

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

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

	1	1250 4 405	Tr 05 1137
		MBA 105	Importance of Research in Management
			Decisions
3	16/08/2020	MBA 101	Presentation of Financial Statements :
		MBA 102	Balance Sheet
		MBA 103	Labour Laws
		MBA 104	Demand Theory.
		MBA 105	Planning, Coordinating and Organizing.
		1,1211100	Defining Research Problem
4	23/08/2020	MBA 101	Mechanics of Accounting
-	25, 00, 2020	MBA 102	Government Influence on Income, Planning,
		MBA 102 MBA 103	Prices and Production
		MBA 104	Supply Analysis.
	20/00/2020	MBA 105	Formulation of Hypothesis
5	30/08/2020	MBA 101	Fixed Assets and Depreciation Accounting
		MBA 102	Taxation and Business
		MBA 103	Economics of Production
		MBA 104	Departmentation and Structural Formats.
		MBA 105	Research Design & Experimental Design
6	06/09/2020	MBA 101	Cash Flow Statement
		MBA 102	Financial System
		MBA 103	Cost Analysis.
		MBA 104	Departmentation and Structural Formats.
		MBA 105	Methods and Technologies of Data Collection
7	13/09/2020	MBA 101	Financial Statement Analysis
,	13/07/2020	MBA 102	Societal Environment and the Social
		MBA 102 MBA 103	Responsibility of Business.
		MBA 104	Perfect Competition.
	1	MBA 105	Directing and Controlling.
	20/00/2020	100	Sampling and Sampling Distribution
8	20/09/2020	MBA 101	Cost Accounting: Concepts and Methods
		MBA 102	National Income, Business Cycle, Human
		MBA 103	Development, Poverty.
	,	MBA 104	Monopoly & Monopolistic Competition.
		MBA 105	Individual Behavior & Motivation.
			Attitude Measurement and Scales
9	27/09/2020	MBA 101	Marginal Costing and CVP analysis
		MBA 102	Rural Developments, Agriculture and
		MBA 103	Business, Infrastructure and Business,
		MBA 104	Problem of growth.
		MBA 105	Oligopoly.
		1,13,1103	Groups and Decision Making.
	→		Report Writing and Presentation
10	04/10/2020	MBA 101	Budgetary Control
10	0-7/10/2020	MBA 101 MBA 102	Forms of Business Organisation, Emerging
		MBA 103	Trends of Business,
		MBA 104	Environmental Pollution.
		MBA 105	Pricing under Different Structures Pricing
			Practices.
			Leadership.
			Introduction to communication and factors
			influencing its effectiveness
11	11/10/2020	MBA 101	Introduction to Financial Management
		MBA 103	New Theories of Firm.
		MBA 104	Organisational Conflict.
		MBA 105	Understanding Business Communication &
			Effective business communication
12	18/10/2020	MBA 101	Cost of Capital and Capital Structure.
12	10/10/2020	MIDU IAI	Cost of Capital and Capital Structure.

		MBA 103	Risk and Uncertainty.
		MBA 104	Organisational culture and Change
		MBA 105	Management.
			Communicating Electronically
13	25/10/2020	MBA 101	Capital Budgeting.
		MBA 103	Monetary Policy, Fiscal Policy & Business
		MBA 105	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 First Value
Year	First Year
Semester	II

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

	~ "		
Counselling	Counselling	Course Code	Theory (T) And Practical(P).
Session No.	Date	MBA 201: Business Ethics And	Timings: (1 hour session each)
		Corporate Governance	Morning Session 10:00 AM to 13:00 PM
		MBA 202 : Quantitative	Break: 13:00 to 14:00 PM
		Techniques In Management	Evening Session 14:00 PM to 16:00 PM.
		MBA 203: Production And	
		Operations Management	
		MBA 204 : Marketing	4 5 4
	~	Management	11 91 11
		MBA 205 : Human Resource	
		Management	
1	03/01/2021	MBA 201	An Introduction Of Business Ethics.
		MBA 202	Linear Programming.
		MBA 203	Nature and Scope of Operations.
		MBA 204	Introduction to Marketing Management.
		MBA 205	Introduction to Human Resource
			Management.
2	10/01/2021	MBA 201	Eastern And Western Ethical Thoughts.
		MBA 202	Linear Programming - Post Optimal
		MBA 203	Analysis.
		MBA 204	Types of Manufacturing and Service
		MBA 205	Systems.
			Developing Marketing Strategies and Plans.
			Human Resource Planning.

3	17/01/2021	MBA 201	Decision Making: Moral Reasoning And Its
		MBA 202	Applications.
		MBA 203	Transportation Model.
		MBA 204	The Product Development Process.
		MBA 205	Capturing Customer Insights.
			Talent Acquisition.
4	24/01/2021	MBA 201	Workplace, Individuals, Workers And Morals.
		MBA 202	Assignment Model.
		MBA 203	Facilities Layout and Material Handling.
		MBA 204	Connecting with Customers.
		MBA 205	Human ResourceTraining and Development.
5	07/02/2021	MBA 201	Challenges Of Environmental Ethics.
		MBA 202	Queuing Theory.
		MBA 203	Forecasting.
		MBA 204	Building Strong Brands.
		MBA 205	Motivation in Action.
6	14/02/2021	MBA 201	Indian Thoughts For Business.
		MBA 202	Decision Theory.
		MBA 203	Inventory Management.
		MBA 204	Shaping the Market Offerings.
		MBA 205	Performance Appraisal.
7	23/02/2021	MBA 201	Social Sustainability And Business.
,	23/02/2021	MBA 202	Theory of Games.
		MBA 202 MBA 203	Production Planning and Control.
		MBA 204	Delivering Value.
		MBA 204 MBA 205	
8	28/02/2021	MBA 203	Compensation Management. Corporate Governance: Theories And Models.
0	20/02/2021	MBA 201 MBA 202	Simulation.
	\ \ \	MBA 202 MBA 203	
			Quality Management.
		MBA 204	Creating Long Term Growth.
9	07/02/2021	MBA 205	Employee Discipline.
9	07/03/2021	MBA 201	Corporate Social Responsibility.
		MBA 202	Probability.
		MBA 203	Project Management.
		MBA 204	Rural Marketing.
		MBA 205	Employee Grievance and Collective
1.0	1.4/02/2021	201	Bargaining.
10	14/03/2021	MBA 201	Corporate Governance Code.
		MBA 202	Probability Distribution.
		MBA 203	Maintenance Management.
	2	MBA 204	Technology and Marketing.
	7	MBA 205	Human Resource Accounting, Audit and
			Human Resource Information System.
11	21/03/2021	MBA 201	Corporations In The New World Order As
		MBA 202	Start ups.
		MBA 203	Regression And CorrelationAnalysis.
		MBA 204	Supply Chain Management.
		MBA 205	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	Ш	

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

Counselling	Counselling	Course Code	Theory (T) And Practical (P).
Session No.	Date		Timings: (1 hour session each) Morning Session
Session No.	Date	MBA 301 : Strategic	10:00 AM to 13:00 PM
		Management	Break: 13:00 to 14:00 PM
		MBA 302 : International	Evening Session 14:00 PM to 16:00 PM.
	\ \	Business And International	Evening Session 14.00 I W to 10.00 I W.
		Trade	
		FMG 301: Corporate	
	1	Finance	
		FMG302: Indian Financial	
		System and Management of	
		Financial Institutions	
		FMG 303: Management of	
		Financial Services	
		FMG304 : Security Analysis	
		& Portfolio Management	
1	02/08/2020	MBA 301:	Introduction To Strategic Management.
	2	MBA 302:	Globalization And International Business.
	7	FMG 301:	Introduction to Corporate Finance
		FMG 302:	Introduction to Indian Financial System.
		FMG 303:	Introduction to Financial Services.
		FMG 304:	Introduction to Security Analysis & Portfolio
			Management
2	09/08/2020	MBA 301:	Strategy Formulation And Defining Vision.
		MBA 302:	International Trade Theories.
		FMG 301:	Long Term & Short Term Sources of Finance
		FMG 302:	Development Financial Institutions.
		FMG 303:	Merchant Banking Services.
		FMG 304:	Financial Markets & Institutions
3	16/08/2020	MBA 301:	Defining Mission, Goals And Objectives.
		MBA 302:	Regional Economic Integration.
		FMG 301:	Valuation of Shares and Bonds
		FMG 302:	State Financial Corporations (SFCs).

		FMG 303:	Mutual Funds.	
		FMG 304:	Analysis of Risk And Return	
4	23/08/2020	MBA 301:	External Assessment.	
4	23/06/2020	MBA 302:	The Political Economy Of International Trade.	
		FMG 301:	Portfolio Theory	
		FMG 301:	Banking Institutions in India.	
		FMG 303:	Insurance Services.	
_	20/00/2020	FMG 304:	Fundamental Analysis Part A : Economic Analysis	
5	30/08/2020	MBA 301:	Organisational Appraisal : The Internal Assessment - 1 & 2.	
		MBA 302:		
		FMG 301:	World Trade Organization (WTO).	
		FMG 302:	Capital Budgeting Decision-I& II	
		FMG 303:	Reserve Bank of India.	
		FMG 304:	Leasing and Hire Purchase Services	
	0.6/00/2020	ND 4 201	Fundamental Analysis Part B : Industry Analysis	
6	06/09/2020	MBA 301:	Corporate Level Strategies.	
		MBA 302:	International Monetary System.	
		MBA 303:	The Cost of Capital	
		MBA 304:	Non Banking Financial Institutions.	
		MBA 305:	Credit Rating.	
		MBA 306:	Fundamental Analysis Part C : Company Analysis	
7	13/09/2020	MBA 301:	Business Level Strategies.	
		MBA 302:	Foreign Direct Investment.	
		FMG 301:	Working Capital Management	
		FMG 302:	Money Market and Regulation.	
		FMG 303:	Book <mark>Bu</mark> ildi ng and Bough t Out Deals.	
		FMG 304:	Technical Analysis	
8	20/09/2020	MBA 301:	Strategic Analysis And Choice.	
	\ \	MBA 302:	International Business Strategy.	
	\	FMG 301:	Inventory Management	
		FMG 302:	Capital Market.	
	'	FMG 303:	Securitization.	
		FMG 304:	Behavioural Finance Anomalies	
9	27/09/2020	MBA 301:	Strategy Implementation.	
		MBA 302:	International Marketing.	
		FMG 301:	Cash Management	
		FMG 302:	Stock Market Trading.	
		FMG 303:	Depository Services.	
		FMG 304:	Portfolio Management : Analysis selection Revision	
	_		& Evaluation	
10	04/10/2020	MBA 301:	Structural Implementation.	
	9	MBA 302:	Supply-Chain Management For Mncs.	
	,	FMG 301:	Receivable Management	
		FMG 302:	Debt and Credit Markets.	
		FMG 303:	Factoring Se rvices.	
		FMG 304:	Theories of Portfolio Management	
11	11/10/2020	MBA 301:	Behavioural Implementation.	
		MBA 302:	Financial Management For Mncs.	
		FMG 301:	Derivatives and Risk Management	
		FMG 302:	Financial Institutions Risks.	
		FMG 303:	Venture Capital Financing.	
		FMG 304:	Derivatives	
12	18/10/2020	MBA 301:	Functional And Operational Implementation.	
12	10/10/2020	MBA 302:	Accounting For Multinational Operations.	
		FMG 301:	Merger and Acquisition.	
		FMG 302:	Risk Management in Financial Institutions.	
		FMG 303:	Credit Cards.	
		1110 303.	Credit Curus.	

Investments And Tax Planning

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

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

FMG 304:

August 2020 - October 2020

Counselling	Counselling	Course Code	Theory (T) And Practical (P).
Session No.	Date	MBA 301: Strategic Management	Timings: (1 hour session each)
		MBA 302: International Business	Morning Session 10:00 AM to 13:00
		And International Trade	PM
		HRM 301: Organisational Change	Break : 13:00 to 14:00 PM
		and Development	Evening Session 14:00 PM to 16:00
		HRM 302: Human Resource	PM.
		Planning	
		HRM 303 : Managing Interpersonal	
		& Group Processes	
		HRM 304: Iternational	
		Human Resource Management	
1	02/08/2020	MBA 301:	Introduction To Strategic Management.
		MBA 302:	Globalization And International Business.
		HRM 301:	An Overview and Introduction to
		HRM 302:	Org <mark>anis</mark> ational Development.
		HRM 303:	An Overview to Human Resource
		HRM 304:	Planning & Corporate Objectives.
	\ \ \		Groups Formation, Development and
	\ \		their impact on organisational processes.
			International Business and International
2	09/08/2020	MBA 301:	Human Resource Management. Strategy Formulation And Defining
2	07/06/2020	MBA 301:	Vision.
		HRM 301:	International Trade Theories.
		HRM 302:	An Introduction to Planned Change.
		HRM 303:	Human Resource Planning: Process,
		HRM 304:	Tools & Techniques.
			Group Dynamics
		•	Culture in International Human
	4.5/00/0000	100	Resource Management
3	16/08/2020	MBA 301:	Defining Mission, Goals And
		MBA 302:	Objectives.
		HRM 301:	Regional Economic Integration.
		HRM 302:	Models of Change. Relationship Between HRM, HRP &
		HRM 303:	HRD.
		HRM 304:	Interpersonal Processes.
			Comparative Human Resource
			Management in the Global Enterprise
4	23/08/2020	MBA 301:	External Assessment.
		MBA 302:	The Political Economy Of International
		HRM 301:	Trade.
		HRM 302:	Process of Organisational Development.
		HRM 303:	Human Resource Development-
		HRM 304:	Concept & Nature.
			Organisational Power and Influence in
			Organisation.

			Recruitment and Selection by
			Multinationals.
5	30/08/2020	MBA 301:	Organisational Appraisal : The Internal
		MBA 302:	Assessment - 1 & 2.
		HRM 301:	World Trade Organization (WTO).
		HRM 302:	Entering, Contracting and Diagnosing
		HRM 303:	Organisation.
		HRM 304:	Evolution & Functions of Human
		mui 30 ii	Resource development.
			Organisational Culture and its change.
			Expatriate Training & Development
6	06/09/2020	MBA 301:	Corporate Level Strategies.
		MBA 302:	International Monetary System.
		HRM 301:	Designing of Interventions
		HRM 302:	Challenges to HRD Professionals.
		HRM 303:	Managing Interpersonal and Group
		HRM 304:	Processes for Organisational Change
			and Development.
			International Compensation
			Management
7	13/09/2020	MBA 301:	Business Level Strategies.
		MBA 302:	Foreign Direct Investment.
		HRM 301:	Team and Group Interventions
		HRM 302:	Job Analysis - Design and Process
		HRM 303:	Group Decision Making.
		HRM 304:	Global employment law and labor
0	20/00/2020	MD 4 201	relations.
8	20/09/2020	MBA 301: MBA 302:	Strategic Analysis And Choice.
	\ \ \ \	МБА 302. HRM 301:	International Business Strategy. Comprehensive Interventions.
		HRM 301. HRM 302:	Human Resource Development
		HRM 302.	Inter Group Conflicts and their
		HRM 304:	Resolution.
		indi 30 i.	HRM Frontiers and Corporate HR
			Strategies for Competitive Advantage
9	27/09/2020	MBA 301:	Strategy Implementation.
	217 037 2020	MBA 302:	International Marketing.
		HRM 301:	Structural Interventions
		HRM 302:	Recruitment.
		HRM 303:	Managing group processes in
		TIKWI 303.	organisation with diversities &working
	~ (in International environment
10	04/10/2020	MBA 301:	Structural Implementation
		MBA 302:	Supply-Chain Management For Mncs.
		HRM 301:	Implementation and Assessment of OD.
		HRM 302:	Selection
11	11/10/2020	MBA 301:	Behavioural Implementation.
		MBA 302:	Financial Management For Mncs.
		HRM 301:	Issues and Ethics in Consultant – Client
		HRM 302:	Relationship.
			Induction and Placement.
12	18/10/2020	MBA 301:	Functional And Operational
		MBA 302:	Implementation.
		HRM 301:	Accounting For Multinational
		HRM 302:	Operations.
			Future Trends in Organization
			Development.

Ī		Performance Evaluation
		I CHOTHANCC L'VAIUALION

^{**}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:	International Monetary System.
		MMG 301:	Manufacturing Strategy And
		MMG 302:	Systems.
		MMG 303:	Material Handling Systems
		MMG 304:	Framework For World Class
		111112 20 10	Manufacturing.
			Framework Of World Class
7	13/09/2020	N/D 4 201	Manufacturing
7	13/09/2020	MBA 301:	Business Level Strategies.
		MBA 302:	Foreign Direct Investment.
		MMG 301:	Competing Through
		MMG 302:	Manufacturing.
		MMG 303:	Supply Chain Management
		MMG 304:	Software
			Developing A Manufacturing
			Strategy.
8	20/09/2020	MD A 201.	Inventory Management
8	20/09/2020	MBA 301:	Strategic Analysis And Choice.
		MBA 302:	International Business Strategy.
		MMG 301:	Trade Offs In Manufacturing
		MMG 302:	Strategy.
		MMG 303:	Outsourcing: Makes Versus Buy
		MMG 304:	Design For Manufacturing
			Framework.
			Resource Planning
9	27/09/2020	MBA 301:	Strategy Implementation.
	21,03,2020	MBA 302:	International Marketing.
		MMG 301:	
	1		Strategic Intent.
	\ \ \	MMG 302:	Network Planning
		MMG 303:	Manufacturing Audit.
		MMG 304:	Lean Production
10	04/10/2020	MBA 301:	Structural Implementation.
	,	MBA 302:	Supply-Chain Management For
		MMG 301:	MNCs.
		MMG 302:	Core Competence.
		MMG 303:	Just In Time
		MMG 304:	Flexibility.
	44/40/2022		-
11	11/10/2020	MBA 301:	Behavioural Implementation.
		MBA 302:	Financial Management For Mncs.
		MMG 301:	Global Manufacturing Strategy.
	2	MMG 302:	International SCM1
	7	MMG 303:	Manufacturing Excellence
		MMG 304:	Framework.
			Manufacturing Strategy.
12	18/10/2020	MBA 301:	Functional And Operational
12	13, 10, 2020	MBA 301: MBA 302:	Implementation.
		MMG 301:	Accounting For Multinational
		MMG 302:	Operations.
		MMG 303:	Risk In Globalization.
		MMG 304:	International Logistics
			Infrastructure.
			Organizational Structure.
			Operations Strategy
	1	I.	1 1

^{**}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	Counselling	Course Code	Theory (T) And Practical (P).
Session No.	Date	MBA 301: Strategic Management	Timings: (1 hour session each)
bession 140.	Date	MBA 302:International Business	Morning Session 10:00 AM to 13:00
		And International Trade	PM
		MKG 301:Marketing Research	Break : 13:00 to 14:00 PM
		MKG 302:Advertising & Sales	Evening Session 14:00 PM to 16:00
		Promotion	PM.
		MKG 303:Industrial Marketing	1 171.
		MKG 304:Services Marketing	
1	02/08/2020	MBA 301:	Introduction To Strategic Management.
1	02/00/2020	MBA 302:	Globalization And International Business.
		MKG 301:	Introduction to Marketing Research.
		MKG 302:	Introduction, Concept and Objectives of
		MKG 303:	Integrated Marketing Communication.
		MKG 304:	Different Elements of Promotional Mix,
		WHE SO I.	Determining The Promotional Mix.
			Basic Of Industrial Marketing.
			Introduction to Service Marketing
2	09/08/2020	MBA 301:	Strategy Formulation And Defining
		MBA 302:	Vision.
		MKG 301:	International Trade Theories.
		MKG 302:	Problem Definition.
		MKG 303:	The Concept, Role and Functions of
		MKG 304:	Advertising, Setting Advertising
			Objectives.
	\ \ \		Understanding Industrial Markets
	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \		Service Marketing Environment
3	16/08/2020	MBA 301:	Defining Mission, Goals And
		MBA 302:	Objectives.
		MKG 301:	Regional Economic Integration.
		MKG 302:	Research Design.
		MKG 303:	5M's of Advertising.
		MKG 304:	Economic Issues In Industrial Marketing.
			Understanding Service Consumer
4	22/09/2020	MD 4 201	Behaviour
4	23/08/2020	MBA 301: MBA 302:	External Assessment.
		MKG 301:	The Political Economy Of International Trade.
	~	MKG 301. MKG 302:	Sampling Design.
		MKG 302. MKG 303:	Direct Marketing and Database
		MKG 303: MKG 304:	Marketing : Role, Functions, Application
		WIKO 304.	and Comparative Advantages.
			Industrial Buying Behaviour.
			Marketing Mix for Service.
5	30/08/2020	MBA 301:	Organisational Appraisal: The Internal
	30,00,2020	MBA 301:	Assessment - 1 & 2.
		MKG 301:	World Trade Organization (WTO).
		MKG 301:	Measurement and Scaling Techniques.
		MKG 302:	Advertising Budget, Different Methods
		MKG 304:	of Setting Advertising Budget.
			Buyer And Seller Relationship.
			Service Product
6	06/09/2020	MBA 301:	Corporate Level Strategies.
-		MBA 302:	International Monetary System.

		MKG 301:	Questionnaire Design.
		MKG 302:	Personal Selling - Role, Functions and
		MKG 303:	Integration with Advertising and Sales
		MKG 304:	Promotion.
			Market Intelligence.
			Pricing of Services
7	13/09/2020	MBA 301:	Business Level Strategies.
		MBA 302:	Foreign Direct Investment.
		MKG 301:	Quantitative Data Analysis.
		MKG 302:	Media/Advertising Agencies and Their
		MKG 303:	Role in Integrated Marketing
		MKG 304:	Communication.
			Industrial Marketing Research
			Service Promotion
8	20/09/2020	MBA 301:	Strategic Analysis And Choice.
		MBA 302:	International Business Strategy.
		MKG 301:	Report Writing.
		MKG 302:	Media Planning and Strategy.
		MKG 303:	Strategy Planning In Industrial
		MKG 304:	Markets
			Service Distribution
9	27/09/2020	MBA 301:	Strategy Implementation.
		MBA 302:	International Marketing.
		MKG 302:	Sales Promotion.
		MKG 303:	Pricing In Industrial Marketing
		MKG 304:	People in Service
10	04/10/2020	MBA 301:	Structural Implementation
		MBA 302:	Supply-Chain Management For Mncs.
	1	MKG 303:	Industrial Distribution Channel.
	\ \	MKG 304:	Physical Evidence
11	11/10/2020	MBA 301:	Behavioral Implementation.
		MBA 302:	Financial Management For Mncs.
		MKG 303:	Sales Force Management In Industrial
		MKG 304:	Marketing
			Service Process
12	18/10/2020	MBA 301:	Functional And Operational
		MBA 302:	Implementation.
		MKG 303:	Accounting For Multinational Operations.
		MKG 304:	Sales Promotions In Industrial
			Marketing.
	7		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	Counselling	Course Code	Theory (T) And Practical (P).
Session No.	Date	MBA 401:Business Law	Timings: (1 hour session each)
		MBA 402:Management Information	Morning Session 10:00 AM to
		Systems	13:00 PM
		FMG 401:Taxation	Break: 13:00 to 14:00 PM
		FMG 402:Banking and Bank Finance	Evening Session 14:00 PM to
		FMG 403: International Finance	16:00 PM.
		FMG 404:Management Control Systems	
1	03/01/2021	MBA 401:	Introduction to Business Law.
		MBA 402:	Introduction to Information System
		FMG 401:	Introduction to Taxation.
		FMG 402:	Introduction to Business Industry
		FMG 403:	and Commerce
		FMG 404:	Introduction to International
			Finance.
			Introduction to Management
			Control Systems
2	10/01/2021	MBA 401:	Indian Contract Act, 1872: Nature
		MBA 402:	and Kind of Contracts.
		FMG 401:	Information Systems and
		FMG 402:	Organizations.
		FMG 403:	Income from Salaries.
		FMG 404:	Indian Financial System.
			The International Monetary System.
			Approach to Management Control
3	17/01/2021	MBA 401:	Indian Contract Act, 1872: Capacity
		MBA 402:	of Parties and Consideration.
		FMG 401:	Information Systems and Decision
		FMG 402:	Making.
		FMG 403:	Income from House Property.
		FMG 404:	The Banking System in India.
			Parity Conditions and Currency
			Forecasting.
			Designing Management Controls
4	24/01/2021	MBA 401:	Indian Contract Act, 1872:
		MBA 402:	Performance and Discharge of

		FMG 401:	Contract.
		FMG 402:	IT for Information Systems I:
		FMG 403:	Hardware and Software.
		FMG 404:	Income from Business / Profession.
		1 WG 404.	
			Commercial Banking Product and
			Services.
			Balance of Payments.
			Key Success Variables and
			Performance Measurement
5	07/02/2021	MBA 401:	Indian Contract Act, 1872:
	07/02/2021	MBA 402:	Indemnity and Guarantee.
		FMG 401:	IT for Information Systems III:
		FMG 402:	Computer Networks.
		FMG 403:	Income from Capital Gains.
		FMG 404:	Credit Appraisal.
			The Foreign Exchange Market.
			Performance Evaluation of
	1.1/02/2021	101	Responsibility Centres
6	14/02/2021	MBA 401:	Sales of Goods Act, 1930.
		MBA 402:	Planning for Information Systems.
		FMG 401:	Income from Other Sources.
		FMG 402:	Development Banking.
		FMG 403:	Forex Market in India.
		FMG 404:	Profit Centre
7	22/02/2021		
7	23/02/2021	MBA 401:	The Negotiable Instruments Act,
		MBA 402:	1881.
		FMG 401:	Developing Information Systems I:
		FMG 402:	System Analysis.
	\ \ \	FMG 403:	Deductions available under section
		FMG 404:	80 of the Income Tax Act 1961.
		1 WG 404.	
			Rural Banking.
			Currency and Interest Rate
			Futures.
			Transfer Pricing
8	28/02/2021	MBA 401:	Companies Act, 2013: Types of
		MBA 402:	Companies and their
		FMG 401:	Characteristics
		FMG 402:	Developing Information Systems
		FMG 403:	III: System Implementation,
		FMG 404:	Evaluation and Maintenance.
	7	11411111 5141	Computation of Total Income.
	~		Digital Banking.
	,		-Currency Options.
			Issues in Transfer Pricing.
9	07/03/2021	MBA 401:	Companies Act, 2013:
	07/03/2021	MBA 402:	Memorandum, Articles of
		FMG 401:	Association.
		FMG 402:	Managing Failures in Information
		FMG 403:	Systems Implementation.
		FMG 404:	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:	Share Capital And Transfer of
		MBA 402:	Shares.
	l	111D/1 TUZ.	Situios.

		FMG 401:	Information and System Security.	
		FMG 402:	Registration, Returns, Payment of	
		FMG 403:	Service Tax.	
		FMG 404:	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:	Consumer Protection Act, 2015.	
		MBA 402:	Managing and Identifying	
		FMG 401:	Information Risks.	
		FMG 402:	Valuation of Taxable Services.	
		FMG 403:	Merchant Banking Services.	
		FMG 404:	-International Capital Structure.	
			MCS in Project Management	
12	28/03/2021	MBA 401:	Limited Liability Partnership Act,	
		MBA 402:	2008.	
		FMG 401:	Maharashtra Value Added Tax	
		FMG 402:	(MVAT) - An Introduction.	
		FMG 403:	Banking Scams and Frauds	
		FMG 404:	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

C	C	0 0 1	The (T) A 1 D4: 1 (D)
Counselling	_		Theory (T) And Practical (P).
Session No.	Date	MBA 401: Business Law	Timings: (1 hour session each)
		MBA 402: Management Information	Morning Session 10:00 AM to 13:00
		Systems	PM
		HRM401:Industrial Relations and	Break: 13:00 to 14:00 PM
		Labour Legislation	Evening Session 14:00 PM to 16:00
		HRM402: Management Of Training	PM.
		& Development	
	-	HRM403: Human Resource	
	- 4	Development	191
		HRM404: Performance and Reward	
		Management	
1	03/01/2021	MBA 401:	Introduction to Business Law.
		MBA 402:	Introduction to Information System.
		HRM 401:	Industrial Relations: Concept &
		HRM 402:	Approaches.
		HRM 403:	Introduction to Training & Development
		HRM 404:	in Organisations
			Human Resource Development: An
			Introduction.
			Introduction to Performance
			Management
2	10/01/2021	MBA 401:	Indian Contract Act, 1872: Nature and
		MBA 402:	Kind of Contracts.
		HRM 401:	Information Systems and Organizations.

			T. I. C. I.D. I.C. D. I.C. O.
		HRM 402:	Industrial Relations: Evolution &
		HRM 403:	Growth.
		HRM 404:	The Process of Training &
			Development.
			HRD: Foundational Concepts.
			Overview of Performance Management
	1 = 10 1 1 = 0 = 1	222	System
3	17/01/2021	MBA 401:	Indian Contract Act, 1872: Capacity of
		MBA 402:	Parties and Consideration.
		HRM 401:	Information Systems and Decision
		HRM 402:	Making.
		HRM 403:	Industrial Relations in Major
		HRM 404:	Industrialized Economies: A
			Comparative Study.
			Organisational Setup for Management of
			Training.
			Need Assessment.
	24/01/2021	340 4 404	Defining Performance Planning
4	24/01/2021	MBA 401:	Indian Contract Act, 1872: Performance
		MBA 402:	and Discharge of Contract.
		HRM 401:	IT for Information Systems I: Hardware
	4	HRM 402:	and Software.
		HRM 403:	Trade Unionism and Trade Unions.
		HRM 404:	Evolving Training and Development
			Plan.
			Implementing HRD Program.
5	07/02/2021	MBA 401:	Defining Competency Mapping
3	07/02/2021	MBA 401: MBA 402:	Indian Contract Act, 1872: Indemnity and Guarantee.
	\ \ \ \		IT for Information Systems III:
		HRM 401:	Computer Networks.
		HRM 402:	Trade Union Legislation.
		HRM 403:	Training Need Assessment.
		HRM 404:	Employee Development through
			Orientation and Socialization.
			Performance Appraisal and Methods
6	14/02/2021	MBA 401:	Sales of Goods Act, 1930.
	11/02/2021	MBA 402:	Planning for Information Systems.
		HRM 401:	Labour Legislations in India.
		HRM 402:	Training Methods, Pedagogy & Types
		HRM 402. HRM 403:	of Training.
	•	HRM 403. HRM 404:	Performance Monitoring and Coaching
7	23/02/2021	MBA 401:	The Negotiable Instruments Act, 1881.
/	23/02/2021	MBA 401: MBA 402:	Developing Information Systems I:
		HRM 402:	System Analysis.
			The Factories Act. 1948.
		HRM 402:	Training for Organisational
		HRM 403:	Development.
		HRM 404:	Employee Development through
			Performance Management.
			Performance Counselling
8	28/02/2021	MBA 401:	Companies Act, 2013: Types of
	20,02,2021	MBA 402:	Companies and their Characteristics
		HRM 401:	Developing Information Systems III:
		HRM 402:	System Implementation, Evaluation and
		HRM 402. HRM 403:	Maintenance.
		TKW 403:	Industrial Disputes Act. 1947.
L			

		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.

School of Commerce And Management Jan 2020 - March 2020

Counselling	Counselling	Course Code	Theory (T) And Practical (P).
Session No.	Date	MBA 401: Business Law	Timings: (1 hour session each)
Session 110.	Date	MBA 402:Management	Morning Session 10:00 AM to 13:00 PM
		Information Systems	Break: 13:00 to 14:00 PM
		MMG 401:Total Quality	Evening Session 14:00 PM to 16:00 PM.
		Management And Six Sigma	Evening Session 1 1.00 11/1 to 10.00 11/1.
		MMG 402:Project Management	
		MMG403:Enterprise Resource	
		Planning	
		MMG 404:Services Operations	
		Management	
1	03/01/2021	MBA 401:	Introduction to Business Law.
1	03/01/2021	MBA 402:	Introduction to Business Law. Introduction to Information System
		MMG 401:	Quality
		MMG 401:	Projects and Importance of Project
		MMG 403:	Management.
		MMG 403. MMG 404:	Introduction of Enterprise Resource
		WING 404.	Planning Planning
			Introduction to Service Operations
		1 171719	Management Management
2	10/01/2021	MBA 401:	Indian Contract Act, 1872: Nature and
2	10/01/2021	MBA 402:	Kind of Contracts.
		MMG 401:	Information Systems and Organizations.
		MMG 402:	Total Quality Management.
		MMG 403:	Project Organization Structure
	\ \ \	MMG 404:	ERP Implementation
		WING 404.	Service Strategy Formulation
3	17/01/2021	MBA 401:	Indian Contract Act, 1872: Capacity of
	1770172021	MBA 402:	Parties and Consideration.
	`	MMG 401:	Information Systems and Decision
		MMG 402:	Making.
		MMG 403:	Process Improvement.
		MMG 404:	Market and Demand Analysis.
			ERP and MRP.
			New Service Development
4	24/01/2021	MBA 401:	Indian Contract Act, 1872: Performance
		MBA 402:	and Discharge of Contract.
	2	MMG 401:	IT for Information Systems I: Hardware
	7.	MMG 402:	and Software.
		MMG 403:	Involvement of Employees.
		MMG 404:	Projected Cash Flow & Balance Sheet.
			Risk in ERP Implementation
			Managing the Customer Relationship
5	07/02/2021	MBA 401:	Indian Contract Act, 1872: Indemnity and
		MBA 402:	Guarantee.
		MMG 401:	IT for Information Systems III: Computer
		MMG 402:	Networks.
		MMG 403:	Customer Service.
		MMG 404:	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:	Planning for Information Systems
		MMG 401:	Governance & Leadership.
		MMG 401:	Defining the Project.
		MMG 403:	ERP Solutions and Fundamental Modules
		MMG 404:	Service Process & People
7	23/02/2021	MBA 401:	The Negotiable Instruments Act, 1881.
,	23/02/2021	MBA 402:	Developing Information Systems I:
		MMG 401:	System Analysis.
		MMG 401:	Statistical Process Control.
		MMG 402:	Estimating Project Times and Costs.
		MMG 404:	ERP Implementation Life Cycle
		1411416 1011	Demand Forecasting
8	28/02/2021	MBA 401:	Companies Act, 2013: Types of
	20,02,2021	MBA 402:	Companies and their Characteristics
		MMG 401:	Developing Information Systems III:
		MMG 402:	System Implementation, Evaluation and
		MMG 403:	Maintenance.
		MMG 404:	Pattern Identification.
			Project Quality Management.
			Post Implementation
			Capacity Management
9	07/03/2021	MBA 401:	Companies Act, 2013: Memorandum,
		MBA 402:	Articles of Association.
		MMG 401:	Managing Failures in Information
		MMG 402:	Systems Implementation.
		MMG 403:	Philosophies in TQM.
		MMG 404:	Developing Project Plan.
			Emerging Trends on ERP
	\\\		Inventory Management
10	14/03/2021	MBA 401:	Share Capital And Transfer of Shares.
		MBA 402:	Information and System Security.
		MMG 402:	Scheduling Resources and Cost
		MMG 403:	ERP Market
		MMG 404:	Queuing Systems
11	21/03/2021	MBA 401:	Consumer Protection Act, 2015.
		MBA 402:	Managing and Identifying Information
		MMG 401:	Risks.
		MMG 402:	Elements of Six Sigma.
		MMG 403:	Reducing Project Duration.
		MMG 404:	ERP Software Selection
10	20/02/2021		Information Technology
12	28/03/2021	MBA 401:	Limited Liability Partnership Act, 2008.
		MMG 401:	Six Sigma Phases
		MMG 402:	Progress, Performance Management and
		MMG 404:	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	Counselling	Course Code	Theory (T) And Practical (P).
Session No.	Date	MBA 401: Business Law	Timings: (1 hour session each)
Session No.	Date		Morning Session 10:00 AM to 13:00 PM
		MBA 402:Management	Break: 13:00 to 14:00 PM
		Information Systems	
		MKG 401: Consumer	Evening Session 14:00 PM to 16:00 PM.
		Behavior	
		MKG 402:Sales and	
		Distribution Management	
		MKG 403:Retail Marketing	
		MKG404:Rural Marketing	
		MKG 405:International	
	02/01/2021	Marketing	
1	03/01/2021	MBA 401:	Introduction to Business Law.
		MBA 402:	Introduction to Information System.
		MKG 401:	Introduction to Consumer Behavior.
		MKG 402:	Sales and Distribution Management: Nature,
		MKG 403:	Concept and Scope.
		MKG 404:	Introduction to Retailing and Concept of Retail.
		MKG 405:	Introduction to Rural Marketing.
			The Concept of International Marketing
2	10/01/2021	MBA 401:	Indian Contract Act, 1872: Nature and Kind of
		MBA 402:	Contracts.
		MKG 401:	Information Systems and Organizations.
	\ \ \	MKG 402:	Segmentation, Targeting and Positioning
	\ \ \ \ \	MKG 403:	Controlling the Sales Effort.
		MKG 404:	Types of Retailer.
		MKG 405:	Rural Marketing Environment.
			Role of Economic Institutions & WTO in
			International Marketing
3	17/01/2021	MBA 401:	Indian Contract Act, 1872: Capacity of Parties
		MBA 402:	and Consideration.
		MKG 401:	Information Systems and Decision Making.
		MKG 402:	Consumer Motivations.
		MKG 403:	Transportation.
		MKG 404:	Strategic Planning in Retailing
		MKG 405:	Rural Marketing Model.
	~ (11,1,1,11	Scanning the International Marketing
	24/01/2021	3.50	Environment
4	24/01/2021	MBA 401:	Indian Contract Act, 1872: Performance and
		MBA 402:	Discharge of Contract.
		MKG 401:	IT for Information Systems I: Hardware and
		MKG 402:	Software.
		MKG 403:	Personality of Consumer.
		MKG 404:	Motivating and Compensating Sales Personal.
		MKG 405:	Decision on Retail Location.
			Rural Consumer Behaviour.
	05/02/2021		International Market Research
5	07/02/2021	MBA 401:	Indian Contract Act, 1872: Indemnity and
		MBA 402:	Guarantee.
		MKG 401:	IT for Information Systems III: Computer
		MKG 402:	Networks.
		MKG 403:	Perception and Consumer Behavior.

		MIZC 404:	T
		MKG 404:	Training and Development of Sales Force and
		MKG 405:	Sales Organization, Evaluation of Sales Personnel.
			Management of Retail Business.
			Rural Consumer.
			Decision Making Process for International
			Markets
6	14/02/2021	MBA 401:	Sales of Goods Act, 1930.
		MBA 402:	Planning for Information Systems.
		MKG 401:	Attitude Formation and Change.
		MKG 402:	Recruiting Selecting.
		MKG 403:	Retail Branding and Positioning.
		MKG 404:	Segmenting, Targeting and Positioning.
		MKG 405:	Entering International Markets
7	23/02/2021	MBA 401:	The Negotiable Instruments Act, 1881.
		MBA 402:	Developing Information Systems I: System
		MKG 401:	Analysis.
		MKG 402:	Advertising and Social Media.
		MKG 403:	Selection and Placement of Sales Personnel.
		MKG 404:	Customer Relationship Management.
		MKG 405:	Rural Product Strategy.
		WIKG 403.	Product Strategy for International Markets
8	28/02/2021	MBA 401:	Companies Act, 2013: Types of Companies
0	20/02/2021	MBA 402:	and their Characteristics
		MKG 401:	Developing Information Systems III:System
		MKG 402:	Implementation, Evaluation and Maintenance.
		MKG 403:	Reference Group and Word of Mouth.
		MKG 404:	Performance Evaluation of Sales Personnel.
		MKG 405:	Management of Services.
	\ \ \ \		Rural and Urban Markets.
			Building Brands in International Markets
9	07/03/2021	MBA 401:	Companies Act, 2013: Memorandum, Articles
		MBA 402:	of Association.
		MKG 401:	Managing Failures in Information Systems
		MKG 402:	Implementation.
		MKG 403:	Family and Social Standing.
		MKG 404:	Sales Budgeting - Approaches and Techniques.
		MKG 405:	Retail Information System - Incorporating
			Information Technology in Retailing.
			Pricing Strategies.
			Pricing for International Markets
10	14/03/2021	MBA 401:	Share Capital And Transfer of Shares.
	~ 1	MBA 402:	Information and System Security.
		MKG 401:	Culture and Consumer Behavior.
		MKG 402:	Distribution.
		MKG 403:	Retailing in India - Opportunity and
		MKG 404:	Challenges.
		MKG 405:	Role of Microfinance in Rural India.
1		· ·	International Logistics and Distribution
11	21/03/2021	MBA 401:	Consumer Protection Act, 2015.
	21,03,2021	MBA 402:	Managing and Identifying Information Risks.
1		MKG 401:	Consumer Decision Making and Diffusion of
		MKG 401:	Innovation.
		MKG 402. MKG 405:	Warehousing and Inventory Management.
		WING 403.	
			Export and Import Procedure and
			Documentation

12	28/03/2021	MBA 401:	Limited Liability Partnership Act, 2008.
		MKG 401:	Marketing Ethics and Social Responsibilities.
		MKG 405:	Foreign Trade Policies of India

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

