



Yashwantrao Chavan Maharashtra Open University, Nashik – 422 222

Subject : Counselling Schedules for current year (2020-2021)

Name of School - : School of Commerce & Management

Name of Programme	Master of Business Administration
Programme Code	P79
Level of Programme	PG
Modes employed by the institution to provide academic counselling for theory courses	Face to face counselling sessions Continuous Assessment Home Assignments Group Discussions Debates. Role-plays. Case studies.
Modes employed by the institution to provide academic counselling for practical courses	NIL
Year	First Year
Semester	I

**Contact time for MBA - Ist Semester.
School of Commerce and Management
August 2020 - October 2020**

Counselling Session No.	Counselling Date	Course Code MBA 101 : Accounting and Finance for Managers MBA 102 : Business Environment MBA 103 : Economics For Managers. MBA 104 : Management process and Organizational Behaviour MBA 105 : Research Methodology and Communication	Theory (T) And Practical (P). Timings: (1 hour session each) Morning Session 10:00 AM to 13:00 PM Break : 13:00 to 14:00 PM Evening Session 14:00 PM to 16:00 PM.
1	02/08/2020	MBA 101 MBA 102 MBA 103 MBA 104 MBA 105	Introduction to Financial Accounting Business Environment Introduction to Managerial Economics. Introduction to Management and Organisational Behavior. Research Fundamentals and Terminology
2	09/08/2020	MBA 101 MBA 102 MBA 103 MBA 104	Accounting Principles Industrial Policy Resolutions, 1956 Market Equilibrium. Evolution of Management Thoughts.

		MBA 105	Importance of Research in Management Decisions
3	16/08/2020	MBA 101 MBA 102 MBA 103 MBA 104 MBA 105	Presentation of Financial Statements : Balance Sheet Labour Laws Demand Theory. Planning, Coordinating and Organizing. Defining Research Problem
4	23/08/2020	MBA 101 MBA 102 MBA 103 MBA 104 MBA 105	Mechanics of Accounting Government Influence on Income, Planning, Prices and Production Supply Analysis. Formulation of Hypothesis
5	30/08/2020	MBA 101 MBA 102 MBA 103 MBA 104 MBA 105	Fixed Assets and Depreciation Accounting Taxation and Business Economics of Production Departmentation and Structural Formats. Research Design & Experimental Design
6	06/09/2020	MBA 101 MBA 102 MBA 103 MBA 104 MBA 105	Cash Flow Statement Financial System Cost Analysis. Departmentation and Structural Formats. Methods and Technologies of Data Collection
7	13/09/2020	MBA 101 MBA 102 MBA 103 MBA 104 MBA 105	Financial Statement Analysis Societal Environment and the Social Responsibility of Business. Perfect Competition. Directing and Controlling. Sampling and Sampling Distribution
8	20/09/2020	MBA 101 MBA 102 MBA 103 MBA 104 MBA 105	Cost Accounting : Concepts and Methods National Income, Business Cycle, Human Development, Poverty. Monopoly & Monopolistic Competition. Individual Behavior & Motivation. Attitude Measurement and Scales
9	27/09/2020	MBA 101 MBA 102 MBA 103 MBA 104 MBA 105	Marginal Costing and CVP analysis Rural Developments, Agriculture and Business, Infrastructure and Business, Problem of growth. Oligopoly. Groups and Decision Making. Report Writing and Presentation
10	04/10/2020	MBA 101 MBA 102 MBA 103 MBA 104 MBA 105	Budgetary Control Forms of Business Organisation, Emerging Trends of Business, Environmental Pollution. Pricing under Different Structures Pricing Practices. Leadership. Introduction to communication and factors influencing its effectiveness
11	11/10/2020	MBA 101 MBA 103 MBA 104 MBA 105	Introduction to Financial Management New Theories of Firm. Organisational Conflict. Understanding Business Communication & Effective business communication
12	18/10/2020	MBA 101	Cost of Capital and Capital Structure.

		MBA 103 MBA 104 MBA 105	Risk and Uncertainty. Organisational culture and Change Management. Communicating Electronically
13	25/10/2020	MBA 101 MBA 103 MBA 105	Capital Budgeting. Monetary Policy, Fiscal Policy & Business Cycles. Leadership Communication

**Remaining units of all the Courses are for Self Study

Name of Programme	Master of Business Administration
Programme Code	P79
Level of Programme	PG
Modes employed by the institution to provide academic counselling for theory courses	Face to face counselling sessions Continuous Assessment Home Assignments Group Discussions Debates. Role-plays. Case studies.
Modes employed by the institution to provide academic counselling for practical courses	NIL
Year	First Year
Semester	II

Contact time for MBA - IInd Semester.
School of Commerce And Management
Jan 2021- March 2021

Counselling Session No.	Counselling Date	Course Code MBA 201 : Business Ethics And Corporate Governance MBA 202 : Quantitative Techniques In Management MBA 203 : Production And Operations Management MBA 204 : Marketing Management MBA 205 : Human Resource Management	Theory (T) And Practical(P). Timings: (1 hour session each) Morning Session 10:00 AM to 13:00 PM Break : 13:00 to 14:00 PM Evening Session 14:00 PM to 16:00 PM.
1	03/01/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	An Introduction Of Business Ethics. Linear Programming. Nature and Scope of Operations. Introduction to Marketing Management. Introduction to Human Resource Management.
2	10/01/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	Eastern And Western Ethical Thoughts. Linear Programming - Post Optimal Analysis. Types of Manufacturing and Service Systems. Developing Marketing Strategies and Plans. Human Resource Planning.

3	17/01/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	Decision Making: Moral Reasoning And Its Applications. Transportation Model. The Product Development Process. Capturing Customer Insights. Talent Acquisition.
4	24/01/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	Workplace, Individuals, Workers And Morals. Assignment Model. Facilities Layout and Material Handling. Connecting with Customers. Human Resource Training and Development.
5	07/02/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	Challenges Of Environmental Ethics. Queuing Theory. Forecasting. Building Strong Brands. Motivation in Action.
6	14/02/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	Indian Thoughts For Business. Decision Theory. Inventory Management. Shaping the Market Offerings. Performance Appraisal.
7	23/02/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	Social Sustainability And Business. Theory of Games. Production Planning and Control. Delivering Value. Compensation Management.
8	28/02/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	Corporate Governance : Theories And Models. Simulation. Quality Management. Creating Long Term Growth. Employee Discipline.
9	07/03/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	Corporate Social Responsibility. Probability. Project Management. Rural Marketing. Employee Grievance and Collective Bargaining.
10	14/03/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	Corporate Governance Code. Probability Distribution. Maintenance Management. Technology and Marketing. Human Resource Accounting, Audit and Human Resource Information System.
11	21/03/2021	MBA 201 MBA 202 MBA 203 MBA 204 MBA 205	Corporations In The New World Order As Start ups. Regression And Correlation Analysis. Supply Chain Management. Marketing Ethics. International Human Resource Management

**Remaining units of all the Courses are for Self Study.

Name of Programme	Master of Business Administration
Programme Code	P79
Level of Programme	PG
Modes employed by the institution to provide academic counselling for theory courses	Face to face counselling sessions Continuous Assessment Home Assignments Group Discussions Debates. Role-plays. Case studies.
Modes employed by the institution to provide academic counselling for practical courses	NIL
Year	Second Year
Semester	III

Contact time for MBA - IIIrd Semester :- Finance
School of Commerce And Management
August 2020 - October 2020

Counselling Session No.	Counselling Date	Course Code MBA 301 : Strategic Management MBA 302 : International Business And International Trade FMG 301: Corporate Finance FMG302 : Indian Financial System and Management of Financial Institutions FMG 303 : Management of Financial Services FMG304 : Security Analysis & Portfolio Management	Theory (T) And Practical (P). Timings: (1 hour session each) Morning Session 10:00 AM to 13:00 PM Break : 13:00 to 14:00 PM Evening Session 14:00 PM to 16:00 PM.
1	02/08/2020	MBA 301: MBA 302: FMG 301: FMG 302: FMG 303: FMG 304:	Introduction To Strategic Management. Globalization And International Business. Introduction to Corporate Finance Introduction to Indian Financial System. Introduction to Financial Services. Introduction to Security Analysis & Portfolio Management
2	09/08/2020	MBA 301: MBA 302: FMG 301: FMG 302: FMG 303: FMG 304:	Strategy Formulation And Defining Vision. International Trade Theories. Long Term & Short Term Sources of Finance Development Financial Institutions. Merchant Banking Services. Financial Markets & Institutions
3	16/08/2020	MBA 301: MBA 302: FMG 301: FMG 302:	Defining Mission, Goals And Objectives. Regional Economic Integration. Valuation of Shares and Bonds State Financial Corporations (SFCs).

		FMG 303: FMG 304:	Mutual Funds. Analysis of Risk And Return
4	23/08/2020	MBA 301: MBA 302: FMG 301: FMG 302: FMG 303: FMG 304:	External Assessment. The Political Economy Of International Trade. Portfolio Theory Banking Institutions in India. Insurance Services. Fundamental Analysis Part A : Economic Analysis
5	30/08/2020	MBA 301: MBA 302: FMG 301: FMG 302: FMG 303: FMG 304:	Organisational Appraisal : The Internal Assessment - 1 & 2. World Trade Organization (WTO). Capital Budgeting Decision-I& II Reserve Bank of India. Leasing and Hire Purchase Services Fundamental Analysis Part B : Industry Analysis
6	06/09/2020	MBA 301: MBA 302: MBA 303: MBA 304: MBA 305: MBA 306:	Corporate Level Strategies. International Monetary System. The Cost of Capital Non Banking Financial Institutions. Credit Rating- Fundamental Analysis Part C : Company Analysis
7	13/09/2020	MBA 301: MBA 302: FMG 301: FMG 302: FMG 303: FMG 304:	Business Level Strategies. Foreign Direct Investment. Working Capital Management Money Market and Regulation. Book Building and Bought Out Deals. Technical Analysis
8	20/09/2020	MBA 301: MBA 302: FMG 301: FMG 302: FMG 303: FMG 304:	Strategic Analysis And Choice. International Business Strategy. Inventory Management Capital Market. Securitization. Behavioural Finance Anomalies
9	27/09/2020	MBA 301: MBA 302: FMG 301: FMG 302: FMG 303: FMG 304:	Strategy Implementation. International Marketing. Cash Management Stock Market Trading. Depository Services. Portfolio Management : Analysis selection Revision & Evaluation
10	04/10/2020	MBA 301: MBA 302: FMG 301: FMG 302: FMG 303: FMG 304:	Structural Implementation. Supply-Chain Management For Mncs. Receivable Management Debt and Credit Markets. Factoring Services. Theories of Portfolio Management
11	11/10/2020	MBA 301: MBA 302: FMG 301: FMG 302: FMG 303: FMG 304:	Behavioural Implementation. Financial Management For Mncs. Derivatives and Risk Management Financial Institutions Risks. Venture Capital Financing. Derivatives
12	18/10/2020	MBA 301: MBA 302: FMG 301: FMG 302: FMG 303:	Functional And Operational Implementation. Accounting For Multinational Operations. Merger and Acquisition. Risk Management in Financial Institutions. Credit Cards.

	FMG 304:	Investments And Tax Planning
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**Remaining units of all the Courses are for Self Study.

Contact time for MBA - IIIrd Semester: Human Resource
School of Commerce And Management
August 2020 - October 2020

Counselling Session No.	Counselling Date	Course Code	Theory (T) And Practical (P). Timings: (1 hour session each) Morning Session 10:00 AM to 13:00 PM Break : 13:00 to 14:00 PM Evening Session 14:00 PM to 16:00 PM.
1	02/08/2020	MBA 301: Strategic Management MBA 302 : International Business And International Trade HRM 301: Organisational Change and Development HRM 302 : Human Resource Planning HRM 303 : Managing Interpersonal & Group Processes HRM 304: International Human Resource Management	Introduction To Strategic Management. Globalization And International Business. An Overview and Introduction to Organisational Development. An Overview to Human Resource Planning & Corporate Objectives. Groups Formation, Development and their impact on organisational processes. International Business and International Human Resource Management.
2	09/08/2020	MBA 301: MBA 302: HRM 301: HRM 302: HRM 303: HRM 304:	Strategy Formulation And Defining Vision. International Trade Theories. An Introduction to Planned Change. Human Resource Planning : Process, Tools & Techniques. Group Dynamics Culture in International Human Resource Management
3	16/08/2020	MBA 301: MBA 302: HRM 301: HRM 302: HRM 303: HRM 304:	Defining Mission, Goals And Objectives. Regional Economic Integration. Models of Change. Relationship Between HRM, HRP & HRD. Interpersonal Processes. Comparative Human Resource Management in the Global Enterprise
4	23/08/2020	MBA 301: MBA 302: HRM 301: HRM 302: HRM 303: HRM 304:	External Assessment. The Political Economy Of International Trade. Process of Organisational Development. Human Resource Development-Concept & Nature. Organisational Power and Influence in Organisation.

			Recruitment and Selection by Multinationals.
5	30/08/2020	MBA 301: MBA 302: HRM 301: HRM 302: HRM 303: HRM 304:	Organisational Appraisal : The Internal Assessment - 1 & 2. World Trade Organization (WTO). Entering, Contracting and Diagnosing Organisation. Evolution & Functions of Human Resource development. Organisational Culture and its change. Expatriate Training & Development
6	06/09/2020	MBA 301: MBA 302: HRM 301: HRM 302: HRM 303: HRM 304:	Corporate Level Strategies. International Monetary System. Designing of Interventions Challenges to HRD Professionals. Managing Interpersonal and Group Processes for Organisational Change and Development. International Compensation Management
7	13/09/2020	MBA 301: MBA 302: HRM 301: HRM 302: HRM 303: HRM 304:	Business Level Strategies. Foreign Direct Investment. Team and Group Interventions Job Analysis - Design and Process Group Decision Making. Global employment law and labor relations.
8	20/09/2020	MBA 301: MBA 302: HRM 301: HRM 302: HRM 303: HRM 304:	Strategic Analysis And Choice. International Business Strategy. Comprehensive Interventions. Human Resource Development Inter Group Conflicts and their Resolution. HRM Frontiers and Corporate HR Strategies for Competitive Advantage
9	27/09/2020	MBA 301: MBA 302: HRM 301: HRM 302: HRM 303:	Strategy Implementation. International Marketing. Structural Interventions Recruitment. Managing group processes in organisation with diversities & working in International environment
10	04/10/2020	MBA 301: MBA 302: HRM 301: HRM 302:	Structural Implementation.. Supply-Chain Management For Mncs. Implementation and Assessment of OD. Selection
11	11/10/2020	MBA 301: MBA 302: HRM 301: HRM 302:	Behavioural Implementation. Financial Management For Mncs. Issues and Ethics in Consultant – Client Relationship. Induction and Placement.
12	18/10/2020	MBA 301: MBA 302: HRM 301: HRM 302:	Functional And Operational Implementation. Accounting For Multinational Operations. Future Trends in Organization Development.

			Performance Evaluation
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**Remaining units of all the Courses are for Self Study.

Contact time for MBA - IIIrd Semester. Manufacturing MMG

School of Commerce And Management

August 2020 - October 2020

Counselling Session No.	Counselling Date	Course Code MBA 301: Strategic Management MBA 302 : International Business And International Trade MMG 301: Manufacturing Strategy MMG 302: Supply Chain Management MMG 303 : World Class Manufacturing MMG 304 : Production Planning And Control	Theory (T) And Practical (P). Timings: (1 hour session each) Morning Session 10:00 AM to 13:00 PM Break : 13:00 to 14:00 PM Evening Session 14:00 PM to 16:00 PM.
1	02/08/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	Introduction To Strategic Management. Globalization And International Business. Manufacturing Strategy. Introduction To Supply Chain Management Operations Strategy Operations And Competitiveness.
2	09/08/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	Strategy Formulation And Defining Vision. International Trade Theories. Business And Manufacturing Strategy Supply Chain Strategy And Planning Strategy In Practice. Product And Service Design
3	16/08/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	Defining Mission, Goals And Objectives. Regional Economic Integration. Strategy Framework Inventory Management Innovation. Process, Technology And Capacity
4	23/08/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	External Assessment. The Political Economy Of International Trade. Manufacturing Focus. Management Of Supply Relationships Manufacturing Process. Facility Location
5	30/08/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	Organisational Appraisal : The Internal Assessment - 1 & 2. World Trade Organization (WTO). Manufacturing Systems Warehousing Quality. Project Management
6	06/09/2020	MBA 301:	Corporate Level Strategies.

		MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	International Monetary System. Manufacturing Strategy And Systems. Material Handling Systems Framework For World Class Manufacturing. Framework Of World Class Manufacturing
7	13/09/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	Business Level Strategies. Foreign Direct Investment. Competing Through Manufacturing. Supply Chain Management Software Developing A Manufacturing Strategy. Inventory Management
8	20/09/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	Strategic Analysis And Choice. International Business Strategy. Trade Offs In Manufacturing Strategy. Outsourcing: Makes Versus Buy Design For Manufacturing Framework. Resource Planning
9	27/09/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	Strategy Implementation. International Marketing. Strategic Intent. Network Planning Manufacturing Audit. Lean Production
10	04/10/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	Structural Implementation. Supply-Chain Management For MNCs. Core Competence. Just In Time Flexibility.
11	11/10/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	Behavioural Implementation. Financial Management For Mncs. Global Manufacturing Strategy. International SCM1 Manufacturing Excellence Framework. Manufacturing Strategy.
12	18/10/2020	MBA 301: MBA 302: MMG 301: MMG 302: MMG 303: MMG 304:	Functional And Operational Implementation. Accounting For Multinational Operations. Risk In Globalization. International Logistics Infrastructure. Organizational Structure. Operations Strategy

**Remaining units of all the Courses are for Self Study.

Contact time for MBA - IIIrd Semester. Marketing

School of Commerce And Management
August 2020 - October 2020

Counselling Session No.	Counselling Date	Course Code MBA 301: Strategic Management MBA 302: International Business And International Trade MKG 301: Marketing Research MKG 302: Advertising & Sales Promotion MKG 303: Industrial Marketing MKG 304: Services Marketing	Theory (T) And Practical (P). Timings: (1 hour session each) Morning Session 10:00 AM to 13:00 PM Break : 13:00 to 14:00 PM Evening Session 14:00 PM to 16:00 PM.
1	02/08/2020	MBA 301: MBA 302: MKG 301: MKG 302: MKG 303: MKG 304:	Introduction To Strategic Management. Globalization And International Business. Introduction to Marketing Research. Introduction, Concept and Objectives of Integrated Marketing Communication. Different Elements of Promotional Mix, Determining The Promotional Mix. Basic Of Industrial Marketing. Introduction to Service Marketing
2	09/08/2020	MBA 301: MBA 302: MKG 301: MKG 302: MKG 303: MKG 304:	Strategy Formulation And Defining Vision. International Trade Theories. Problem Definition. The Concept, Role and Functions of Advertising, Setting Advertising Objectives. Understanding Industrial Markets Service Marketing Environment
3	16/08/2020	MBA 301: MBA 302: MKG 301: MKG 302: MKG 303: MKG 304:	Defining Mission, Goals And Objectives. Regional Economic Integration. Research Design. 5M's of Advertising. Economic Issues In Industrial Marketing. Understanding Service Consumer Behaviour
4	23/08/2020	MBA 301: MBA 302: MKG 301: MKG 302: MKG 303: MKG 304:	External Assessment. The Political Economy Of International Trade. Sampling Design. Direct Marketing and Database Marketing : Role, Functions, Application and Comparative Advantages. Industrial Buying Behaviour. Marketing Mix for Service.
5	30/08/2020	MBA 301: MBA 302: MKG 301: MKG 302: MKG 303: MKG 304:	Organisational Appraisal: The Internal Assessment - 1 & 2. World Trade Organization (WTO). Measurement and Scaling Techniques. Advertising Budget, Different Methods of Setting Advertising Budget. Buyer And Seller Relationship. Service Product
6	06/09/2020	MBA 301: MBA 302:	Corporate Level Strategies. International Monetary System.

		MKG 301: MKG 302: MKG 303: MKG 304:	Questionnaire Design. Personal Selling - Role, Functions and Integration with Advertising and Sales Promotion. Market Intelligence. Pricing of Services
7	13/09/2020	MBA 301: MBA 302: MKG 301: MKG 302: MKG 303: MKG 304:	Business Level Strategies. Foreign Direct Investment. Quantitative Data Analysis. Media/Advertising Agencies and Their Role in Integrated Marketing Communication. Industrial Marketing Research Service Promotion
8	20/09/2020	MBA 301: MBA 302: MKG 301: MKG 302: MKG 303: MKG 304:	Strategic Analysis And Choice. International Business Strategy. Report Writing. Media Planning and Strategy. Strategy Planning In Industrial Markets Service Distribution
9	27/09/2020	MBA 301: MBA 302: MKG 302: MKG 303: MKG 304:	Strategy Implementation. International Marketing. Sales Promotion. Pricing In Industrial Marketing People in Service
10	04/10/2020	MBA 301: MBA 302: MKG 303: MKG 304:	Structural Implementation.. Supply-Chain Management For Mncs. Industrial Distribution Channel. Physical Evidence
11	11/10/2020	MBA 301: MBA 302: MKG 303: MKG 304:	Behavioral Implementation. Financial Management For Mncs. Sales Force Management In Industrial Marketing Service Process
12	18/10/2020	MBA 301: MBA 302: MKG 303: MKG 304:	Functional And Operational Implementation. Accounting For Multinational Operations. Sales Promotions In Industrial Marketing. Managing Service Quality

**Remaining units of all the Courses are for Self Study.

Name of Programme	Master of Business Administration
Programme Code	P79

Level of Programme	PG
Modes employed by the institution to provide academic counselling for theory courses	Face to face counselling sessions Continuous Assessment Home Assignments Group Discussions Debates. Role-plays. Case studies.
Modes employed by the institution to provide academic counselling for practical courses	Face to face counselling sessions Internship Workshops Field study Seminar Project work
Year	Second Year
Semester	IV

Contact time for MBA - IVth Semester :- Finance

School of Commerce and Management

Jan 2020 - March 2020

Counselling Session No.	Counselling Date	Course Code MBA 401:Business Law MBA 402:Management Information Systems FMG 401:Taxation FMG 402:Banking and Bank Finance FMG 403: International Finance FMG 404:Management Control Systems	Theory (T) And Practical (P). Timings: (1 hour session each) Morning Session 10:00 AM to 13:00 PM Break : 13:00 to 14:00 PM Evening Session 14:00 PM to 16:00 PM.
1	03/01/2021	MBA 401: MBA 402: FMG 401: FMG 402: FMG 403: FMG 404:	Introduction to Business Law. Introduction to Information System Introduction to Taxation. Introduction to Business Industry and Commerce Introduction to International Finance. Introduction to Management Control Systems
2	10/01/2021	MBA 401: MBA 402: FMG 401: FMG 402: FMG 403: FMG 404:	Indian Contract Act, 1872: Nature and Kind of Contracts. Information Systems and Organizations. Income from Salaries. Indian Financial System. The International Monetary System. Approach to Management Control
3	17/01/2021	MBA 401: MBA 402: FMG 401: FMG 402: FMG 403: FMG 404:	Indian Contract Act, 1872: Capacity of Parties and Consideration. Information Systems and Decision Making. Income from House Property. The Banking System in India. Parity Conditions and Currency Forecasting. Designing Management Controls
4	24/01/2021	MBA 401: MBA 402:	Indian Contract Act, 1872: Performance and Discharge of

		FMG 401: FMG 402: FMG 403: FMG 404:	Contract. IT for Information Systems I: Hardware and Software. Income from Business / Profession. Commercial Banking Product and Services. Balance of Payments. Key Success Variables and Performance Measurement
5	07/02/2021	MBA 401: MBA 402: FMG 401: FMG 402: FMG 403: FMG 404:	Indian Contract Act, 1872: Indemnity and Guarantee. IT for Information Systems III: Computer Networks. Income from Capital Gains. Credit Appraisal. The Foreign Exchange Market. Performance Evaluation of Responsibility Centres
6	14/02/2021	MBA 401: MBA 402: FMG 401: FMG 402: FMG 403: FMG 404:	Sales of Goods Act, 1930. Planning for Information Systems. Income from Other Sources. Development Banking. Forex Market in India. Profit Centre
7	23/02/2021	MBA 401: MBA 402: FMG 401: FMG 402: FMG 403: FMG 404:	The Negotiable Instruments Act, 1881. Developing Information Systems I: System Analysis. Deductions available under section 80 of the Income Tax Act 1961. Rural Banking. Currency and Interest Rate Futures. Transfer Pricing
8	28/02/2021	MBA 401: MBA 402: FMG 401: FMG 402: FMG 403: FMG 404:	Companies Act, 2013: Types of Companies and their Characteristics Developing Information Systems III: System Implementation, Evaluation and Maintenance. Computation of Total Income. Digital Banking. Currency Options. Issues in Transfer Pricing.
9	07/03/2021	MBA 401: MBA 402: FMG 401: FMG 402: FMG 403: FMG 404:	Companies Act, 2013: Memorandum, Articles of Association. Managing Failures in Information Systems Implementation. Introduction to Service Tax. E-Banking and Role of IT in Banks. Swap Markets. Budgets, Responsibility Accounting and Budgetary Control
10	14/03/2021	MBA 401: MBA 402:	Share Capital And Transfer of Shares.

		FMG 401: FMG 402: FMG 403: FMG 404:	Information and System Security. Registration, Returns, Payment of Service Tax. Recent Development in Banking Regulations. Measuring and Managing Translation, Transaction and Economic Exposure. Management control process in service organizations
11	21/03/2021	MBA 401: MBA 402: FMG 401: FMG 402: FMG 403: FMG 404:	Consumer Protection Act, 2015. Managing and Identifying Information Risks. Valuation of Taxable Services. Merchant Banking Services. International Capital Structure. MCS in Project Management
12	28/03/2021	MBA 401: MBA 402: FMG 401: FMG 402: FMG 403: FMG 404:	Limited Liability Partnership Act, 2008. Maharashtra Value Added Tax (MVAT) - An Introduction. Banking Scams and Frauds International Bond Market. Role of Audit in Control Systems

**Remaining units of all the Courses are for Self Study.

Contact time for MBA - IVth Semester: Human Resource
School of Commerce And Management
Jan 2020 - March 2020

Counselling Session No.	Counselling Date	Course Code MBA 401: Business Law MBA 402: Management Information Systems HRM401: Industrial Relations and Labour Legislation HRM402: Management Of Training & Development HRM403: Human Resource Development HRM404: Performance and Reward Management	Theory (T) And Practical (P). Timings: (1 hour session each) Morning Session 10:00 AM to 13:00 PM Break : 13:00 to 14:00 PM Evening Session 14:00 PM to 16:00 PM.
1	03/01/2021	MBA 401: MBA 402: HRM 401: HRM 402: HRM 403: HRM 404:	Introduction to Business Law. Introduction to Information System. Industrial Relations: Concept & Approaches. Introduction to Training & Development in Organisations Human Resource Development: An Introduction. Introduction to Performance Management
2	10/01/2021	MBA 401: MBA 402: HRM 401:	Indian Contract Act, 1872: Nature and Kind of Contracts. Information Systems and Organizations.

		HRM 402: HRM 403: HRM 404:	Industrial Relations: Evolution & Growth. The Process of Training & Development. HRD: Foundational Concepts. Overview of Performance Management System
3	17/01/2021	MBA 401: MBA 402: HRM 401: HRM 402: HRM 403: HRM 404:	Indian Contract Act, 1872: Capacity of Parties and Consideration. Information Systems and Decision Making. Industrial Relations in Major Industrialized Economies: A Comparative Study. Organisational Setup for Management of Training. Need Assessment. Defining Performance Planning
4	24/01/2021	MBA 401: MBA 402: HRM 401: HRM 402: HRM 403: HRM 404:	Indian Contract Act, 1872: Performance and Discharge of Contract. IT for Information Systems I: Hardware and Software. Trade Unionism and Trade Unions. Evolving Training and Development Plan. Implementing HRD Program. Defining Competency Mapping
5	07/02/2021	MBA 401: MBA 402: HRM 401: HRM 402: HRM 403: HRM 404:	Indian Contract Act, 1872: Indemnity and Guarantee. IT for Information Systems III: Computer Networks. Trade Union Legislation. Training Need Assessment. Employee Development through Orientation and Socialization. Performance Appraisal and Methods
6	14/02/2021	MBA 401: MBA 402: HRM 401: HRM 402: HRM 403: HRM 404:	Sales of Goods Act, 1930. Planning for Information Systems. Labour Legislations in India. Training Methods, Pedagogy & Types of Training. Performance Monitoring and Coaching
7	23/02/2021	MBA 401: MBA 402: HRM 401: HRM 402: HRM 403: HRM 404:	The Negotiable Instruments Act, 1881. Developing Information Systems I: System Analysis. The Factories Act. 1948. Training for Organisational Development. Employee Development through Performance Management. Performance Counselling
8	28/02/2021	MBA 401: MBA 402: HRM 401: HRM 402: HRM 403:	Companies Act, 2013: Types of Companies and their Characteristics Developing Information Systems III: System Implementation, Evaluation and Maintenance. Industrial Disputes Act. 1947.

		HRM 404:	Use of Latest Technology in Training & Development. Employee Development through Employee Assistance Program. Performance Management Implementation.
9	07/03/2021	MBA 401: MBA 402: HRM 401: HRM 402: HRM 403: HRM 404:	Companies Act, 2013: Memorandum, Articles of Association. Managing Failures in Information Systems Implementation. Social Security Legislations in India. Evaluation of Effectiveness of Training. Coaching and Mentoring. Organizational Change through Performance Management
10	14/03/2021	MBA 401: MBA 402: HRM 401: HRM 402: HRM 403: HRM 404:	Share Capital And Transfer of Shares. Information and System Security. Wage Legislation in India. Competency Based Approach to Training. Career Management and Development. Performance Management Linked Reward System
11	21/03/2021	MBA 401: MBA 402: HRM 401: HRM 402: HRM 403: HRM 404:	Consumer Protection Act, 2015. Managing and Identifying Information Risks. Employee Grievances & Discipline. Strategy Based Training. Leadership Development. Ethics in Performance Management
12	28/03/2021	MBA 401: HRM 401: HRM 402: HRM 403: HRM 404:	Limited Liability Partnership Act, 2008 Collective Bargaining & Worker's Participation in Management. Organization Development. Role of HR Professional in Performance Management.

**Remaining units of all the Courses are for Self Study.

ज्ञानगंगा घरोघरी

Contact time for MBA - IVth Semester.

School of Commerce And Management
Jan 2020 - March 2020

Counselling Session No.	Counselling Date	Course Code MBA 401: Business Law MBA 402: Management Information Systems MMG 401: Total Quality Management And Six Sigma MMG 402: Project Management MMG403: Enterprise Resource Planning MMG 404: Services Operations Management	Theory (T) And Practical (P). Timings: (1 hour session each) Morning Session 10:00 AM to 13:00 PM Break : 13:00 to 14:00 PM Evening Session 14:00 PM to 16:00 PM.
1	03/01/2021	MBA 401: MBA 402: MMG 401: MMG 402: MMG 403: MMG 404:	Introduction to Business Law. Introduction to Information System Quality Projects and Importance of Project Management. Introduction of Enterprise Resource Planning Introduction to Service Operations Management
2	10/01/2021	MBA 401: MBA 402: MMG 401: MMG 402: MMG 403: MMG 404:	Indian Contract Act, 1872: Nature and Kind of Contracts. Information Systems and Organizations. Total Quality Management. Project Organization Structure ERP Implementation Service Strategy Formulation
3	17/01/2021	MBA 401: MBA 402: MMG 401: MMG 402: MMG 403: MMG 404:	Indian Contract Act, 1872: Capacity of Parties and Consideration. Information Systems and Decision Making. Process Improvement. Market and Demand Analysis. ERP and MRP. New Service Development
4	24/01/2021	MBA 401: MBA 402: MMG 401: MMG 402: MMG 403: MMG 404:	Indian Contract Act, 1872: Performance and Discharge of Contract. IT for Information Systems I: Hardware and Software. Involvement of Employees. Projected Cash Flow & Balance Sheet. Risk in ERP Implementation Managing the Customer Relationship
5	07/02/2021	MBA 401: MBA 402: MMG 401: MMG 402: MMG 403: MMG 404:	Indian Contract Act, 1872: Indemnity and Guarantee. IT for Information Systems III: Computer Networks. Customer Service. Project Selection Methods and Investment Criteria. Business Process Management for ERP Management of Supply Relationships
6	14/02/2021	MBA 401:	Sales of Goods Act, 1930.

		MBA 402: MMG 401: MMG 402: MMG 403: MMG 404:	Planning for Information Systems Governance & Leadership. Defining the Project. ERP Solutions and Fundamental Modules Service Process & People
7	23/02/2021	MBA 401: MBA 402: MMG 401: MMG 402: MMG 403: MMG 404:	The Negotiable Instruments Act, 1881. Developing Information Systems I: System Analysis. Statistical Process Control. Estimating Project Times and Costs. ERP Implementation Life Cycle Demand Forecasting
8	28/02/2021	MBA 401: MBA 402: MMG 401: MMG 402: MMG 403: MMG 404:	Companies Act, 2013: Types of Companies and their Characteristics Developing Information Systems III: System Implementation, Evaluation and Maintenance. Pattern Identification. Project Quality Management. Post Implementation Capacity Management
9	07/03/2021	MBA 401: MBA 402: MMG 401: MMG 402: MMG 403: MMG 404:	Companies Act, 2013: Memorandum, Articles of Association. Managing Failures in Information Systems Implementation. Philosophies in TQM. Developing Project Plan. Emerging Trends on ERP Inventory Management
10	14/03/2021	MBA 401: MBA 402: MMG 402: MMG 403: MMG 404:	Share Capital And Transfer of Shares. Information and System Security. Scheduling Resources and Cost ERP Market Queuing Systems
11	21/03/2021	MBA 401: MBA 402: MMG 401: MMG 402: MMG 403: MMG 404:	Consumer Protection Act, 2015. Managing and Identifying Information Risks. Elements of Six Sigma. Reducing Project Duration. ERP Software Selection Information Technology
12	28/03/2021	MBA 401: MMG 401: MMG 402: MMG 404:	Limited Liability Partnership Act, 2008. Six Sigma Phases Progress, Performance Management and Evaluation Project Management

**Remaining units of all the Courses are for Self Study.

Contact time for MBA - IVth Semester. Marketing
School of Commerce And Management
Jan 2020 - March 2020

Counselling Session No.	Counselling Date	Course Code MBA 401: Business Law MBA 402: Management Information Systems MKG 401: Consumer Behavior MKG 402: Sales and Distribution Management MKG 403: Retail Marketing MKG404: Rural Marketing MKG 405: International Marketing	Theory (T) And Practical (P). Timings: (1 hour session each) Morning Session 10:00 AM to 13:00 PM Break : 13:00 to 14:00 PM Evening Session 14:00 PM to 16:00 PM.
1	03/01/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 403: MKG 404: MKG 405:	Introduction to Business Law. Introduction to Information System. Introduction to Consumer Behavior. Sales and Distribution Management : Nature, Concept and Scope. Introduction to Retailing and Concept of Retail. Introduction to Rural Marketing. The Concept of International Marketing
2	10/01/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 403: MKG 404: MKG 405:	Indian Contract Act, 1872: Nature and Kind of Contracts. Information Systems and Organizations. Segmentation, Targeting and Positioning Controlling the Sales Effort. Types of Retailer. Rural Marketing Environment. Role of Economic Institutions & WTO in International Marketing
3	17/01/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 403: MKG 404: MKG 405:	Indian Contract Act, 1872: Capacity of Parties and Consideration. Information Systems and Decision Making. Consumer Motivations. Transportation. Strategic Planning in Retailing Rural Marketing Model. Scanning the International Marketing Environment
4	24/01/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 403: MKG 404: MKG 405:	Indian Contract Act, 1872: Performance and Discharge of Contract. IT for Information Systems I: Hardware and Software. Personality of Consumer. Motivating and Compensating Sales Personal. Decision on Retail Location. Rural Consumer Behaviour. International Market Research
5	07/02/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 403:	Indian Contract Act, 1872: Indemnity and Guarantee. IT for Information Systems III: Computer Networks. Perception and Consumer Behavior.

		MKG 404: MKG 405:	Training and Development of Sales Force and Sales Organization, Evaluation of Sales Personnel. Management of Retail Business. Rural Consumer. Decision Making Process for International Markets
6	14/02/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 403: MKG 404: MKG 405:	Sales of Goods Act, 1930. Planning for Information Systems. Attitude Formation and Change. Recruiting Selecting. Retail Branding and Positioning. Segmenting, Targeting and Positioning. Entering International Markets
7	23/02/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 403: MKG 404: MKG 405:	The Negotiable Instruments Act, 1881. Developing Information Systems I: System Analysis. Advertising and Social Media. Selection and Placement of Sales Personnel. Customer Relationship Management. Rural Product Strategy. Product Strategy for International Markets
8	28/02/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 403: MKG 404: MKG 405:	Companies Act, 2013: Types of Companies and their Characteristics. Developing Information Systems III: System Implementation, Evaluation and Maintenance. Reference Group and Word of Mouth. Performance Evaluation of Sales Personnel. Management of Services. Rural and Urban Markets. Building Brands in International Markets
9	07/03/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 403: MKG 404: MKG 405:	Companies Act, 2013: Memorandum, Articles of Association. Managing Failures in Information Systems Implementation. Family and Social Standing. Sales Budgeting - Approaches and Techniques. Retail Information System - Incorporating Information Technology in Retailing. Pricing Strategies. Pricing for International Markets
10	14/03/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 403: MKG 404: MKG 405:	Share Capital And Transfer of Shares. Information and System Security. Culture and Consumer Behavior. Distribution. Retailing in India - Opportunity and Challenges. Role of Microfinance in Rural India. International Logistics and Distribution
11	21/03/2021	MBA 401: MBA 402: MKG 401: MKG 402: MKG 405:	Consumer Protection Act, 2015. Managing and Identifying Information Risks. Consumer Decision Making and Diffusion of Innovation. Warehousing and Inventory Management. Export and Import Procedure and Documentation

12	28/03/2021	MBA 401: MKG 401: MKG 405:	Limited Liability Partnership Act, 2008. Marketing Ethics and Social Responsibilities. Foreign Trade Policies of India
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Director
Student Services Division,
Y.C.M. Open University, Nashik.

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