniques 1 3.0 Introduction to Organizational Behavior 3.1 Concept of Organizational Behavior 3.2 Meaning and importance of Organizational Behavior 1 3.3 Disciplines that contribute to Organizational Behavior 1 3.4 Challenges and Opportunities for Organizational Behavior 2 3.5 Organizational design 1 3.6 Organizational ethics 2 4.0 Individual Behavior 4.1 Personality: Determinants of personality 4.2 Big Five Personality Traits 4.3 Attitude: Components of attitude 4.4 Major job attitudes 4.5 Behaviour and attitude 4.6 Perception: Factors of perception 2 5.0 Work and Group behaviour Behavior 5.1 Learning theories 5.2 Motivation theories 5.3 Leadership theories and Styles 5.4 Trait theory, Behavioural development 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	2.2	Steps, MBO	1
2.5 Decision Making: Process  2.6 Types of decisions  1 Techniques  3.0 Introduction to Organizational Behavior  3.1 Concept of Organizational Behavior  3.2 Meaning and importance of Organizational Behavior  3.3 Disciplines that contribute to Organizational Behavior  3.4 Challenges and Opportunities for Organizational Behavior  3.5 Organizational design  3.6 Organizational ethics  4.0 Individual Behavior  4.1 Personality: Determinants of personality  4.2 Big Five Personality Traits  4.3 Attitude: Components of attitude  4.4 Major job attitudes  4.5 Behaviour and attitude  4.6 Perception: Factors of perception  5.0 Work and Group behaviour Behavior  5.1 Learning theories  5.2 Motivation theories  5.3 Leadership theories and Styles  5.4 Trait theory, Behavioural theory, Contingency theory  5.5 Modern approaches to leadership  5.6 Group, Definition, Stages of group development	2.3	Organizing: Organizational Structure	2
2.6 Types of decisions 1 2.7 Techniques 1 3.0 Introduction to Organizational Behavior 2 3.1 Concept of Organizational Behavior 1 3.2 Meaning and importance of Organizational Behavior 1 3.3 Disciplines that contribute to Organizational Behavior 1 3.4 Challenges and Opportunities for Organizational Behavior 2 3.5 Organizational design 1 3.6 Organizational ethics 2 4.0 Individual Behavior 2 4.1 Personality: Determinants of personality 1 4.2 Big Five Personality Traits 1 4.3 Attitude: Components of attitude 2 4.4 Major job attitudes 1 4.5 Behaviour and attitude 2 4.6 Perception: Factors of perception 2 5.0 Work and Group behaviour Behavior 2 5.1 Learning theories 1 5.2 Motivation theories 2 5.3 Leadership theories and Styles 5 5.4 Trait theory, Behavioural theory, Contingency theory 2 5.5 Modern approaches to leadership 1 5.6 Group, Definition, Stages of group development 1	2.4	Types, Span of Control	1
2.7 Techniques 1 3.0 Introduction to Organizational Behavior 2 3.1 Concept of Organizational Behavior 1 3.2 Meaning and importance of Organizational Behavior 1 3.3 Disciplines that contribute to Organizational Behavior 1 3.4 Challenges and Opportunities for Organizational Behavior 2 3.5 Organizational design 1 3.6 Organizational ethics 2 4.0 Individual Behavior 2 4.1 Personality: Determinants of personality 1 4.2 Big Five Personality Traits 1 4.3 Attitude: Components of attitude 2 4.4 Major job attitudes 1 4.5 Behaviour and attitude 2 4.6 Perception: Factors of perception 2 5.0 Work and Group behaviour Behavior 2 5.1 Learning theories 1 5.2 Motivation theories 2 5.3 Leadership theories and Styles 1 5.4 Trait theory, Behavioural theory, Contingency theory 2 5.5 Modern approaches to leadership 1 5.6 Group, Definition, Stages of group development 1	2.5	Decision Making: Process	1
3.0 Introduction to Organizational Behavior  3.1 Concept of Organizational Behavior  3.2 Meaning and importance of Organizational Behavior  3.3 Disciplines that contribute to Organizational Behavior  3.4 Challenges and Opportunities for Organizational Behavior  3.5 Organizational design  3.6 Organizational ethics  2  4.0 Individual Behavior  4.1 Personality: Determinants of personality  4.2 Big Five Personality Traits  4.3 Attitude: Components of attitude  4.4 Major job attitudes  4.5 Behaviour and attitude  4.6 Perception: Factors of perception  5.0 Work and Group behaviour Behavior  5.1 Learning theories  5.2 Motivation theories  5.3 Leadership theories and Styles  5.4 Trait theory, Behavioural theory, Contingency theory  5.5 Modern approaches to leadership  5.6 Group, Definition, Stages of group development  1	2.6	Types of decisions	1
3.1 Concept of Organizational Behavior 3.2 Meaning and importance of Organizational Behavior 3.3 Disciplines that contribute to Organizational Behavior 3.4 Challenges and Opportunities for Organizational Behavior 3.5 Organizational design 1 3.6 Organizational ethics 2 4.0 Individual Behavior 4.1 Personality: Determinants of personality 1 4.2 Big Five Personality Traits 1 4.3 Attitude: Components of attitude 2 4.4 Major job attitudes 1 4.5 Behaviour and attitude 2 4.6 Perception: Factors of perception 2 5.0 Work and Group behaviour Behavior 5.1 Learning theories 5.2 Motivation theories 5.3 Leadership theories and Styles 5.4 Trait theory, Behavioural theory, Contingency theory 5.5 Modern approaches to leadership 5.6 Group, Definition, Stages of group development 1	2.7	Techniques	1
3.2 Meaning and importance of Organizational Behavior  3.3 Disciplines that contribute to Organizational Behavior  3.4 Challenges and Opportunities for Organizational Behavior  3.5 Organizational design  3.6 Organizational ethics  2  4.0 Individual Behavior  4.1 Personality: Determinants of personality  4.2 Big Five Personality Traits  4.3 Attitude: Components of attitude  4.4 Major job attitudes  4.5 Behaviour and attitude  4.6 Perception: Factors of perception  5.0 Work and Group behaviour Behavior  5.1 Learning theories  5.2 Motivation theories  5.3 Leadership theories and Styles  5.4 Trait theory, Behavioural theory, Contingency theory  5.6 Group, Definition, Stages of group development  1	3.0	Introduction to Organizational Behavior	•
3.3 Disciplines that contribute to Organizational Behavior 3.4 Challenges and Opportunities for Organizational Behavior 3.5 Organizational design 1 3.6 Organizational ethics 2 4.0 Individual Behavior 4.1 Personality: Determinants of personality 1 4.2 Big Five Personality Traits 1 4.3 Attitude: Components of attitude 2 4.4 Major job attitudes 1 4.5 Behaviour and attitude 2 4.6 Perception: Factors of perception 2 5.0 Work and Group behaviour Behavior 5.1 Learning theories 5.2 Motivation theories 5.3 Leadership theories and Styles 5.4 Trait theory, Behavioural theory, Contingency theory 5.5 Modern approaches to leadership 5.6 Group, Definition, Stages of group development 1	3.1	Concept of Organizational Behavior	2
3.4 Challenges and Opportunities for Organizational Behavior 3.5 Organizational design 1 3.6 Organizational ethics 2 4.0 Individual Behavior 4.1 Personality: Determinants of personality 1 4.2 Big Five Personality Traits 1 4.3 Attitude: Components of attitude 2 4.4 Major job attitudes 1 4.5 Behaviour and attitude 2 4.6 Perception: Factors of perception 2 5.0 Work and Group behaviour Behavior 5.1 Learning theories 1 5.2 Motivation theories 2 5.3 Leadership theories and Styles 1 5.4 Trait theory, Behavioural theory, Contingency theory 2 5.5 Modern approaches to leadership 5.6 Group, Definition, Stages of group development 1	3.2	Meaning and importance of Organizational Behavior	1
3.5 Organizational design 3.6 Organizational ethics 2 4.0 Individual Behavior 4.1 Personality: Determinants of personality 4.2 Big Five Personality Traits 1 4.3 Attitude: Components of attitude 2 4.4 Major job attitudes 1 4.5 Behaviour and attitude 2 4.6 Perception: Factors of perception 2 5.0 Work and Group behaviour Behavior 5.1 Learning theories 5.2 Motivation theories 5.3 Leadership theories and Styles 5.4 Trait theory, Behavioural theory, Contingency theory 5.5 Modern approaches to leadership 5.6 Group, Definition, Stages of group development 1	3.3	Disciplines that contribute to Organizational Behavior	1
3.6 Organizational ethics 2  4.0 Individual Behavior  4.1 Personality: Determinants of personality 1  4.2 Big Five Personality Traits 1  4.3 Attitude: Components of attitude 2  4.4 Major job attitudes 1  4.5 Behaviour and attitude 2  4.6 Perception: Factors of perception 2  5.0 Work and Group behaviour Behavior  5.1 Learning theories 1  5.2 Motivation theories 2  5.3 Leadership theories and Styles 1  5.4 Trait theory, Behavioural theory, Contingency theory 2  5.5 Modern approaches to leadership 1  5.6 Group, Definition, Stages of group development 1	3.4	Challenges and Opportunities for Organizational Behavior	2
4.0 Individual Behavior  4.1 Personality: Determinants of personality  4.2 Big Five Personality Traits  4.3 Attitude: Components of attitude  4.4 Major job attitudes  4.5 Behaviour and attitude  2 4.6 Perception: Factors of perception  5.0 Work and Group behaviour Behavior  5.1 Learning theories  1 5.2 Motivation theories  5.3 Leadership theories and Styles  5.4 Trait theory, Behavioural theory, Contingency theory  5.5 Modern approaches to leadership  5.6 Group, Definition, Stages of group development  1	3.5	Organizational design	1
4.1 Personality: Determinants of personality 4.2 Big Five Personality Traits 1 4.3 Attitude: Components of attitude 2 4.4 Major job attitudes 1 4.5 Behaviour and attitude 2 4.6 Perception: Factors of perception 2 5.0 Work and Group behaviour Behavior 5.1 Learning theories 1 5.2 Motivation theories 1 5.3 Leadership theories and Styles 1 5.4 Trait theory, Behavioural theory, Contingency theory 2 5.5 Modern approaches to leadership 1 5.6 Group, Definition, Stages of group development 1	3.6	Organizational ethics	2
4.2 Big Five Personality Traits  4.3 Attitude: Components of attitude  2 4.4 Major job attitudes  1 4.5 Behaviour and attitude  2 4.6 Perception: Factors of perception  2 5.0 Work and Group behaviour Behavior  5.1 Learning theories  5.2 Motivation theories  5.3 Leadership theories and Styles  5.4 Trait theory, Behavioural theory, Contingency theory  5.5 Modern approaches to leadership  5.6 Group, Definition, Stages of group development  1	4.0	Individual Behavior	·
4.3 Attitude: Components of attitude  4.4 Major job attitudes  4.5 Behaviour and attitude  2 4.6 Perception: Factors of perception  5.0 Work and Group behaviour Behavior  5.1 Learning theories  5.2 Motivation theories  5.3 Leadership theories and Styles  5.4 Trait theory, Behavioural theory, Contingency theory  5.5 Modern approaches to leadership  5.6 Group, Definition, Stages of group development  2 1	4.1	Personality: Determinants of personality	1
4.4Major job attitudes14.5Behaviour and attitude24.6Perception: Factors of perception25.0Work and Group behaviour Behavior5.1Learning theories15.2Motivation theories25.3Leadership theories and Styles15.4Trait theory, Behavioural theory, Contingency theory25.5Modern approaches to leadership15.6Group, Definition, Stages of group development1	4.2	Big Five Personality Traits	1
4.5 Behaviour and attitude  4.6 Perception: Factors of perception  5.0 Work and Group behaviour Behavior  5.1 Learning theories  5.2 Motivation theories  5.3 Leadership theories and Styles  5.4 Trait theory, Behavioural theory, Contingency theory  5.5 Modern approaches to leadership  5.6 Group, Definition, Stages of group development  2  5.7 Behaviour and attitude  2  2  5.8 More and Group behaviour Behavior  1  5.9 Motivation theories  2  5.1 Learning theories  1  5.2 Motivation theories  2  5.3 Leadership theories and Styles  1  5.4 Trait theory, Behavioural theory, Contingency theory  1  5.5 Modern approaches to leadership  1	4.3	Attitude: Components of attitude	2
4.6 Perception: Factors of perception 2  5.0 Work and Group behaviour Behavior  5.1 Learning theories 1  5.2 Motivation theories 2  5.3 Leadership theories and Styles 1  5.4 Trait theory, Behavioural theory, Contingency theory 2  5.5 Modern approaches to leadership 1  5.6 Group, Definition, Stages of group development 1	4.4	Major job attitudes	1
5.0Work and Group behaviour Behavior5.1Learning theories15.2Motivation theories25.3Leadership theories and Styles15.4Trait theory, Behavioural theory, Contingency theory25.5Modern approaches to leadership15.6Group, Definition, Stages of group development1	4.5	Behaviour and attitude	2
5.1 Learning theories 1 5.2 Motivation theories 2 5.3 Leadership theories and Styles 1 5.4 Trait theory, Behavioural theory, Contingency theory 2 5.5 Modern approaches to leadership 1 5.6 Group, Definition, Stages of group development 1	4.6	Perception: Factors of perception	2
5.2 Motivation theories 2 5.3 Leadership theories and Styles 1 5.4 Trait theory, Behavioural theory, Contingency theory 2 5.5 Modern approaches to leadership 1 5.6 Group, Definition, Stages of group development 1	5.0	Work and Group behaviour Behavior	· I
5.3 Leadership theories and Styles 1 5.4 Trait theory, Behavioural theory, Contingency theory 2 5.5 Modern approaches to leadership 1 5.6 Group, Definition, Stages of group development 1	5.1	Learning theories	1
5.4 Trait theory, Behavioural theory, Contingency theory  5.5 Modern approaches to leadership  5.6 Group, Definition, Stages of group development  1	5.2	Motivation theories	2
5.5 Modern approaches to leadership 1 5.6 Group, Definition, Stages of group development 1	5.3	Leadership theories and Styles	1
5.6 Group, Definition, Stages of group development 1	5.4	Trait theory, Behavioural theory, Contingency theory	2
	5.5	Modern approaches to leadership	1
	5.6	Group, Definition, Stages of group development	1
	5.7	Strategies for handling conflict	1

Course Designer(s)
Dr.M.Mohanraj - mohanrajm@ksrct.ac.in

70 MB 102	Managerial Economics	Category	L	T	Р	Credit
70 WID 102	Wanagerial Economics	PC	3	0	0	3

- To summarize the basic concepts of managerial economics
- To understand the demand forecasting for business decisions
- To determine about demand, supply, production and cost analysis
- To infer knowledge towards various market structure in macro economy
- To assess the ability of consumer, firm, market and economy for better decision making

# **Pre-requisites**

NIL

### **Course Outcomes**

On the successitu	On the successful completion of the course, students will be able to							
CO1	Understand the basic concepts of managerial economics.	Apply						
CO2	Analyze the demand forecast for managerial decisions.	Apply						
CO3	Interpret the demand, supply, production and cost analysis.	Apply						
CO4	Interpret the various market structure in macro economy.	Apply						
CO5	Examine the macro-economic variables to improve economic growth.	Analyze						

Mapping with Programme Outcomes									
COs		POs							
	1	1 2 3 4 5 6							
CO1	3	-	-	3	-	-			
CO2	3	3	-	3	-	-			
CO3	3	3	-	3	-	-			
CO4	3	-	-	3	-	-			
CO5	3	-	-	-	3	-			
3 - Strong; 2 - Me	edium; 1 – Some								

<b>Assessment Patte</b>	rn		
Bloom's Category		sessment Tests arks)	End Sem Examination (Marks)
Calegory	1	2	
Remember	0	0	0
Understand	30	30	40
Apply	30	30	50
Analyse	-	0	10
Evaluate	-	0	0
Create	-	0	0
Total	60	60	100

Syllabus								
	K.S.Rangasamy College of Technology – Autonomous R2025							
	Master of Business Administration							
				Managerial				
Semester	ter Hours/Week Total Credit Maximum Marl							
	L	T	P	Hours	C	CA	ES	Total
l Industria	3	0	0	45	3	40	60	100
	Nature an mics - Prin	d Scope of ciples of Ma						[9]
Price, Inco Application	neory and A me- Margir - Law of Su	nalysis inclunal Utility Arpply and Fa	nalysis,De	emand Fore	casting: Me			[9]
Concepts 8 Theory-Rev	Function - I its Types a renue Cond	Laws of Ret and Determine epts.						[9]
and Monop	er different oolistic Marl	Pricing market struket Structur ods of Pricin	e- Role of	Governme	nt Policies	<ul> <li>Technology</li> </ul>	gical	[9]
Fiscal, Mo	Growth - Na netary and	tional Incon Exchange al Business	Rate Police	cies – Trad	de Policies	<ul><li>Cultura</li><li>o-Economic</li></ul>	Factors Activity.	[9]
						To	otal Hours:	45
1. Hous	a V. C., Dr. Fe, Agra, 20	22.		•			on, SBPD Pu	J
	2. Dwivedi D. N., "Managerial Economics", Sultan Chand and Company Ltd, New Delhi, 2021.  Reference(s):							
1. Mich	Michael P Raye, Jeffery T Prince "Managerial Economics and Rusiness Strategy". Tata Mc Graw							
<sup>2.</sup> 2024		•		· ·	•	•	tions", First E	
		ore,Siddhar ¹ Edition , O				ics: Princip	les And Wor	ldwide

S. No.	Topics	No. of hours
1.0	Introduction	
1.1	Definition	1
1.2	Nature and Scope of Managerial Economics	2
1.3	Managerial Economics Vs Microeconomics	2
1.4	Principles of Managerial Economics	2
1.5	Managerial Economist's Role and Responsibilities	2
2.0	Demand and Supply Analysis	
2.1	Demand Theory and Analysis including Determinants of Demand	2
2.2	Demand Elasticity's - Price, Income, Cross and Advertising	1
2.3	Their use in Managerial Decision Making	1
2.4	Marginal Utility Analysis	1
2.5	Demand Forecasting: Methods and their Application	2
2.6	Law of Supply and factors affecting Supply.	2
3.0	Production and Cost Analysis	l
3.1	Production Function	1
3.2	Laws of Return to Scale & Economies of Scale	2
3.3	ISO Quants	1
3.4	Cost Concepts & its Types and Determinants of Cost	2
3.5	Theories of cost- Traditional and Modern theory	2
3.6	Revenue Concepts	1
4.0	Market Structure and Pricing	l
4.1	Pricing under different market structures: Perfect Competition, Monopoly, Oligopoly and Monopolistic Market Structure	3
4.2	Role of Government Policies	1
4.3	Technological Advancements	1
4.4	Methods of Pricing	2
4.5	Pricing over the Life cycle of the product.	2
5.0	Macro Economics	
5.1	Economic Growth	1
5.2	National Income	1
5.3	Inflation and Unemployment	1
5.4	Business Cycle	2
5.5	Fiscal, Monetary and Exchange rate Policies	2
5.6	Circular flow of macro-economic activity	2

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70 MB 103	Accounting for	Category	L	T	Р	Credit
	Managers	PC	3	1	0	4

- To understand the basic concepts of financial accounting
- To learn about the preparation of financial statement
- To learn about the financial performance of a company
- To get equipped with the basic concepts of cost accounting of a firm
- To understand the accounting for planning and control

# **Pre-requisites**

• NIL

### **Course Outcomes**

CO1	Understand about the basics of accounting.	Understand
CO2	Interpret and preparation of the Financial Statement.	Apply
CO3	Interpret the Financial Strength using various tool.	Apply
CO4	Analyze the BEP, Classification and element of costing.	Analyze
CO5	Examine the importance of accounting for planning and control.	Analyze

Mapping with Programme Outcomes										
Cos		Pos								
	1	1 2 3 4 5 6								
CO1	3	-	-	-	3	-				
CO2	3	3	-	-	-	-				
CO3	-	3	-	3	-	-				
CO4	3	-	-	-	3	-				
CO5	3	-	-	-	-	3				
3 - Strong; 2 - Me	edium; 1 – Some									

Assessment Pattern								
Bloom's Category		ssessment Tests arks)	End Sem Examination (Marks)					
Calegory	1	2						
Remember	0	0	0					
Understand	40	0	20					
Apply	20	40	30					
Analyse	0	20	50					
Evaluate	0	0	0					
Create	0	0	0					
Total	60	60	100					

Syllabus								
	K.S	.Rangasam					2025	
					ministratio			
		70 lours/Week		Accounting Total	for Manage Credit		laximum M	orko
Semeste	er <del>                                     </del>	TOUIS/ vveer	P	Hours	Credit	CA	ES	Total
	3	1	0	60	4	40	60	100
Basics of	Basics of Accounting							
Meaning, Accountir	Meaning, Objectives, Functions and Subfields of Accounting – Accounting Principles – Accounting Cycle – An Overview of Journal, Ledger and Trial Balance - Generally Accepted Accounting Principles (GAAP) & International Financial Reporting Standards						[9]	
Trading a Debt, Bac Outstandi	ion of Financia and Profit and L d and Doubtful I ing Expenses.	oss Accoun Debt, Provis	ting - Balar					[9]
Ratio Ana Ratio:Liq	Analysis of Financial Statement Ratio Analysis: Application of Ratio Analysis in Financial Decision Making - Classification of Ratio:Liquidity, Activity and Profitability Ratio – Fund Flow Statement.  [9]					[9]		
Meaning, Cost Con	Costing and Decision Making  Meaning Importance and Chiectives – Classification of Cost – Elements of Costs –					[9]		
Budgets -	Accounting For Planning and Control					[9]		
		-					l Hours	15
						Total	Hours	60
1 K	Text Book(s):  1. Khan M. Y., and Jain P. K., "Management Accounting Text, Problems and Cases", 7 <sup>th</sup> Edition, Mc Graw Higher Ed, New Delhi, 2017.							
Jain S.P., Narang K.L., and Simmi Agrawal "Cost Accounting Principles and Practice", Kalyani Publishers, Mumbai, 2016.								
Reference(s):								
1. Ramachandran N and Ram Kumar Kakani, "Financial Accounting for Management", Mc Graw Higher Ed, New Delhi, 2017.								
<ol> <li>Sankar Thappa, "Accounting for manger Texts and Cases", 1st Edition, Taxmann, New Delhi, 2022.</li> <li>Ashok Banerjee, "Financial Accounting: A Managerial Emphasis", Excel Books, 2009.</li> </ol>					elhi, 2022.			
/1	lahesh Kumar <mark>l</mark> ublishing Hous	,		ushil Beliya	, "Accountin	g for mang	ers", Acade	mic Guru

S. No.	Topics	No. o
1.0	Basics of Accounting	
1.1	Meaning, Objectives, Functions and Subfields of Accounting	3
1.2	Accounting principles – Accounting cycle	2
1.3	Journal	2
1.4	Ledger	2
1.5	Trial balance	3
1.6	Generally Accepted Accounting Principles (GAAP) & International Financial Reporting Standards (IFRS)	1
2.0	Preparation of Financial Statement	
2.1	Trading Account	2
2.2	Profit and Loss Accounting	2
2.3	Balance sheet	3
2.4	Adjustment: prepaid and outstanding expenses.	2
2.5	Provision for bad debt, bad and doubtful debt, provision for discount on debtors and creditors	3
3.0	Analysis of Financial Statement	
3.1		
3.2	Classification of Ratio	2
3.3	Liquidity and Activity Ratio	3
3.4	Profitability Ratio	2
3.5	Cash flow Analysis	3
4.0	Costing and Decision Making	
4.1	Meaning, Importance and Cost Accounting	2
4.2	Classification of Cost and Elements of Costs	2
4.3	Preparation of Cost Sheet	2
4.4	Cost Price Methods: FIFO and LIFO	2
4.5	Cost Volume Profit (CVP) Analysis	2
4.6	Break Even Analysis	2
5.0	Accounting for Planning and Control	•
5.1	Budgets and Types	3
5.2	Objectives of Budgetary control and Techniques of Budgetary Control	3
5.3	Classification of Budget	2
5.4	Preparation and Interpretation of Budget.	4

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70 MB 104	Business Statistics	Category	L	T	Р	Credit
	and Analytics	PC	3	1	0	4

- To understand descriptive analytics for data interpretation and informed decision-making
- Learn predictive analytics for business insights using correlation and regression
- To understand probability concepts, conditional probability, and normal distribution applications
- Learn hypothesis testing techniques for statistical inference and decision-making
- To understand the application of times series analysis and index number for decision making in business

# **Pre-requisites**

• NIL

#### **Course Outcomes**

On the successful completion of the course, students will be able to					
CO1	Analyze data using central tendency and dispersion measures effectively to real world problems.	Analyze			
CO2	Apply correlation and regression techniques for data-driven decision-making.	Apply			
CO3	Apply probability rules, Bayes' theorem, and normal distribution effectively.	Apply			
CO4	Apply testing of hypothesis for analyzing and to make inference of the data.	Apply			
CO5	Apply and solve times series analysis and index number for decision making in business.	Apply			

Mapping with Programme Outcomes							
COs			Pos				
	1	2	3	4	5	6	
CO1	3	2	-	-	-	-	
CO2	2	3	-	-	-	-	
CO3	3	3	-	-	-	-	
CO4	2	2	-	-	-	-	
CO5	3	3	-	-	-	-	
3 - Strong; 2 - M	3 - Strong; 2 - Medium; 1 – Some						

Bloom's Category	Continuous Assessment Tests (Marks)		End Sem Examination (Marks)
	1	2	
Remember	20	20	34
Understand	40	40	66
Apply	-	-	-
Analyse	-	-	-
Evaluate	-	-	-
Create	-	-	-
Total	60	60	100

Syllabus								
	K.S.	Rangasam					025	
	Master of Business Administration 70 MB 104 – Business Statistics and Analytics							
								1
Semester		Hours/Weel	P	Total	Credit C		ximum Mar ES	
1	L 3	1	P 0	Hours 60	4	CA 40	60	Total 100
Descriptive		Į.	U	00		70	00	100
Descriptive Analytics Overview of Descriptive Analytics – Role in decision making – Types of Data: Qualitative and Quantitative - Measures of Central Tendency: Mean, Median, Mode - Measures of Dispersion: Range, Variance, Standard Deviation.							[9]	
Predictive	Analytics							
Introduction Correlation Lines of re	- Types, Pe	earson's Co	rrelation Co	efficient - R	Rank Correla	ation. Regre	ession –	[9]
Probability								
Basic defin				nditional pr	obability – E	Baye's The	orem -	[9]
Random va		ormal Distrib	oution					
Hypothesis	_							
Hypothesis								[9]
samples (z- - Chi-square						o-way classi	fications.	
			attributes ai	iu goodi iess	o or nr.			
Time series moving ave	Time Series and Index Number  Time series analysis: Introduction, components of time series – analysis of time series – moving average method, Least Squares method - Index Numbers – Laspeyre's, Paasche's and Fisher's Ideal index – cost of living Index.					[9]		
							ial Hours	15
Total Hours						60		
Text Book(								
1. Levin R I and Rubin D S, "Statistics for Management", Pearson Education India, 8 <sup>th</sup> Edition, 2017.								
		stical Metho	ds", Sultan	Chands, 46	th Edition, 20	)21.		
Reference(s):								
1. Anderson D R, Sweeney D J and Williams T A "Statistics for Business and Economics", Cengage Learning, 13 <sup>th</sup> Edition, 2019.								
		siness Statis						
		ness Statist II, 2 <sup>nd</sup> Editio		d Problems	with Introdu	uction to Bu	siness Analy	/tics",

S. No.	Topics	No. of hours
1.0	Descriptive Analytics	
1.1	Overview of Descriptive Analytics	1
1.2	Role in decision making	1
1.3	Types of Data: Qualitative and Quantitative	1
1.4	Measures of Central Tendency: Mean	1
1.5	Median	2
1.6	Mode	1
1.7	Measures of Dispersion: Range	1
1.8	Variance, Standard Deviation	2
1.9	Tutorial	2
2.0	Predictive Analytics	
2.1	Introduction to Predictive Analytics	1
2.2	Importance and application in business industry	1
2.3	Correlation – Types	1
2.4	Pearson's Correlation Coefficient	1
2.5	Rank Correlation	2
2.6	Regression – Lines of regression	1
2.7	Regression Coefficients	1
2.8	Estimation using regression lines	2
2.9	Tutorial	2
3.0	Probability	•
3.1	Basic definitions and rules for Probability	2
3.2	Conditional probability	2
3.3	Baye's Theorem	2
3.4	Random variables	2
3.5	Normal Distribution	2
3.6	Tutorial	2
4.0	Hypothesis Testing	1
4.1	Hypothesis testing	1
4.2	One sample and two sample tests for means	2
4.3	One sample and two sample tests for proportions	2
4.4	ANOVA one-way classifications	1
4.5	ANOVA two-way classifications	2
4.6	Chi-square test-Independence of attributes	1
4.7	Goodness of fit	1
	Tutorial	2
5.0	Time Series and Index Number	I
5.1	Time series analysis: Introduction	2
5.2	Components of time series	2

5.3	Analysis of time series – Moving average method	2
5.4	Least Squares method	1
5.5	Index Number	2
5.6	Laspeyre's, Paasche's and Fisher's Ideal index	2
5.7	Cost of living Index	1
5.8	Tutorial	

Course Designer(s)
Mr.V.S.Vijayachander -vijayachander@ksrct.ac.in

70 MB 105	Legal Aspects of	Category	L	T	Р	Credit
	Business	PC	3	0	0	3

- To learn about important laws affecting the conduct of business in India
- To examine the various legal instruments used in forging business transactions
- To understand legal procedures in the formation and administration of companies
- To explore the Indian laws governing the protection of Intellectual properties, Foreign exchange, Consumer protection, and Negotiable Instruments
- To analyze Indian cyber laws and its impact on major civil and criminal laws

# **Pre-requisites**

NIL

# **Course Outcomes**

CO1	Identify the different types of contracts, Indemnities, Guarantees, Bailment and Pledges.	Understand
CO2	Apply the concepts involved in the Sale of Goods and Transfer of Property agreements.	Analyze
CO3	Acquire knowledge on the management of companies.	Analyze
CO4	Acquire knowledge of laws relating to Foreign Exchange Management, Consumer Protection, IPR, and Negotiable Instruments.	Analyze
CO5	Acquire an understanding of the impact of Cyber laws on the Indian legal system.	Analyze

Cos		Pos						
	1	2	3	4	5	6		
CO1	3	-	-	-	-	-		
CO2	-	-	-	3	-	-		
CO3	3	-	-	2	3	-		
CO4	-	-	-	3	3	-		
CO5	3	-	-	3	-	-		

Assessment Pattern							
Bloom's		sessment Tests Irks)	End Sem Examination (Marks)				
Category	1	2					
Remember	0	0	0				
Understand	20	0	20				
Apply	0	0	0				
Analyse	40	60	80				
Evaluate	0	0	0				
Create	0	0	0				
Total	60	60	100				

Sylla	bus								
	K.S.Rangasamy College of Technology – Autonomous R2025								
	Master of Business Administration								
	70 MB 105 - Legal Aspects of Business								
Sem	ester	<u> </u>	lours/Wee		Total	Credit		ximum Marl	
		L 3	T	P	Hours	С	CA	ES	Total
	1 0-1		0	0	45	3	40	60	100
Law c Capa - Qua	Law of Contract  Law of contract: Introduction and Meaning- Elements of contract: Offer and Acceptance- Capacity of parties-Consideration-Free Consent-Legality of Object-Discharge of Contract - Quasi contract- Special Contracts-indemnity and guarantee — Bailment & Pledge.							[9]	
Meai Prop	ning an erty Ac	t - Unpaid :			Conditions	and Warra	nties -Trans	sfer of	[9]
Companies Act  Companies Act – Definition – Formation – Memorandum of Association – Articles of Association – Prospectus – Share capital – Debentures- Winding up- Companies Act 2013.						[9]			
The	Laws o	f Trade Ma	rks – Copyı		nts – Desigr	ns – Trade-ı act – Negotia			[9]
Property Rights – Trips – FEMA – Consumer Protection Act – Negotiable Instrument Act.  Cyber Laws and the Indian Legal System  Cyber laws – Changes made in Indian Penal Code – Indian Evidence Act – Bankers Book  Evidence Act – Reserve Bank of India –Corporate Tax & GST - Information Technology  Agreement ITA, Competition Act.						[9]			
		,					To	tal Hours:	45
Text	Book(								
1.						Edition, Mc			
2. Kapoor N.D., Elements of Mercantile Law, 39th Edition, Sultan Chand & Sons, 2024									
Refe	Reference(s):								
1.	1. Kuchaal M.C., Vivek Kuchaal, Mercantile Law, 11 <sup>th</sup> Edition, Vikas Publishing House Pvt Ltd, 2016.								
2.		nan S. S. an national Pub			ss Law inclu	uding Comp	any Law, N	ew Age	
3.	Ravir	der Kumar,	Legal aspe	cts of Busine	ess, Cengag	e learning, 2	2016.		

Course	Contents and Lecture Schedule	
S. No.	Topics	No. of hours
1.0	Law of Contract	
1.1	Law of contract: Introduction and Meaning	2
1.2	Elements of contract: Offer and Acceptance	2
1.3	Capacity of parties, Consideration, Free Consent	1
1.4	Legality of Object	1
1.5	Discharge of Contract	1
1.6	Quasi-contract, Special contracts, indemnity and guarantee	1
1.7	Bailment & Pledge	1
2.0	Law of Sale of Goods	
2.1	Meaning and Essentials of Contract of Sale	3
2.2	Conditions and Warranties	2
2.3	Transfer of Property Act	2
2.4	Unpaid seller and his Rights	2
3.0	Companies Act	
3.1	Companies Act: Definition and Formation	1
3.2	Articles of Association	1
3.3	Prospectus	1
3.4	Share capital and Debentures	2
3.5	Winding up of companies	2
3.6	Companies Act 2013	2
4.0	Foreign Exchange, Consumer Protection and IPR	
4.1	The Laws of Trade Marks, Copyright and Patents	2
4.2	Designs, Trade-related Intellectual Property Rights, Trips	1
4.3	FEMA	2
4.4	Consumer Protection Act	2
4.5	Negotiable Instrument Act	2
5.0	Cyber Laws and the Indian Legal System	
5.1	Cyber laws	2
5.2	Changes made in Indian Penal Code	1
5.3	Indian Evidence Act, bankers book Evidence act, Reserve Bank of India	2
5.4	Corporate Tax & GST	2
5.5	Information Technology Agreement ITA,	1
5.6	Competition act	1

Course Designer(s)
Dr.M.Vijayakumar – mvijayakumar@ksrct.ac.in

70 MB 106	Information System	Category	L	Т	Р	Credit
70 WID 100	and Al	PC	3	0	0	3

- To study about the basis of management system
- To learn the data resources in information system
- To study about the different information system used in business.
- To learn the technologies related to electronic commerce
- To know the new initiatives in information technology

# **Pre-requisites**

• System knowledge

### **Course Outcomes**

Of the successful completion of the course, students will be able to						
	CO1	Learn about the business perspective of information systems.	Understand			
	CO2	Comprehend the database resources and models for an organization information system	Understand			
	CO3	Study about the functional information system used in business organization	Apply			
	CO4	Acquire knowledge in the internet-based business model information system.	Apply			
	CO5	Acquire knowledge about the latest new initiatives and updates of information system	Apply			

Mappi	Mapping with Programme Outcomes								
COs		POs							
COS	1	2	3	4	5	6			
CO1	3	-	-	-	-	-			
CO2	3	3	-	-	-	-			
CO3	3	3	-	-	-	-			
CO4	3	-	-	-	3	-			
CO5	3	-	-	-	3	-			
3 - St	3 - Strong; 2 - Medium; 1 – Some								

Assessment Pattern								
Bloom's		sessment Tests arks)	End Sem Examination (Marks)					
Category	1	2						
Remember	10	10	10					
Understand	20	20	40					
Apply	30	30	50-					
Analyse	-	-	-					
Evaluate	-	-	-					
Create	-	-	-					
Total	60	60	100					

Sylla	bus									
	K.S.Rangasamy College of Technology – Autonomous R2025									
	Master of Business Administration - MBA									
70 MB 106 – Information System and Al  Hours/Week Total Credit Maximum Marks										
Sem	ester		T T	P	Hours	Credit	CA	Maximum Mark		
	I	3	0	0	45	3	40	60	Total 100	
Intro	ductio	n to Inform		ŭ	10		10		100	
		to Informa			ation Syste	m: Definitio	n and Com	ponents -	<b>701</b>	
		on of Inform							[9]	
		- Factors A						·		
		Data Resou				<u></u>				
		nd Informat							[9]	
		lodel - Data		cations – Da	ata Warehoi	using – Data	a Mining- Da	ata Mart.		
		Business S								
		Systems f							[9]	
		Transaction		sing System	n - Decisio	n Support	System –	Enterprise		
		Planning-Cl sed Inform		ologios*						
		ce Technolo			rocess – Fla	ectronic Pay	ment _ We	h Store	[9]	
		nts – Develo							[9]	
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		ent in Al- Int	oduction to	Cloud Con	nputing – Bl	ock Chain -	- Crypto Cu	rrency –	[9]	
		ıta. – Quant					71	,		
				-			To	tal Hours:	45	
Text	Book(									
1.	11th l	Edition, Mc	Graw Hill E	Education, N	New Delhi, 2	2019		rmation Syste		
2. Kenneth C. Laudon and Jane P. Laudon, "Management Information Systems – Managing the Digital Firm", 15th Edition, Pearson Publication 2018.										
Refe	rence(									
1. Jun Xu, "Essential Topic of Managing Information Systems",1st Edition, World scientific Publishing Company Pte Limited, 2019.										
2.	2. Jaytilak Biswas, "Management Information System", 1st Edition, Sage Publication, India, 2020.									
3.	Pann	eer Selvam	R, "Databa	se Managen	nent Systen	ns", 3 <sup>rd</sup> Editio	on, PHI Lear	rning, 2018.		
4.										

<sup>\*</sup>SDG 9 - Industry Innovation and Infrastructure

Course 0	Contents and Lecture Schedule	
S. No.	Topics	No. of hours
1.0	Introduction to Information Systems	
1.1	Information and System Concepts	1
1.2	Information System: Definition and Components	1
1.3 1.4	Classification of information Overview of Systems development	1 1
1.5	Systems development life cycles	1
1.6	Factors affecting systems development success	1
1.7	Business process modelling	2
1.8	Business process reengineering	1
2.0	Managing Data Resources	1
2.1	Data Management	1
2.2	Data Models	1
2.3	Relational Database Model	1 1
2.4	Data Definition Language	1
2.5	Data Manipulation Language	2
2.6	Database Applications - Data Mining	1
2.7	Database Applications - Data warehousing	1
2.8	Database Applications – Data Mart	1
3.0	Functional Business System	
3.1	Management Information Systems – Finance	1
3.2	Management Information Systems – Marketing	1
3.3	Management Information Systems – Human Resources	1
3.4	Management Information Systems – Manufacturing	1
3.5	Transaction processing system	1
3.6	Decision Support System	1
3.7	Enterprise Resources planning.	1
3.8	CRM	2
4.0	Internet Based Information technologies	
4.1	E-Commerce Technologies	2
4.2	E-Commerce Process – Electronic Payment	2
4.3	Web Store Requirements	2
4.4	Developing a web store – SFO Technologies	2
4.5	Managing a web store.	1
5.0	Al Initiative	
5.1	Advancement in AI	1
5.2	Introduction to Cloud Computing	2
5.3	IoT and Cloud computing	2
5.4	Block chain – Crypto currency	2
5.5	Big Data	2

Course Designer(s)
1. Dr.R.Hemamalini <a href="mailto:hemamalini@ksrct.ac.in">hemamalini@ksrct.ac.in</a>

	Entrepreneurship	Category	L	T	Р	Credit
70 MB 107	Development	PC	3	0	0	3

- To facilitate the understanding in fundamentals of entrepreneurship
- To study and create the new business ideas from a multi-dimensional view
- To understand about the sources of funding and the elements of business plan
- To know the support system for implementing the business ideas as a start-up
- To study the start-up organizational structure and importance of Intellectual Property rights (IPR)

# **Pre-requisites**

• NIL

### **Course Outcomes**

CO1	Outline the fundamentals of Entrepreneurship and its importance	Understand
CO2	Demonstrate creativity and innovation in formulating business ideas	Understand
CO3	Illustrate the concept of financing for start-ups and the preparation of Business plan	Apply
CO4	Discuss the support systems for Start-ups and the key features of start-up eco system	Apply
CO5	Outline the types of business firms and the importance of Intellectual Property rights.	Apply

Mapping with Programme Outcomes									
COs	POs								
cos —	1	2	3	4	5	6			
CO1	3	-	-	3	-	3			
CO2	3	-	-	3	-	3			
CO3	-	-	-	3	-	2			
CO4	-	-	2	3	2	2			
CO5	-	-	3	2	-	3			
3 - Strong; 2 - Medium; 1 – Some									

Assessment Pattern								
Bloom's	Continuous Ass (Ma	sessment Tests rks)	End Sem Examination (Marks)					
Category	1	2						
Remember	10	10	34					
Understand	30	30	60					
Apply	20	20	20					
Analyse	-	-	-					
Evaluate	-	-	-					
Create	-	-	-					
Total	60	60	100					

Syllab	us								
	K.S.Rangasamy College of Technology – Autonomous R2025								
	Master of Business Administration – MBA 70 MB 107 – Entrepreneurship Development								
								•	
Seme	ster	Hours/Weel		Total	Credit		ximum Mar		
-	3	T 0	P 0	Hours 45	C 3	CA 40	ES 60	Total 100	
Funda	ımentals of Ent			43	3	40	60	100	
Definit Chara	ion of Entreprend cteristics of an E opment Cycle.	eur, Evolutio	n of Entrepr				hip,	[9]	
New B of Ver	ess Idea Genera Jusiness Idea Genture creation - Jument and Com	eneration – U Recognizin	g Opportur	nities and C	Senerating	Ideas - So	canning	[9]	
Source	<b>ging Finance an</b> es of Finance - V k Even Analysis s	enture Capit	al - Angel Ir					[9]	
Startu Guara	ort System for S p Ecosystem - In ntee Scheme for s and Special E	ncentives ar Startups - 0	Central and	State level	Schemes ar	nd Support	- Industrial	[9]	
Firm o	ring the Pitch r Company regis rty rights - Paten digital era							[9]	
						To	otal Hours:	45	
	ook(s):								
	Vasant Desai, "1 Himalaya Publis			reneurial De	evelopment	and Manag	jement", 6 <sup>th</sup> f	Edition	
	Robert D. Hisrich, Michael P. Peters, and Dean A. Shenberd, "Entrepreneurship," 10th Edition, Mc								
	ence(s):								
	·   · · · · · · · · · · · · · · · · · ·								
	2. Sangeetha Sharma, "Entrepreneurship Development" PHI Learning Private Limited, 2016.						6.		
	Anilkumar S," Er	trepreneurs	hip Develop	ment" New	Age Interna	tional Pvt Lt	d, 2012.		
4.									

<sup>\*</sup>SDG 9 – Industry Innovation and Infrastructure

S. No. Topics No. of hours  1.0 Fundamentals of Entrepreneurship 1.1 Definition of Entrepreneur, Evolution of Entrepreneurship 2 1.2 Myths of Entrepreneurship 1.3 Characteristics of an Entrepreneur 1.4 Indian Business climate 2.5 Entrepreneurship Development Cycle 3. Business Idea Generation 2.1 New Business Idea Generation 2.2 Understanding customers and creating values 2.3 Phases of Venture creation, Recognizing Opportunities and Generating Ideas 2.4 Scanning Environment and Competition 2.5 Need for Creativity and Innovation 2.6 Feasibility Analysis 2.7 Near of Peasibility Analysis 2.8 Venture Capital - Angel Investment 3.1 Sources of Finance 3.2 Venture Capital - Angel Investment 3.3 Crowd Funding – Bootstrapping 3.4 Break Even Analysis 3.5 Business Plan writing - Preparing Proposal 3.6 Business model canvas 4.0 Support System for Start-ups 4.1 Startup Ecosystem - Incentives and Schemes for Startups 4.2 Incubator framework 4.3 Central and State level Schemes and Support 4.4 Industrial Estates and Special Economic Zones in India 4.5 Development of Women Entrepreneurs. 5.0 Preparing the Pitch 5.1 Firm or Company registration 5.2 Untellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets 2 Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets 2 Business opportunities in the digital era		Contents and Lecture Schedule	
1.1       Definition of Entrepreneur, Evolution of Entrepreneurship       2         1.2       Myths of Entrepreneurship       1         1.3       Characteristics of an Entrepreneur       1         1.4       Indian Business climate       2         1.5       Entrepreneurship Development Cycle       3         2.0       Business Idea Generation       1         2.1       New Business Idea Generation       1         2.2       Understanding customers and creating values       1         2.3       Phases of Venture creation, Recognizing Opportunities and Generating Ideas       2         2.4       Scanning Environment and Competition       2         2.5       Need for Creativity and Innovation       1         2.6       Feasibility Analysis       2         3.0       Managing Finance and Business plan         3.1       Sources of Finance       2         3.2       Venture Capital - Angel Investment       1         3.3       Crowd Funding – Bootstrapping       1         3.4       Break Even Analysis       1         3.5       Business Plan writing - Preparing Proposal       2         3.6       Business model canvas       2         4.0       Support System for Start-ups	S. No.	•	No. of hours
1.2       Myths of Entrepreneurship       1         1.3       Characteristics of an Entrepreneur       1         1.4       Indian Business climate       2         1.5       Entrepreneurship Development Cycle       3         2.0       Business Idea Generation       1         2.1       New Business Idea Generation       1         2.1       New Business Idea Generation       1         2.2       Understanding customers and creating values       1         2.3       Phases of Venture creation, Recognizing Opportunities and Generating Ideas       2         2.4       Scanning Environment and Competition       2         2.5       Need for Creativity and Innovation       1         2.6       Feasibility Analysis       2         3.0       Managing Finance and Business plan         3.1       Sources of Finance       2         3.2       Venture Capital - Angel Investment       1         3.3       Crowd Funding - Bootstrapping       1         3.4       Break Even Analysis       1         3.5       Business Plan writing - Preparing Proposal       2         3.6       Business Plan writing - Preparing Proposal       2         4.0       Support System for Start-ups	_	·	
1.3         Characteristics of an Entrepreneur         1           1.4         Indian Business climate         2           1.5         Entrepreneurship Development Cycle         3           2.0         Business Idea Generation         1           2.1         New Business Idea Generation         1           2.2         Understanding customers and creating values         1           2.3         Phases of Venture creation, Recognizing Opportunities and Generating Ideas         2           2.4         Scanning Environment and Competition         2           2.5         Need for Creativity and Innovation         1           2.6         Feasibility Analysis         2           3.0         Managing Finance and Business plan           3.1         Sources of Finance         2           3.2         Venture Capital - Angel Investment         1           3.3         Crowd Funding - Bootstrapping         1           3.4         Break Even Analysis         1           3.5         Business Plan writing - Preparing Proposal         2           3.6         Business model canvas         2           4.0         Support System for Start-ups         2           4.1         Startup Ecosystem - Incentives and Schemes for Startups			
1.4         Indian Business climate         2           1.5         Entrepreneurship Development Cycle         3           2.0         Business Idea Generation         1           2.1         New Business Idea Generation         1           2.2         Understanding customers and creating values         1           2.3         Phases of Venture creation, Recognizing Opportunities and Generating Ideas         2           2.4         Scanning Environment and Competition         2           2.5         Need for Creativity and Innovation         1           2.6         Feasibility Analysis         2           3.0         Managing Finance and Business plan           3.1         Sources of Finance         2           3.2         Venture Capital - Angel Investment         1           3.3         Crowd Funding - Bootstrapping         1           3.4         Break Even Analysis         1           3.5         Business Plan writing - Preparing Proposal         2           3.6         Business model carvas         2           4.0         Support System for Start-ups         2           4.1         Startup Ecosystem - Incentives and Schemes for Startups         2           4.2         Incubator framework         2<			
1.5         Entrepreneurship Development Cycle         3           2.0         Business Idea Generation         1           2.1         New Business Idea Generation         1           2.1         New Business Idea Generation         1           2.2         Understanding customers and creating values         1           2.3         Phases of Venture creation, Recognizing Opportunities and Generating Ideas         2           2.4         Scanning Environment and Competition         2           2.5         Need for Creativity and Innovation         1           2.6         Feasibility Analysis         2           3.0         Managing Finance and Business plan           3.1         Sources of Finance         2           3.2         Venture Capital - Angel Investment         1           3.3         Crowd Funding - Bootstrapping         1           3.4         Break Even Analysis         1           3.5         Business Plan writing - Preparing Proposal         2           3.6         Business model carvas         2           4.0         Support System for Start-ups         2           4.1         Startup Ecosystem - Incentives and Schemes for Startups         2           4.2         Incubator framework         <			
2.0Business Idea Generation2.1New Business Idea Generation12.2Understanding customers and creating values12.3Phases of Venture creation, Recognizing Opportunities and Generating Ideas22.4Scanning Environment and Competition22.5Need for Creativity and Innovation12.6Feasibility Analysis23.0Managing Finance and Business plan3.1Sources of Finance23.2Venture Capital - Angel Investment13.3Crowd Funding - Bootstrapping13.4Break Even Analysis13.5Business Plan writing - Preparing Proposal23.6Business model canvas24.0Support System for Start-ups4.1Startup Ecosystem - Incentives and Schemes for Startups24.2Incubator framework24.3Central and State level Schemes and Support24.4Industrial Estates and Special Economic Zones in India14.5Development of Women Entrepreneurs.25.0Preparing the Pitch5.1Firm or Company registration25.2Types of Business firms15.3Compliances25.4Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets2			
2.1         New Business Idea Generation         1           2.2         Understanding customers and creating values         1           2.3         Phases of Venture creation, Recognizing Opportunities and Generating Ideas         2           2.4         Scanning Environment and Competition         2           2.5         Need for Creativity and Innovation         1           2.6         Feasibility Analysis         2           3.0         Managing Finance and Business plan           3.1         Sources of Finance         2           3.2         Venture Capital - Angel Investment         1           3.3         Crowd Funding - Bootstrapping         1           3.4         Break Even Analysis         1           3.5         Business Plan writing - Preparing Proposal         2           3.6         Business model canvas         2           4.0         Support System for Start-ups           4.1         Startup Ecosystem - Incentives and Schemes for Startups         2           4.2         Incubator framework         2           4.3         Central and State level Schemes and Support         2           4.4         Industrial Estates and Special Economic Zones in India         1           4.5         Development of Women En			3
2.2     Understanding customers and creating values     1       2.3     Phases of Venture creation, Recognizing Opportunities and Generating Ideas     2       2.4     Scanning Environment and Competition     2       2.5     Need for Creativity and Innovation     1       2.6     Feasibility Analysis     2       3.0     Managing Finance and Business plan       3.1     Sources of Finance     2       3.2     Venture Capital - Angel Investment     1       3.3     Crowd Funding - Bootstrapping     1       3.4     Break Even Analysis     1       3.5     Business Plan writing - Preparing Proposal     2       3.6     Business model canvas     2       4.0     Support System for Start-ups       4.1     Startup Ecosystem - Incentives and Schemes for Startups     2       4.2     Incubator framework     2       4.2     Incubator framework     2       4.3     Central and State level Schemes and Support     2       4.4     Industrial Estates and Special Economic Zones in India     1       4.5     Development of Women Entrepreneurs.     2       5.0     Preparing the Pitch       5.1     Firm or Company registration     2       5.2     Types of Business firms     1       5.4 </td <td></td> <td></td> <td>1 1</td>			1 1
2.3         Phases of Venture creation, Recognizing Opportunities and Generating Ideas         2           2.4         Scanning Environment and Competition         2           2.5         Need for Creativity and Innovation         1           2.6         Feasibility Analysis         2           3.0         Managing Finance and Business plan           3.1         Sources of Finance         2           3.2         Venture Capital - Angel Investment         1           3.3         Crowd Funding - Bootstrapping         1           3.4         Break Even Analysis         1           3.5         Business Plan writing - Preparing Proposal         2           3.6         Business model canvas         2           4.0         Support System for Start-ups           4.1         Startup Ecosystem - Incentives and Schemes for Startups         2           4.2         Incubator framework         2           4.3         Central and State level Schemes and Support         2           4.4         Industrial Estates and Special Economic Zones in India         1           4.5         Development of Women Entrepreneurs.         2           5.0         Preparing the Pitch           5.1         Firm or Company registration         2 </td <td></td> <td></td> <td></td>			
2.4 Scanning Environment and Competition 2.5 Need for Creativity and Innovation 2.6 Feasibility Analysis 2.3.0 Managing Finance and Business plan 3.1 Sources of Finance 3.2 Venture Capital - Angel Investment 3.3 Crowd Funding - Bootstrapping 4.1 Break Even Analysis 5.0 Business Plan writing - Preparing Proposal 8.1 Startup Ecosystem for Start-ups 4.1 Startup Ecosystem - Incentives and Schemes for Startups 4.2 Incubator framework 4.3 Central and State level Schemes and Support 4.4 Industrial Estates and Special Economic Zones in India 4.5 Development of Women Entrepreneurs. 5.0 Preparing the Pitch 5.1 Firm or Company registration 5.2 Types of Business firms 5.3 Compliances 5.4 Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets			
2.6       Feasibility Analysis       2         3.0       Managing Finance and Business plan         3.1       Sources of Finance       2         3.2       Venture Capital - Angel Investment       1         3.3       Crowd Funding – Bootstrapping       1         3.4       Break Even Analysis       1         3.5       Business Plan writing - Preparing Proposal       2         3.6       Business model canvas       2         4.0       Support System for Start-ups         4.1       Startup Ecosystem - Incentives and Schemes for Startups       2         4.2       Incubator framework       2         4.2       Incubator framework       2         4.3       Central and State level Schemes and Support       2         4.4       Industrial Estates and Special Economic Zones in India       1         4.5       Development of Women Entrepreneurs.       2         5.0       Preparing the Pitch         5.1       Firm or Company registration       2         5.2       Types of Business firms       1         5.3       Compliances       2         5.4       Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets       2			
3.0 Managing Finance and Business plan  3.1 Sources of Finance  3.2 Venture Capital - Angel Investment  3.3 Crowd Funding – Bootstrapping  3.4 Break Even Analysis  3.5 Business Plan writing - Preparing Proposal  3.6 Business model canvas  4.0 Support System for Start-ups  4.1 Startup Ecosystem - Incentives and Schemes for Startups  4.2 Incubator framework  4.3 Central and State level Schemes and Support  4.4 Industrial Estates and Special Economic Zones in India  4.5 Development of Women Entrepreneurs.  5.0 Preparing the Pitch  5.1 Firm or Company registration  5.2 Types of Business firms  1 Compliances  5.4 Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets	2.5	Need for Creativity and Innovation	1
3.1 Sources of Finance  3.2 Venture Capital - Angel Investment  3.3 Crowd Funding – Bootstrapping  3.4 Break Even Analysis  3.5 Business Plan writing - Preparing Proposal  3.6 Business model canvas  2  4.0 Support System for Start-ups  4.1 Startup Ecosystem - Incentives and Schemes for Startups  4.2 Incubator framework  4.3 Central and State level Schemes and Support  4.4 Industrial Estates and Special Economic Zones in India  4.5 Development of Women Entrepreneurs.  5.0 Preparing the Pitch  5.1 Firm or Company registration  2  5.2 Types of Business firms  1  5.3 Compliances  5.4 Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets  2	2.6	Feasibility Analysis	2
3.2 Venture Capital - Angel Investment 3.3 Crowd Funding – Bootstrapping 3.4 Break Even Analysis 3.5 Business Plan writing - Preparing Proposal 3.6 Business model canvas 2 4.0 Support System for Start-ups 4.1 Startup Ecosystem - Incentives and Schemes for Startups 4.2 Incubator framework 4.3 Central and State level Schemes and Support 4.4 Industrial Estates and Special Economic Zones in India 4.5 Development of Women Entrepreneurs. 2 5.0 Preparing the Pitch 5.1 Firm or Company registration 5.2 Types of Business firms 5.3 Compliances 5.4 Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets 2	3.0	Managing Finance and Business plan	
3.3 Crowd Funding – Bootstrapping  3.4 Break Even Analysis  3.5 Business Plan writing - Preparing Proposal  3.6 Business model canvas  2  4.0 Support System for Start-ups  4.1 Startup Ecosystem - Incentives and Schemes for Startups  4.2 Incubator framework  2  4.3 Central and State level Schemes and Support  4.4 Industrial Estates and Special Economic Zones in India  4.5 Development of Women Entrepreneurs.  5.0 Preparing the Pitch  5.1 Firm or Company registration  2  5.2 Types of Business firms  1  5.3 Compliances  2  Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets	3.1	Sources of Finance	2
3.4 Break Even Analysis 3.5 Business Plan writing - Preparing Proposal 2 3.6 Business model canvas 2 4.0 Support System for Start-ups 4.1 Startup Ecosystem - Incentives and Schemes for Startups 2 4.2 Incubator framework 2 4.3 Central and State level Schemes and Support 2 4.4 Industrial Estates and Special Economic Zones in India 3 5 6 7 7 8 9 7 8 9 8 9 9 8 9 9 9 9 9 9 9 9 9	3.2	Venture Capital - Angel Investment	1
3.5 Business Plan writing - Preparing Proposal 2 3.6 Business model canvas 2 4.0 Support System for Start-ups 4.1 Startup Ecosystem - Incentives and Schemes for Startups 2 4.2 Incubator framework 2 4.3 Central and State level Schemes and Support 2 4.4 Industrial Estates and Special Economic Zones in India 1 4.5 Development of Women Entrepreneurs. 2 5.0 Preparing the Pitch 2 5.1 Firm or Company registration 2 5.2 Types of Business firms 1 5.3 Compliances 2 5.4 Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets 2	3.3	Crowd Funding – Bootstrapping	1
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4.2Incubator framework24.3Central and State level Schemes and Support24.4Industrial Estates and Special Economic Zones in India14.5Development of Women Entrepreneurs.25.0Preparing the Pitch5.1Firm or Company registration25.2Types of Business firms15.3Compliances25.4Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets2	4.0	Support System for Start-ups	
4.3 Central and State level Schemes and Support  4.4 Industrial Estates and Special Economic Zones in India  4.5 Development of Women Entrepreneurs.  5.0 Preparing the Pitch  5.1 Firm or Company registration  5.2 Types of Business firms  5.3 Compliances  5.4 Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets  2	4.1	Startup Ecosystem - Incentives and Schemes for Startups	2
4.4Industrial Estates and Special Economic Zones in India14.5Development of Women Entrepreneurs.25.0Preparing the Pitch5.1Firm or Company registration25.2Types of Business firms15.3Compliances25.4Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets2	4.2	Incubator framework	2
4.5Development of Women Entrepreneurs.25.0Preparing the Pitch5.1Firm or Company registration25.2Types of Business firms15.3Compliances25.4Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets2	4.3	· ·	2
5.0Preparing the Pitch5.1Firm or Company registration25.2Types of Business firms15.3Compliances25.4Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets2	4.4		1
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5.2Types of Business firms15.3Compliances25.4Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets2	5.0		
5.3 Compliances 2 5.4 Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets 2	5.1	The state of the s	2
5.4 Intellectual Property rights - Patents, Trademarks, Copyrights, Trade secrets 2	5.2	1 **	1
	5.3	,	2
5.5 Business opportunities in the digital era 2	5.4	1 7 6	2
	5.5	Business opportunities in the digital era	2

Course Designer(s)
Dr.M.Ramakrishnan – ramakrishnan@ksrct.ac.in

70 MB1P1	Professional Grooming and	Category	Г	Т	Р	Credit
	Communication Lab	CG	0	0	4	2

- To apply the effective, professional conversations in various business settings
- To analyse personal grooming habits to boost professionalism
- To enhance speaking skills through improved vocabulary and effective vocal delivery.
- To create impactful business blogs and brand message
- To create dynamic presentations and effectively addressing audience questions.

# **Pre-requisites**

Nil

### **Course Outcomes**

On the successful completion of the course, students will be able to

CO1	Demonstrate confidence and professionalism in first interactions	Apply
CO2	Analyze the impact of personal grooming, attire and professional interactions	Analyse
CO3	Demonstrate effective vocal delivery by adjusting rate of speech, pitch, tone, and clarity based on the audience and context	Apply
CO4	Analyze the effectiveness of blog content in engaging audiences and driving business goals	Analyse
CO5	Analyse the presentation skills by encouraging creative problem- solving through blue sky thinking	Analyse

Mappi	Mapping with Programme Outcomes									
COs		POs								
	1	2	3	4	5	6				
1	3	-	3	-	-	-				
2	3	-	-	-	3	-				
3	3	-	-	3	-	-				
4	3	-	3	-	3	-				
5	3	-	-	-	3	-				
3 - St	rong; 2 - Mediui	m; 1 – Some		_						

# **Assessment Pattern**

Bloom's Category	Lab Experiments Assessment (Marks)	Model Examination (Marks)	End Sem Examination (Marks)
Remember	-	-	-
Understand	20	-	-
Apply	60	70	70
Analyse	20	30	30
Evaluate	-	-	-
Create	-	-	-
Total	100	100	100



K.S.Rangasamy College of Technology – Autonomous R2025								
Master of Business Administration – MBA								
	70 MB 1P1 – Professional Grooming and Communication Lab							
Semester	ŀ	lours/Weel	k	Total	Credit	Ma	ximum Ma	rks
Semester	L	Т	Р	Hrs	С	CA	ES	Total
I	0	0	4	60	2	60	40	100

### List of activities:

# **Business Etiquettes**

- 1. Great First Impression
- 2. Conversation Etiquette

# Personal Grooming \*\*

- 3. Personal Grooming
- 4. Dress-Up and Reflection Activity

# **Speaking Skills**

- 5. Vocabulary Building
- 6. Sentence framing and completion integrated with Jargon rate of speech, pitch, tone Clarity of voice

# Writing skills

- 7. Building a Company Blogs
- 8. Developing brand message

# **Presentation Skills**

- 9. Blue sky thinking
- 10. Dealing with questions during presentation

### Lab Manual

1. Personality Development Lab Manual

### **Course Designer(s)**

Dr.H.Kalaiarasi - kalaiarasi@ksrct.ac.in

<sup>\*\*</sup>SDG 3 - Good Health and Well Being

70 MB 1P2	Data Analytics Lab L	Category	L	Т	Р	Credit
	Data Analytics Lab- I	PC	0	0	4	2

- To know about the mathematical formulas and function in MS-Excel
- To learn about sorting, filtering and formatting function in MS-Excel
- To study the usage of conditional statements in MS-Excel
- To work out the multivariate analysis in MS-Excel
- To apply few advanced excel techniques

# **Pre-requisites**

NIL

# **Course Outcomes**

On the successful completion of the course, students will be able to

CO1	Comprehend the various functions and formulas for applying mathematical and text calculations in Spread Sheet.	Understand
CO2	To study the usage of various functions like sorting, filtering, freezing and conditional formatting in Spread Sheet	Understand
CO3	Apply the payroll system for business organizations using conditional syntax and pivot table in Spread Sheet.	Apply
CO4	Analyze the multivariate analysis techniques in business operations using Excel.	Analyze
CO5	Apply VLOOK-UP And HLOOK-UP Function in Excel.	Apply

Mapping with Programme Outcomes									
COs		POs							
	1	2	3	4	5	6			
CO1	3	3	-	-	-	-			
CO2	3	3	-	-	-	-			
CO3	3	3	-	-	-	-			
CO4	-	3	-	3	-	-			
CO5	3	-	-	3	-	-			
3 - Strong; 2 - Me	edium; 1 – Some								

# **Assessment Pattern**

Bloom's Category	Lab Experiments Assessment Tests (Marks)	Model Examination (Marks)	End Sem Examination (Marks)	
Remember	-	-		
Understand	20	20	20	
Apply	60	60	60	
Analyse	20	20	30	
Evaluate	-	-	-	
Create	-	-	-	
Total	100	100	100	

K.S.Rangasamy College of Technology – Autonomous R2025										
Master of Business Administration - MBA										
70 MB 1P2- Data Analytics Lab- I										
Semester	Hours/Week			Total	Credit	Maximum Marks				
	L	Т	Р	Hrs	С	CA	ES	Total		
	Λ	0	4	60	2	60	40	100		

#### List of Experiments:

- Applying Basic Mathematical Functions Using Spread Sheet
- Using Sorting and Filtering Functions in Spread Sheet
- Using Freezing and Conditional Formatting Functions in Spread Sheet.
- Using If Conditional And Sum If Condition Using Advance Excel
- Applying Correlation Co-Efficient Using Spread Sheet
- Applying ANOVA Co-Efficient Using Spread Sheet
- Applying Regression Co-Efficient Using Spread Sheet
- Create a Report with the Pivot table and Pivot chart Wizard Using Advance Excel.
- Applying of What-If-Analysis Function Using Spread Sheet Using Advance Excel
- Applying VLOOK-UP And HLOOK-UP Function Using Advance Excel.

### Text Book(s):

- 1. Rinkoo Jainn, "A To Z Of MS EXCEL: A Book For Learners & Trainers", 1st Edition, Kindle Edition, 2021.
- 2. Michael Alexander, "Excel 2019 Bible", 1st Edition, Wiley, New Jersey, 2018.

### Reference(s):

- 1. Bill Jelen, Michael Alexander, "Microsoft Excel 2019 Pivot Table Data Crunching (Business Skills)

  1st Edition", Microsoft Press, 2019.
- 2. Anthony Python, "Excel 2021: The All-in-One Beginner to Expert", 1st Edition, Independently Published, 2021.
- 3. Jennifer Ackewman Ketter Guy Haut Davis Curt Simmans, "Microsoft Office 2010", 6th Edition, TMH, 2018.

#### Software used

MS - EXCEL

#### Course Designer(s)

Dr.R.Hemamalini-hemamalini@ksrct.ac.in

#### K.S.RANGASAMY COLLEGE OF TECHNOLOGY, TIRUCHENGODE - 637 215

(An Autonomous Institution affiliated to Anna University)

MBA Degree Programme

#### **SCHEME OF EXAMINATIONS**

(For the candidates admitted in 2025-2026)

#### **SECOND SEMESTER**

S.No.	Course Name of Code the		Duration of Internal	Weighta	5	Minimum Marks for Pass in End Semester Exam		
3.140.	Code	Course	Exam (Hours)	Continuous Assessment	Semester   Exam   Semester   Exam   To	Total		
			THI	EORY				•
1	70 MB 201	Production and operations Management	2	40	60	100	45	100
2	70 MB 202	Human Resource Management	2	40	60	100	45	100
3	70 MB 203	Marketing Management	2	40	60	100	45	100
4	70 MB 204	Financial Management	2	40	60	100	45	100
5	70 MB 205	Applied Operations Research	2	40	60	100	45	100
6	70 MB 206	Research Methods for Business	2	40	60	100	45	100
7	70 MB 207	Project Management	2	40	60	100	45	100
			PRA	CTICAL				
8	70 MB 2P1	Leadership and Executive Skills Lab	2	60	40	100	45	100
9	70 MB 2P2	Data Analytics Lab -II	2	60	40	100	45	100
10	70 MB 2P3	Social Immersion Project	2	60	40	100	45	100

<sup>\*</sup> CA evaluation pattern will differ from course to course and for different tests. This will have to be declared in advance to students. The departments will put a process in place to ensure that the actual test paper follow the declared pattern.

<sup>\*\*</sup> End Semester Examination will be conducted for maximum marks of 100 and subsequently be reduced to 60 marks for the theory courses, 50 marks for theory cum practical courses and 40 marks for practical courses end semester examination.

	Production and Operations	Category	L	Т	Р	Credit
70 MB 201	Management	PC	3	0	0	3

- To facilitate the understanding in fundamentals of production and operations management
- To study and understand the location selection decisions and its importance
- To understand about the Inventory management and the elements of production planning
- To know the techniques employed for improving the productivity
- To study the concept of Total quality management and its relevance to production management.

#### **Pre-requisites**

Nil

#### **Course Outcomes**

CO1	Outline the evolution and applications of Operations Management.	Understand
CO2	Demonstrate the principles of Facility location and work Measurement to decision making.	Apply
CO3	Illustrate the concept of Inventory management and Production planning.	Apply
CO4	Discuss the principles of production improvement techniques.	Understand
CO5	Outline the concept of Total Quality Management and its significance in production management.	Understand

COs						
CO3	1	2	3	4	5	6
CO1	3	-	-		2	-
CO2	3	-	-	-	-	-
CO3	3	-	-	2	2	-
CO4	3	-	-	-	-	-
CO5	3	-	-	2	2	-

Assessment Patter	n		
Bloom's Category		sessment Tests irks)	End Sem Examination (Marks)
Category	1	2	
Remember	10	10	34
Understand	30	30	60
Apply	20	20	20
Analyse	-	-	-
Evaluate	-	-	-
Create	-	-	-
Total	60	60	100

Sylla	bus										
K.S.Rangasamy College of Technology – Autonomous R2025											
	Master of Business Administration - MBA										
70 MB 201 - Production and Operations Management											
Seme	ester	<u>_</u>	Hours/Weel		Total	Credit		ximum Marl			
- 1	1	L	T 0	P 0	Hours 45	C 3	CA 40	ES 60	Total 100		
Fundamentals of Production Management											
	Meaning - Need – Evolution - Nature and scope of POM - Production System- Concepts –										
			l Productivit			roadollorr	Cyclom Cc	лоорто	[9]		
			out and Wo								
			ion selection		actors deter	mining Loc	ation decisi	on– Multi	[9]		
			cation trend			s of layout-\	Nork meas	urement.			
			ent and Pro								
			nventory mo								
			velopment,						[9]		
Agg (MR		Planning	- Material F	Requiremen	it Planning	(MRP-I)	Resource	Planning [9]			
		n Improvo	ment Techn	iauos				[9]			
			Lean Manu		(aizen -Six	Sigma- 5S	- Total Pr	oductive	[9]		
			Managing su				TOTAL T	caacavo	[0]		
		ty Manage									
			ons of qualit						[0]		
			ot of TQM -	<ul><li>Barriers</li></ul>	of TQM Imp	olementatio	n- PokaYol	ke –Seven	[9]		
qualit	ty tools										
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lext	Book(s		"0			14b = 1101 - 1	4.0				
1.	willia 2022.		son, "Opera	itions Mana	gement", 13	B" Edition, N	vic Graw Hil	I Education,			
2.			Operations N	<b>Managemer</b>	nt: Theory ar	nd Practice",	, 3 <sup>rd</sup> Edition,	Pearson, 20	)10.		
Refe	rence(										
1.					on and Ope	rations Man	agement S	ystems", 11 <sup>t</sup>	<sup>h</sup> edition,		
١.			mpany,201								
2.			LeeJ.Krajev			, "Operation	ıs Managen	nent: Proces	ses and		
3.	Norm	an Gaither				nagement",	9 <sup>th</sup> Edition,	Cengage Le	earning,		
	2015.		<b>"</b>								
4.	Panne	eerselvam,	"Production	and Operat	ions Manag	ement", 3 <sup>rd</sup>	edition, Pre	ntice Hall, 20	)12.		

<sup>\*</sup>SDG 9 – Industry Innovation and Infrastructure \*\*SDG 3 – Good Health and Well Being \*\*\*SDG 7 – Affordable and Clean Energy

S. No. Fundamentals of Production Management  1.1 Meaning - Need  1.2 Evolution  1.3 Nature and scope of POM  1.4 Production System- Concepts, Functions – Types  1.5 Productivity  2.0 Facility location, layout and Work Study  2.1 Facility Location-Location selection—Criteria  2.2 Factors determining Location decision  2.3 Multi Plant Location, Plant location trends  2.4 Plant Layout  2.5 Types of layout  2.6 Work measurement.  3.0 Inventory Management and Production planning  3.1 Concepts - Types of Inventory models	No. of hours
1.1 Meaning - Need 1.2 Evolution 1.3 Nature and scope of POM 1.4 Production System- Concepts, Functions – Types 1.5 Productivity 2.0 Facility location, layout and Work Study 2.1 Facility Location-Location selection—Criteria 2.2 Factors determining Location decision 2.3 Multi Plant Location, Plant location trends 2.4 Plant Layout 2.5 Types of layout 2.6 Work measurement. 3.0 Inventory Management and Production planning	
1.2 Evolution  1.3 Nature and scope of POM  1.4 Production System- Concepts, Functions – Types  1.5 Productivity  2.0 Facility location, layout and Work Study  2.1 Facility Location-Location selection—Criteria  2.2 Factors determining Location decision  2.3 Multi Plant Location, Plant location trends  2.4 Plant Layout  2.5 Types of layout  2.6 Work measurement.  3.0 Inventory Management and Production planning	_
1.3 Nature and scope of POM  1.4 Production System- Concepts, Functions – Types  1.5 Productivity  2.0 Facility location, layout and Work Study  2.1 Facility Location-Location selection—Criteria  2.2 Factors determining Location decision  2.3 Multi Plant Location, Plant location trends  2.4 Plant Layout  2.5 Types of layout  2.6 Work measurement.  3.0 Inventory Management and Production planning	2
1.4 Production System- Concepts, Functions – Types  1.5 Productivity  2.0 Facility location, layout and Work Study  2.1 Facility Location-Location selection—Criteria  2.2 Factors determining Location decision  2.3 Multi Plant Location, Plant location trends  2.4 Plant Layout  2.5 Types of layout  2.6 Work measurement.  3.0 Inventory Management and Production planning	2
1.5 Productivity  2.0 Facility location, layout and Work Study  2.1 Facility Location-Location selection—Criteria  2.2 Factors determining Location decision  2.3 Multi Plant Location, Plant location trends  2.4 Plant Layout  2.5 Types of layout  2.6 Work measurement.  3.0 Inventory Management and Production planning	1
2.0 Facility location, layout and Work Study 2.1 Facility Location-Location selection—Criteria 2.2 Factors determining Location decision 2.3 Multi Plant Location, Plant location trends 2.4 Plant Layout 2.5 Types of layout 2.6 Work measurement. 3.0 Inventory Management and Production planning	3
2.1 Facility Location-Location selection—Criteria 2.2 Factors determining Location decision 2.3 Multi Plant Location, Plant location trends 2.4 Plant Layout 2.5 Types of layout 2.6 Work measurement. 3.0 Inventory Management and Production planning	1
2.2 Factors determining Location decision 2.3 Multi Plant Location, Plant location trends 2.4 Plant Layout 2.5 Types of layout 2.6 Work measurement. 3.0 Inventory Management and Production planning	
2.3 Multi Plant Location, Plant location trends  2.4 Plant Layout  2.5 Types of layout  2.6 Work measurement.  3.0 Inventory Management and Production planning	2
2.4 Plant Layout 2.5 Types of layout 2.6 Work measurement. 3.0 Inventory Management and Production planning	1
2.5 Types of layout 2.6 Work measurement. 3.0 Inventory Management and Production planning	1
2.6 Work measurement.  3.0 Inventory Management and Production planning	2
3.0 Inventory Management and Production planning	1
	2
3.1 Concepts - Types of Inventory models	
	2
3.2 EOQ – EBQ - Inventory control systems	1
3.3 ABC analysis	1
3.4 Vendor Development, Value Analysis	1
3.5 Capacity Requirement Planning	2
3.6 Aggregate Planning	1
3.7 Material Requirement Planning (MRP-I)	1
4.0 Production Improvement Techniques	
4.1 JIT	2
4.2 Kanban System	1
4.3 Lean Manufacturing, Kaizen	2
4.4 Six Sigma- 5S	1
4.5 Total Productive Maintenance (TPM)	2
4.6 Managing supply chain disruptions.	1
5.0 Electric and Autonomous Vehicles	
5.1 Total Quality Management	1
5.2 Introduction - Dimensions of quality - Quality cost	2
5.3 Quality Philosophies of Deming, Juran and Crossby	
5.4 Concept of TQM	2
5.5 Barriers of TQM Implementation	2 2

Course Designer(s)

Dr.M.Ramakrishnan – ramakrishnan@ksrct.ac.in

70 MB 202	Human Pasauras Managamant	Category	L	Т	Р	Credit
/ U IVID ZUZ	Human Resource Management	PC	3	0	0	3

- To learn about the functions and challenges of HRM
- To learn about human resource planning
- To understand the concepts of induction, orientation and training methods
- To develop measure for compensation, incentives and performance appraisal
- To acquire knowledge about strategic human resource

# **Pre-requisites**

Nil

#### **Course Outcomes**

On the s	uccessful completion of the course, students will be able to	
CO1	Outline the concept of HRM, Objectives, Functions, Role and Challenges of HRM.	Understand
CO2	Interpret the basic concepts of Human Resource Planning, Job Analysis, Recruitment, Selection, Induction and Orientation	Apply
CO3	Develop the knowledge of Training Need Analysis and Training methods.	Apply
CO4	Analyze the concept of Compensation, Incentives and Performance appraisal.	Analyse
CO5	Examine the concept of Managing Human Resource in Global environment.	Apply

Mapp	ing with Programm	e Outcomes							
COs	POs								
COS	1	2	3	4	5	6			
CO1	3	3	-	-	-	-			
CO2		3	-	-	3	-			
CO3	3	-	3	-	-	-			
CO4	3		-	-	2	-			
CO5		-	2	3	-	3			
3 - St	rong; 2 - Medium; 1 -	- Some							

Assessment Pattern					
Bloom's Category		Continuous Assessment Tests (Marks)			
	1	2			
Remember	10		10		
Understand	20	30	40		
Apply	30	30	40		
Analyse	-	-	10		
Evaluate	-	-	-		
Create	-	-	-		
Total	60	60	100		

Sylla	bus								
		K.S.		y College o				025	
				ster of Bu					
70 MB 202 - Human Resource Management  Hours/Week Total Credit Maximum Mark									
Seme	ester	L T P		Hours	Credit	CA ES		rs Total	
ı	ı	3	0	0	45	3	40	60	100
	•	n to HRM	•		10		10	1 00	100
			nificance o	f HRM - Na	ture and So	cope of HR	M - Obiecti	ives and	[9]
				anager and			,		
Empl	oyee A	Acquisition		•					
				jectives an					[9]
				b Role- Re			d Sources-	Factors	[0]
				Process - In	nduction-Oi	rientation			
		raining an			Taninia a Da	\	41	h - 1 - h	
				Approach- Evaluation					[9]
		d Methods.	rianing -	Evaluation	or training	– ivialiayeli	ient Develo	prinerit.	
		/laintenanc	:e						
				tors and C	hallenges-I	ncentives*	- Types of	Incentive	[0]
Schei	mes-	Performand	e Apprais	al - Proce	ss - Metho				[9]
				า* - Work Lif	e Balance				
		Slobal Hum							
				Diversity -					[9]
			tor Every N	1anager - Ei	mployee Pri	vacy and E	thical Issue	s - Recent	[-]
renc	ds in H	К.					Te	otal Hours:	45
Text I	Book(s	s)·					10	itai i iours.	43
			"Managin	n Human Re	sources: Pr	oductivity (	Quality of W	ork Life, Profi	ts"
1.				Education, N			gaanty or vv	on Lio, i ion	ιο ,
2.							earson, Ban	galore, 2020	
Refer	ence(	s):							
1.				ource Mana					
2.	Ahme	edabad, 201	17					shing House,	
3.				lbook of Hu v Delhi, 201		rce Manage	ement Prac	tice", 11 <sup>th</sup> Ed	dition,
4.									

<sup>\*</sup>SDG 8 - decent work and Economic Growth

S. No.	tents and Lecture Schedule  Topics	No. of hours
1.0	Introduction to HRM	No. of flours
1.1	Meaning of HRM	1
1.2	Significance of HRM	1
1.3	Nature and scope of HRM	1
1.4	Objectives of HRM	1
1.5	Functions of HRM	1
1.6	Role of HR manager	2
1.7	Challenges of HRM	2
2.0	Employee Acquisition	
2.1	Human Resource Planning: Objectives and Process	2
2.2	Job Analysis Process and techniques	1
2.3	Job Description	1
2.4	Job role	1
2.5	Recruitment process and Sources	1
2.6	Factors affecting recruitment	1
2.7	Selection: Process	1
	Induction and Orientation	1
3.0	Employee Training	
3.1	Training need analysis	2
3.2	Approach	1
3.3	Training process	1
3.4	Methods: on the job training and Off the job training	2
3.5	Evaluation of Training	1
3.6	Management development: Process and methods	2
4.0	Employee Maintenance	I
4.1	Employee Maintenance	1
4.2	Compensation: Components	1
4.3	Factors and Challenges of compensation	2
4.4	Incentives: Types of incentive Schemes	1
4.5	Performance appraisal Process	1
4.6	Methods and Appraisal problems	2
4.7	Employee Turnover and Retention	1
5.0	Managing Global Human Resource	I
5.1	Global Environment	1
5.2	Workforce Diversity	2
5.3	Managing Workforce Diversity	2
5.4	Managing people: A critical role for every manager	2
5.5	Employee privacy and ethical issues-Recent trends	2

# Course Designer(s)

Dr.M.Mohanraj - mohanrajm@ksrct.ac.in



70 MB 203	Marketing	Category	L	T	Р	Credit
70 WID 203	Management	PC	3	0	0	3

- To understand the role of marketing in business
- To identify the importance of product and pricing decisions
- To learn about the place decisions of the marketing mix
- To learn about the promotion decisions
- To be familiar with various issues and emerging trends in marketing

#### **Pre-requisites**

• NIL

# **Course Outcomes**

On the successful completion of the course, students will be able to

CO1	Interpret the conceptual framework of marketing and its application in "the real world"	Understand
CO2	Analyze the product mix and pricing decisions.	Analyze
CO3	Analyze the place decisions of the marketing mix.	Analyze
CO4	Analyze the promotion decisions of the marketing mix.	Analyze
CO5	Analyze the issues and emerging trends in the field of marketing.	Analyze

**Mapping with Programme Outcomes** 

COs		POs						
	1	2	3	4	5	6		
CO1	3	3	3	3	-	3		
CO2	3	2	-	3	2	3		
CO3	3	-	2	3	3	-		
CO4	3	3	3	3	-	3		
CO5	-	3	-	3	3	3		

3 - Strong; 2 - Medium; 1 - Some

#### **Assessment Pattern**

Bloom's	Continuous Assessn	End Sem Examination	
Category	1	2	(Marks)
Remember	0	0	0
Understand	20	20	30
Apply	10	10	30
Analyse	30	30	40
Evaluate	0	0	0
Create	0	0	0
Total	60	60	100

Sylla	bus								
	K.S.Rangasamy College of Technology – Autonomous R2025								
	Master of Business Administration 70 MB 203 - Marketing Management								
		ш	ours/Wee		1	Ing Manag Credit	ement	Maximum Marks	
Seme	ester	<u></u>	T	: <b>к</b> Р	Total Hours	C	CA	ES ES	Total
	1	3	0	0	45	3	40	60	100
•	•		•		_		_		100
Introduction To Marketing: Meaning, Nature and Scope of MarketingCore Marketing Concepts—Marketing PhilosophiesMarketing Management ProcessMarketing Mix.									
								and organization	[9]
								et segmentation,	
targe	ting, a	nd positic	oningCor	ncept of o	customer re	etention an	d relation	ship marketing.	
			Decision						
								ions Product Line	
								Cycle – Strategic	[9]
								ProcessPricing	[-]
		Factors and Rebat		Price L	Jeterminati	onPricing	Policies	and Strategies	
				veical D	istribution	Docisions	••		
Natu		unctions.			f Distribut		nelsDis	tribution Channel	
	- ,	,						nent Decisions	[9]
		id Wholes		oracion (	2 001111101	O Hai ii lo	anagon	TOTAL DOGICATION	
Prom	otion	Decision	ıs						
Comi	munica	ation Prod	cessPro	motion N	∕lix – Adve	ertising, Pe	ersonal S	elling, Sales	
								g Budget Copy	[9]
							eness S	Sales Promotion –	
					omotion de	cisions.			
		•	ments In			Maulcatina	Moulcotio	a of Comisso	[0]
	al, Ethi		nd Lega			Marketing		g of Services ledia Marketing.	[9]
IIICII	lationic	ıı ıvıarketi	rigGreen	I Marketi	ngDigital	warketing-	-Social IV	Total Hours:	45
Text	Book(	s):						1 0 10.1 1 1 0 0 1 0 1	
			Kevin Lar	e Keller	Alexande	r Chernev,	Jagdish	N. Sheth, Shainesh	ı G.
1.	"Mark	keting Ma	nagemen	t", 16 <sup>th</sup> E	dition, Pear	son Educa	tion, Banç	galore, 2022.	
2.					e, Marketin	g, Asian ed	lition, 5 <sup>th</sup> E	Edition, Oxford Unive	rsity
		<u>,                                      </u>	elhi, 2019	ı					
Refe	rence(								
1.	New	Delhi, 20	12.				· 	ta Mc Graw Hill Educ	
2.			-		_			roach to learning and	I
۷.		_			ive, Cenga	•	•		
3.		•				_		al Perspective Indian	
J.	Conte	ext, 6 <sup>th</sup> Ed	dition, Ma	cmillan E	ducation, N	New Delhi,	2018.		

Course Contents and Lecture Schedule						
S. No.	Topics	No. of hours				
1.0	Introduction to Marketing					
1.1	Meaning, Nature and Scope of Marketing, Core Marketing Concepts	1				
1.2	Marketing Philosophies	1				
1.3	Marketing Management Process.	1				
1.4	Marketing Mix	1				
1.5	Understanding marketing environment	1				
1.6	consumer and organization buyer behavior	1				
1.7	market measurement and marketing research	1				
1.8	market segmentation, targeting, and positioning	1				
1.9	Concept of customer retention and relationship marketing.	1				
2.0	Product and Pricing Decisions					
2.1	Concept of a product; Classification of products; Major product decisions	1				
2.2	Product line and product mix;	2				
2.3	Branding; Packaging and labelling	2				
2.4	Product life cycle, strategic implications;	1				
2.5	New product development and consumer adoption process.	2				
2.6	Pricing Decisions: Factors affecting price determination, Pricing policies and strategies, Discounts and rebates	1				
3.0	Distribution Channels and Physical Distribution Decisions					
3.1	Nature, functions, and types of distribution channels	2				
3.2						
3.3	Channel management decisions	2				
3.4	Retailing	2				
3.5	Wholesaling	1				
4.0	Promotion Decisions					
4.1	Communication Process; Promotion mix, advertising,	2				
4.2	Determining advertising budget	2				
4.3	Copy designing and testing	1				
4.4	Media selection; Advertising effectiveness	2				
4.5	Sales promotion, tools, and techniques.	1				
4.6	Role of Al in Marketing	1				
5.0	Issues and Developments in Marketing					
5.1	Social, ethical, and legal aspects of marketing	2				
5.2	Marketing of services	1				
5.3	International marketing	1				
5.4	Green marketing	1				
5.5	Digital Marketing	2				
5.6	Social Media Marketing	2				
-	•					

Course Designer(s)
Dr.M. Vijayakumar -mvijayakumar@ksrct.ac.in



70 MB 204	Financial Management	Category	L	Т	Р	Credit
		PC	3	1	0	4

- To understand the fundamentals of financial management
- To apply the tools in Cost of Capital and Dividend decision
- · To learn about the best alternative investment decision strategy
- · To know the concepts of Capital structure
- To familiarize the students with the concepts of Working Capital

# **Pre-requisites**

NIL

#### **Course Outcomes**

CO1	monstrate the fundamentals of Financial Management and its enttrends.	Understand
CO2	pret the tools in Cost of Capital and Dividend decision.	Apply
CO3	late the problems and map out the best alternative estment decision.	Analyze
CO4	praise the concepts of Capital structure, Theories, and Leverages.	Apply
CO5	alyze the importance of principles and concepts of Working Capital	Analyze

COs	y with Programme Outcomes POS 1 2 3 4 5							
CO1	-	-	-	3	-	2		
CO2	3	-	3	-	-	-		
CO3	-	3	-	-	-	3		
CO4	-	-	-	3	-	-		
CO5	-	-	-	-	3	-		

Bloom's	Continuous Assessment	Continuous Assessment Tests (Marks)			
Category	1	2			
Remember	0	0	0		
Understand	20	0	20		
Apply	40	30	40		
Analyse	0	30	40		
Evaluate	0	0	0		
Create	0	0	0		
Total	60	60	100		

Syllabus										
	K.S.Rangasamy College of Technology – Autonomous R2022									
				ss Admini						
70 MB 204 – Financial Management										
Semeste	r F	lours/Wee		Total	Credit					
	L 3	T 1	P 0	Hours	C 4	CA	ES	Total 100		
Introduction to Financial Management.  Meaning, Nature & Scope of Financial Management – Role of Finance Manager- Risk – Return Trade Off- Organization of Finance Function – Function of Financial System –								[9]		
Financial Pla Planning – Ti	nning: Introduct me Value of Mon	ion, Objec ey-Recent	tives, Ben	efits, Guid	elines, Ste	ps in Fina	ancial	[-]		
	tal Dividend Ded									
Cost of Capital Computation of Dividend:	Cost Capital – Co al: Cost of Deber on of WACC- Forr Walter Model and	ntures, Equi ms of Divide	ity and Pre end – Dete	ference Sh	are - Facto	rs Affectir	ng WACC	[9]		
Investment Analysis  Nature and Principles of Capital Budgeting – Process – Techniques of Capital Budgeting – Discounting Cash Flow Techniques – Discounted Payback Period, Net Present Value, Profitability Index, Internal Rate of Return – Non-Discounted Cash Flow Techniques – Payback Period and Accounting Rate of Return.						[9]				
Capital Structure  Short-Term Source of Financing – Long Term Source of Financing – Factors Determining Capital Structure – Theories of Capital Structure: Net Income Approach and Net Operating Approach –EBIT– EPS Analysis, Leverages.						[9]				
Working Capital Management  Principles and Concepts of Working Capital Management – Dimensions in Working Capital Management- Factors Influencing Working Capital Requirement- Operating Cycle – Cash Conversion Cycle – Estimation of Working Capital.						[9]				
						Tutorial		15		
						Total I	Hours	60		
Text Book(s)										
1.	Prasanna Char Graw – Hill Pub	olishing, Ne	w Delhi, 2	2020.	· ·		·			
2.	Pandey I.M., Ahmedabad, 2		Manage	ment", 11t	h Edition,	Vikas P	ublishing	House,		
Reference(s)										
1.	Tulsian P. C., B 2023.			,		,		ication,		
2.	2. Khan M.Y., and Jain P.K., "Financial Management: Text, problems & cases", 8 <sup>th</sup> Edition, Mc Graw Hill Education, New Delhi, 2018									
3.	Dr. Sharma S Management",	.K. and Dr.	Rachan	Sareen (Au	uthor), "Fun	damentals	s of Financi	al		
4.	Ravi M Kishore Delhi, 2020					mann's P	ublications	, New		

Course	Contents and Lecture Schedule	
S. No.	Topics	No. of hours
1.0	Introduction to Financial Management	
1.1	Meaning, Nature & scope of financial management.	2
1.2	Role of finance manager.	1
1.3	Risk – Return Trade off and Organization of finance function.	3
1.4	Function of financial system.	2
1.5	Financial Planning: Introduction, Objectives, Benefits, Guidelines, steps in Financial Planning	2
1.6	Time value of money	1
1.7	Recent trends in the field of financial management- GST	1
2.0	Cost of Capital Dividend Decision	
2.1	Concepts of cost capital & Components of cost of Capital.	2
2.2	Computing specific and overall cost of capital: Cost of Debentures, Equity and preference share.	2
2.3	Factors affecting WACC & Computation of WACC.	3
2.4	Forms of dividend - Determinants of dividend decision.	2
2.5	Theories of dividend: Walter model and Gurdon model.	3
3.0	Investment Analysis	
3.1	Nature and principles of capital budgeting.	2
3.2	Process and Techniques of capital Budgeting.	3
3.3	Discounting cash flow techniques - Discounted payback period,Net present value, Profitability Index, Internal rate of Return.	4
3.4	Non-Discounted cash flow techniques - Payback period and Accounting Rate of Return.	3
4.0	Capital Structure	
4.1	Short term source of financing and Long-term source offinancing.	2
4.2	Factors determining capital structure.	2
4.3	Theories of capital structure: Net Income approach and Net Operating Approach	2
4.4	EBIT - EPS Analysis.	3
4.5	Leverages.	3
5.0	Working capital Management	
5.1	Principles and concepts of working capital management.	2
5.2	Dimensions in working capital management	2
5.3	Factors Influencing working capital Requirement.	2
5.4	Operating cycle - cash conversion cycle.	2
5.5	Estimation of working capital.	4

Course Designer(s)
Mr.R.Murugaganesh – murugaganash@ksrct.ac.in

70 MP 205	Applied Operations	Category	L	Т	Р	Credit
70 MB 205	Research	PC	3	1	0	4

- Develop problem-solving skills using Linear Programming techniques for optimization.
- To apply transportation models and assignment model to minimize the cost of investment.
- Learn sequencing models and network scheduling for efficient project management.
- Learn replacement strategies for deteriorating and failed items in systems.
- To apply decision and game theory for strategic and risk-based decision-making process.

# **Pre-requisites**

• Nil

#### **Course Outcomes**

On the successful completion of the course, students will be able to

CO1	Apply LP methods like Graphical, Simplex, and Duality in decision-making.	Apply
CO2	Apply transportation models and assignment model to minimize the cost.	Apply
CO3	Apply sequencing models to reduce elapsed time and networkscheduling to minimize the project completion duration.	Apply
CO4	Analyze the duration for replacement of equipment's using replacement models.	Analyze
CO5	Apply decision models and game theory in business situations for decision making	Apply

Mapping with Programme Outcome P06 COs P01 PO<sub>2</sub> PO<sub>3</sub> PO4 PO<sub>5</sub> CO1 3 2 3 CO<sub>2</sub> 2 2 3 3 -CO<sub>3</sub> 2 2 3 CO<sub>4</sub> 3 3 2 2 CO<sub>5</sub> 2 3 2

Bloom's Category	Continuous Asso (Marks)	essment Tests	End Sem Examination (Marks)
	1	2	
Remember	20	20	34
Understand	40	40	66
Apply	-	-	-
Analyse	-	-	-
Evaluate	-	-	-
Create	-	-	-
Total	60	60	100

K.S.Rangasamy College of Technology – Autonomous R2025  Master of Business Administration						
Master of Business Administration						
70 MB 205– Applied Operations Research						
Semester Hours/Week Total Credit Maximum Marks L T P Hours C CA ES To	otal					
	00					
Linear Programming Problem	00					
	[9]					
concepts.						
Transportation problem and Assignment problem						
Transportation problem - Mathematical Formulation - Initial Basic Feasible Solution -						
	[9]					
- Maximization Type - Assignment Problem - Mathematical Formulation - Minimization						
Problem - Unbalanced Assignment Problem - Maximization Problem.						
Sequencing Models and Network Scheduling						
Sequencing problem - Processing n Jobs through Two Machines - Processing Jobs through	[9]					
Three Machines – Processing Jobs through k Machines - Network Diagrams – Critical Path Method-PERT Calculations.						
Replacement theory						
	[9]					
fails completely – individual replacement – grouper placement.	.~1					
Decision theory and Game Theory						
Steps in Decision Making – Decision Making Environment - Decision-making under	[9]					
uncertainty - Decision making under risk – Elivi/EOL approach - Game Theory - Zero sum	.9]					
games: Arithmetic and Graphical Method.						
	15					
Text Book(s):	60					
1. Sharma J K, "Operations Research – Theory and Applications", MacMillan India Ltd.,6 <sup>th</sup> Edit 2016.	•					
2. Anderson, Sweeney and Williams, "An Introduction to Management Science", South Western12 <sup>th</sup> Edition, 2019.						
Reference(s):						
1. Vohra N D, "Quantitative Techniques in Management", Tata Mc Graw Hill, 6 <sup>th</sup> Edition, 2021.						
2. Gupta P K and Hira D.S., "Operations Research", Sultan Chand, 2015.						
2.   Gupta r N and Hila D.S., Operations Research , Sultan Chand, 2015.						

S. No.	Topics	No. of hours
1.0	Linear Programming Problem	nours
1.1	Introduction	1
1.2	Formulation	1
1.3	Graphical Method	3
1.4	Simplex Method	2
1.5	Big-M Method	2
1.6	Duality concepts	1
1.7	Tutorial	2
2.0	Transportation problem and Assignment problem	l
2.1	Mathematical Formulation, Initial Basic Feasible Solution	1
2.2	Testing for Optimality – MODI method	1
2.3	Degeneracy	1
2.4	Unbalanced Transportation Problem	1
2.5	Maximization Type	2
2.6	Assignment Problem - Mathematical Formulation	1
2.7	Minimization Problem	1
2.8	Unbalanced Assignment Problem	1
2.9	Maximization Problem	1
2.10	Tutorial	2
3.0	Sequencing Models and Network Scheduling	
3.1	Sequencing problem	1
3.2	Processing n Jobs through Two Machines	1
3.3	Processing n Jobs through Three Machines	1
3.4	Processing n Jobs through k Machines	2
3.5	Network Diagrams	1
3.6	Critical Path Method	2
3.7	PERT Calculations.	2
3.8	Tutorial	2
4.0	Decision theory and Queuing Theory	
4.1	Introduction	2
4.2	Replacement of items that deteriorate gradually – with time	2
4.3	Replacement of items that deteriorate gradually – without time	2
4.4	Fails ccompletely – individual replacement	2
4.5	Grouper placement	2
4.6	Tutorial	2
5.0	Replacement Theory	
5.1	Steps in Decision-Making	1
5.2	Decision-Making Environment	1
5.3	Decision-making under uncertainty	1

5.4	Decision making under risk	1
5.5	EMV/EOL approach	2
5.6	Game Theory	1
5.7	Zero sum games	1
5.8	Arithmetic Method.	1
5.9	Graphical Method	1
5.10	Tutorial	2
	Graphical Method.	60

Course Designer(s)
Mr.V.S.Vijayachander - vijayachander@ksrct.ac.in

70 MB 206	Research Methods for Business	Category	L	Т	Р	Credit
		PC	3	0	0	3

- To understand the research concepts and research process
- To understand the research design and sampling frame
- To apply measurement scales for appropriate data collection
- To learn the statistical tools for making decisions
- To be aware of ethical norms in research

# Pre-requisites

• NIL

# **Course Outcomes**

011 1110 0000001	ar comprehensit or the course, clauserite tim be able to	
CO1	Demonstrate the research concepts and research process.	Apply
CO2	Analyze the research design and sampling frame.	Analyze
CO3	Appraise the measurement scales for appropriate data collection.	Analyze
CO4	Analyze business problems and apply statistical tools for makingdecisions.	Analyze
CO5	Prepare a research report following ethical norms.	Create

Mapping with Pr	ogramme Outcom	es					
COs			POs				
	1	2	3	4	5	6	
CO1	3	-	-	-	-	-	
CO2	-	3	2	-	-	-	
CO3	3	3	-	-	-	-	
CO4	-	3	-	3	3	-	
CO5	3	-	-	-	-	3	
3 - Strong; 2 - Me	3 - Strong; 2 - Medium; 1 - Some						

Assessment Pattern							
Bloom's	Continuous Assessme	End Sem Examination					
Category	1	2	(Marks)				
Remember	0	0	0				
Understand	0	0	0				
Apply	20	0	20				
Analyse	40	60	60				
Evaluate	0	0	20				
Create	0	20	0				
Total	60	60	100				

Syllabus								
	K.S.	Rangasam					025	
					ministratior			
					ods for Bus			
Semeste	er	Hours/Weel		Total	Credit		aximum Mar	
ll	3	T 0	P 0	Hours 45	C 3	CA 40	ES 60	Total 100
••		_	U	45	J	40	00	100
Introduction to Research  Meaning and Definition of Research-Objectives of Research-Types of Research-								
_	n Process - Re		•					[9]
	ific Research.		ididio i on	indiating the	rescuron	Quodilon i	aminano	
	h Design and							
	ation of Resea		<ul><li>Explorate</li></ul>	orv Desian.	Descriptive	Design and	d Causal	
	- Experimenta							[9]
	- Size of San							
Data Co	lection And N	leasureme	nt of Scales	3				
	e and Quant							
	n- Measureme							[9]
	easurement -V g Questionnai		ability, Prac	ticality – Ra	ating Scales	s – Ranking	Scales –	
	paration and		eie					
	Coding-Tab			- I Inivariate	Analysis –	Rivariate A	nalvsis-	[9]
	ate Technique							[0]
	Vriting and Et			50111111111111111117	mary ord arro	. Conjoiner	ii laiyolo	
	Report- Form			rs In organiz	zing Resear	ch Report.	Definition	[9]
of Ethics	<ul> <li>Ethical Princ</li> </ul>	ciples and P	lagiarism					
						To	otal Hours:	45
Text Boo		5						1 1 4 O4b
1. Donald R. Cooper, Pamela S. Schindler and J. K. Sharma, "Business Research Methods", 12 <sup>th</sup> Edition, Mc Graw Hill Education (India) Private Limited, New Delhi, 2018.								
2. William A Zikmund, "Business Research Methods", 2 <sup>nd</sup> Edition, Thomson's publication, 2018.								
	Reference(s):							
	1. Uma Sekaran and Roger Bougie, "Research Methods for Business: A skill building approach", 7th Edition, WileyIndia, New Delhi, 2018.						roach",	
2. Ba	jpai, N., "Busir	ness Resear	ch Methods	s", 2 <sup>nd</sup> Editio				
	yman, A. and I Ihi, 2016.	Bell E., "Bus	iness resea	rch method	s", 4 <sup>th</sup> Editio	n, Oxford U	Iniversity Pre	ess, New

Course	Contents and Lecture Schedule	
S. No.	Topics	No. of hours
1.0	Introduction to research	
1.1	Meaning and Definition of research	2
1.2	Objectives of research	2
1.3	Types of research	2
1.4	Research Process	2
1.5	Review of literature	2
1.6	Formulating the Research Question	1
1.7	Hallmarks of scientific research	1
2.0	Research design and Sampling	
2.1	Classification of Research Design	2
2.2	Exploratory Design	2
2.3	Descriptive Design and Causal Design	1
2.4	Experimental Research Design	2
2.5	Target Population - Sampling Frame	2
2.6	Sampling methods	1
2.7	Size of Sample	1
2.8	Probability Sampling – Non-Probability Sampling	1
3.0	Data collection a Measurement of scales	•
3.1	Qualitative and Quantitative Data Collection Methods	2
3.2	Primary and Secondary Data Collection	2
3.3	Measurement Scales - Nominal, Ordinal, Interval and Ratio	1
3.4	Characteristics of Good Measurement - Validity, Reliability, Practicality	2
3.5	Rating Scales & Ranking Scales	3
3.6	Designing Questionnaire	2
4.0	Data preparation and data analysis	
4.1	Editing-codingtabulation	3
4.2	Univariate - Measures of central tendency & Measures of Dispersion	3
4.3	Bivariate - ANOVA test – t test - Chi-square test - Correlation – regression	4
4.4	Multivariate techniques – Factor Analysis	1
4.5	Discriminant analysis and Conjoint analysis.	1
5.0	Report writing and Ethics in research	
5.1	Types of report	3
5.2	Format of the report	2
5.3	Factors in organizing are research report	2
5.4	Definition of ethics—ethical principles.	2
5.5	Plagiarism	3

Course Designer(s)
Dr.H.Kalaiarasi- kalaiarasi@ksrct.ac.in

70 MB 207	Project Management	Category	Г	T	Р	Credit
70 NIB 207		PC	3	0	0	3

- To study about the basis of project management
- To learn the planning and budgeting in project management
- To study about the uncertainty and resource allocation in business.
- To learn the project control and evaluation technique
- To know about the managing conflicts in the organizations

# **Pre-requisites**

• System knowledge

#### **Course Outcomes**

CO1	To realize the project management goals in project formulations in the organization	Understand
CO2	To grasp the knowledge of planning and budgeting in cost estimating and improvement of the organization	Understand
CO3	Analyze the importance of PERT & CPM Networks in project uncertainty and allocating scarce resources of the organization	Analyze
CO4	To study the importance of project control in project evaluation	Apply
CO5	Acquire knowledge towards the importance of types of project organizations in managing conflicts in the organizations	Apply

Mappi	Mapping with Programme Outcomes									
CO2		POs								
COs	1	2	3	4	5	6				
CO1	3	-	-	-	-	-				
CO2	3	3	-	2	-	ı				
CO3	3	3	-	-	-	-				
CO4	-	-	-	3	-	-				
CO5	3	-	-	3	3	-				
3 - St	3 - Strong; 2 - Medium; 1 - Some									

Assessment Pattern								
Bloom's	Continuous Ass	essment Tests (Marks)	End Sem Examination (Marks)					
Category	1	2						
Remember	10	10						
Understand	20	20	40					
Apply	30	30	50					
Analyse	-	-	-					
Evaluate	-	-	-					
Create	-	-	-					
Total	60	60	100					

Sylla	bus									
		K.S.				gy – Auton		025		
			Mast	er of Busin	ess Admin	istration - N	/IBA			
			70	MB 207 –	Project M	anagemer	nt			
Same	ester	ŀ	lours/Weel		Total	Credit	Ma	ximum Mark		
Jeille	CSICI	L	Т	Ρ	Hours	С	CA	ES	Total	
		3	0	0	45	3	40	60	100	
Proje Portf	ect Mar olio Pro	nagement – ocess – Pro	ject Formul	Goal - Lifed		ect Selectior – Roles- R			[9]	
Plani The I Budg	<b>ning A</b> Plannir	Project – M	<b>ng*</b> – Work Bre			Role of Mul vement. Bu			[9]	
Scheduling & Resource Allocation:  PERT & CPM Networks - Crashing - Project Uncertainty and Risk Management - Simulation - Gantt Charts - Expediting a project - Allocating scarce resources - Goldratt's Critical Chain.							[9]			
The Desig	Plan-N	ne control s	trol cycle -			d reporting t, Project Ev			[9]	
Project Organisation & Conflict Management:  Formal Organization Structure – Organization Design – Types of project organizations.  Conflict – Origin & Consequences. Managing conflict – Team methods for resolving conflict.							g conflict.	[9]		
Toyt	Book(	-)·					10	tal Hours:	45	
1.			Frik Larson	Project Ma	nagement T	Tata McGrav	v Hill Edition	n 6e 2014		
2.	John	M. Nicholas	, Project Ma	nagement f		and Techno		ciples and Pra	actice,	
Refe	rences		-	-						
1.						t, sixth Editi				
2.						Pearson Ed				
3.					or Business Edition 201		logy Princip	oles and Prac	tice,	

<sup>\*</sup>SDG 9 - Industry Innovation and Infrastructure

Course	Course Contents and Lecture Schedule							
S. No.	Topics	No. of hours						
1.0	Introduction To Project Management							
1.1	Project Management – Definition –Goal	1						
1.2	Lifecycles.	1						
1.3	Project Selection Methods	1						
1.4 1.5	Project Portfolio Process  Project Formulation	1 1						
	Project Manager	1						
1.6	, ,	<u>-</u>						
1.7	Roles- Responsibilities and Selection	2						
1.8	Project Teams	1						
2.0	Planning And Budgeting:							
2.1	The Planning Process	1						
2.2	Work Break down Structure	1						
2.3	Role of Multidisciplinary teams	1						
2.4	Budget the Project	1						
2.5	Project Methods	2						
2.6	Budget uncertainty	1						
2.7	Cost Estimating and Improvement	1						
2.8	Risk management	1						
3.0								
3.1	PERT & CPM Networks	1						
3.2	Crashing – Project Uncertainty and Risk Management	1						
3.3	Simulation	1						
3.4	Gantt Charts	1						
3.5	Expediting a project	1						
3.6	Expediting a project	1						
3.7	Allocating scarce resources	1						
3.8	Goldratt's Critical Chain	2						
4.0	Control And Completion:							
4.1	The Plan-Monitor-Control cycle	2						
4.2	Data Collecting and reporting	2						
4.3	Project Control – Designing the control system	2						
4.4	Time and cost management	1						
4.5	Project Evaluation, Auditing and Termination	2						
5.0	Project Organisation & Conflict Management:							
5.1	Formal Organization Structure	1						
5.2	Organization Design	2						
5.3	Types of project organizations. Conflict	2						
5.4	Origin & Consequences. Managing conflict	2						
5.5	Team methods for resolving conflict	2						

Course Designer(s)
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70 MB 2P1	Leadership and Executive	Category	L	T	Ρ	Credit
70 MB 2F 1	Skills Lab	CG	0	0	4	2

- To equip the skills to set clear, actionable goals using the SMART framework and SWOT analysis.
- To equip participants with the skills to write good, neutral, bad, and persuasive business communications and reports
- To develop the ability to apply vocal techniques and analyse the effectiveness of verbal communication in conveying messages professionally.
- Apply effective writing techniques for content creation and analyze the alignment of the brand message with business goals.
- To effectively manage emotional surges in real-life situations, enhancing interpersonal communication and decision-making

# **Pre-requisites**

Nil

#### **Course Outcomes**

On the successful completion of the course, students will be able to

CO1	Apply the SMART framework on achieving desired outcomes and adjust strategies as needed based on SWOT.	Apply
CO2	Apply techniques for creating clear, concise, and well-organized business letters and technical reports	Apply
CO3	Analyze the impact of phonetic and vocal elements on the effectiveness of communication.	Analyze
CO4	Develop a clear and concise company blogs that align with the company's values, and target audience.	Analyze
CO5	Analyze and reflect on their emotional patterns, identifying triggers and utilizing journaling to design personal strategies for better emotional management.	Analyze

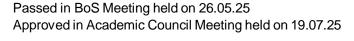
**Mapping with Programme Outcomes** 

COs	POs							
COS	1	2	3	4	5	6		
CO1	3	-	3	-	-	-		
CO2	2	3	-	2	-	2		
CO3	-	3	-	-	2	-		
CO4	-	3	-	2	2	-		
CO5	2	2	-	-	-	-		
3 - Sti	rong: 2 - Mad	ium: 1 - Some	2					

#### 3 - Strong; 2 - Medium; 1 - Some

#### **Assessment Pattern**

Bloom's Category	Lab Experiments Assessment (Marks)	Model Examination (Marks)	End Sem Examination (Marks)
Remember	-	-	-
Understand	20	-	-
Apply	60	70	70
Analyse	20	30	30
Evaluate	-	-	-
Create	-	-	-
Total	100	100	100





K.S.Rangasamy College of Technology – Autonomous R2022								
Master of Business Administration - MBA								
70 MB 2P1 – Leadership and Executive Skills Labl								
Semester		Hours/W	eek	Total	Credit		Maximum	Marks
Semester	L	Т	Р	Hrs	С	CA	ES	Total
II	0	0	4	60	2	60	40	100

# List of activities:

# **Goal Setting**

- 1. SMART Goal setting
- 2. SWOT Analysis

# **Decision Making skills**

- 3. Decision Making Process
- 4. Business and Decision choice

# **Time Management Skills**

- 5. Prioritization of work
- 6. Estimate time, allocate it effectively, and meet deadlines.

#### **Self Assesment Skills**

- 7. The Art of Knowing Self
- 8. Self Measurement

# Reacting Vs Responding Skill

9. Actvities depicts Emotional Surges

10.

Lab Manual	ı
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1.

Personality development lab manual

#### Course Designer(s)

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70 MB 2P2	Data Analytics Lab II	Category	L	Т	Р	Credit
		PC	0	0	4	2

- To understand about the basic operations of SPSS
- To learn the business operations using SPSS
- To apply measures of central tendency and dispersion tool in SPSS
- To apply various test for significance in SPSS
- To apply the multivariate analysis using SPSS

# **Pre-requisites**

Data Analytics Lab - I

# **Course Outcomes**

On the successful completion of the course, students will be able to

CO1	Outline about the basic operations of the statistical package SPSS.	Understand
CO2	Analyze data using various test for significance in SPSS.	Analyze
CO3	Analyze the multivariate analysis in business operations using SPSS.	Analyze
CO4	Create the report data using Power BI.	Create
CO5	Apply the power query, pivot, and view.	Apply

Mapping with Programme Outcomes									
COs		POs							
	1	2	3	4	5	6			
CO1	3	-	-	3	-	-			
CO2	3	-	-	-	-	-			
CO3	3	3	-	-	-	-			
CO4	-	3	-	3	-	-			
CO5	3	-	-	3	-	-			
3 - Strong; 2 - Medium; 1 - Some									

# Assessment Pattern

Bloom's Category	Lab Experiments Assessment Tests (Marks)	Model Examination (Marks)	End Sem Examination (Marks)	
Remember	0	0	0	
Understand	20	20	20	
Apply	20	20	20	
Analyse	60	60	60	
Evaluate	0	0	0	
Create	0	0	0	
Total	100	100	100	

Passed in BoS Meeting held on 26.05.25 Approved in Academic Council Meeting held on 19.07.25



K.S.Rangasamy College of Technology – Autonomous R2022								
Master of Business Administration								
70 MB 2P2 – Data Analytics Lab II								
Sampator Hours/Week				Total	Total Credit Maximum Marks			ks
Semester	L	Т	Р	Hrs	С	CA	ES	Total
II	0	0	4	60	2	60	40	100

# List of Experiments:

- 1. Calculate Descriptive Statistic Using SPSS.
- Design Frequency Table and Cross Tabulation Using SPSS & Calculate Chi-Square Tests
   Using SPSS.
- 3. Perform Correlation Test Using SPSS. & Perform Regression Analysis Using SPSS.
- 4. Analyze Factorial Method Using SPSS.
- 5. Analyze Data Using Discriminant Method in SPSS.
- Create Visuals, Such as Charts or Graphs that Provide Visual Representations of the Data Using Power Bi.
- Create Reports that are Collections of Visuals on One or More Report Pages Using Power Bi.
- 8. Power Query: A Data Make Up and Transformation Tool Using Power Bi.
- 9. Power Pivot: A Memory Tabular Data Modeling Tool Using Power Bi.
- 10. Power View: A Data Visualization Tool Using Power Bi.

#### Software used

SPSS Package and Power BI

#### Reference

Data Analytics Lab - II Manual

# Course Designer(s)

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