

1.3.2 Number of value-added courses for imparting transferable and life skills offered during last five years (10)

1.3.3 Average Percentage of students enrolled in the courses under 1.3.2 above (10)

Year-1 (2015)							Year-2 (2016)		Year-3 (2017)				
Name of the value added courses (with 30 or more contact hours) offered	Course Code (if any)	Year of offering	No. of times offered during the same year	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year	Name of the value added courses (with 30 or more contact hours) offered	Course Code (if any)	Year of offering	No. of times offered during the same year	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year
Communication and Negotiation Skills	FBM 515	2015	1	3 Credits	18	CoE	Communication and Negotiation Skills	FBM 515	2015	1	3 Credits	16	
Business Communication and Personality Development	MBA 105	2016	1	4 Credits	15		Business Communication and Personality Development	MBA 105	2016	1	4 Credits	15	
Organisational behaviour	MBA 107	2016	1	3 Credits	15		Organisational behaviour	MBA 107	2016	1	3 Credits	15	
Communication and Negotiation Skills	FBM 515	2015	1	3 Credits	16		Communication and Negotiation Skills	FBM 515	2015	1	3 Credits	16	
Communication and Negotiation Skills	FBM 222	2015	1	3 Credits	158 (2015 Batch)		Communication and Negotiation Skills	FBM 222	2015	1	3 Credits	158 (2015 Batch)	
Business Communication and Personality Development	MBA 105	2016	1	4 Credits	29		Business Communication and Personality Development	MBA 105	2016	1	4 Credits	29	
Organisational behaviour	MBA 107	2016	1	3 Credits	29		Organisational behaviour	MBA 107	2016	1	3 Credits	29	
Business Ethics and Human Values	MBA 303	2016	1	3 Credits	15		Business Ethics and Human Values	MBA 303	2016	1	3 Credits	15	

Year 4 (2018)							Year 5 (2019)	
Name of the value added courses (with 30 or more contact hours) offered	Course Code (if any)	Year of offer	No. of times offered during the same year	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year		
Communication and Negotiation Skills	FBM 222	2015	1	3 Credits	140 (2016 Batch)			
Management Process and Organisational Behaviour	FBM 512	2018	1	3 Credits		18		
Business Communication and Negotiation Skills	MBA 105	2018	1	4 Credits		21		
Organisational behaviour	MBA 107	2018	1	3 Credits		21		
Business Ethics and Human Values	MBA 303	2018	1	3 Credits		29		
Year 4 (2018)							Year 5 (2019)	
Name of the value added courses (with 30 or more contact hours) offered	Course Code (if any)	Year of offer	No. of times offered during the same year	Duration of course	Number of students enrolled in the year	Number of Students completing the course in the year		
Human Values, Professional Ethics and Personality Development	FBM 421	2015	1	3 Credits	158 (2015 Batch)			
Management Process and Organisational Behaviour	FBM 512	2018	1	3 Credits		14		
Communication and Negotiation Skills	FBM 525	2018	1	2 Credits		18		
Communication Skills	FBM 121	2018	1	3 Credits	150 B.Tech. (2018 Batch)			
Business Communication and Negotiation Skills	MBA 105	2018	1	4 Credits		28		
Organisational behaviour	MBA 107	2018	1	3 Credits		28		
Business Ethics and Human Values	MBA 303	2018	1	3 Credits		21		

Year - 2015
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FBM 515 Communication and Negotiation Skills

3+0+0 = 3 Credits

Syllabus

Unit-I

Introduction: Definition and classification of communication, purpose of communication, process of communication, importance of communication in management, communication structure in organization, barriers & gateway in communication, 7 C's of communication, Impact of cross cultural communication.

Unit-II

Employment communication: Writing CVs & Application Letter, Group discussions, interview, types of interview, candidates preparation, Interviewers preparation; Impact of Technological Advancement on Business Communication; Communication networks, Intranet, Internet, teleconferencing, videoconferencing
ORAL COMMUNICATION: What is oral Communication, principles of successful oral communication, two sides of effective oral communication, effective listening, non-verbal communication, Body language, Paralanguage.

Unit-III

Written communication: Purpose of writing, pros & cons of written communication, clarity in writing, principles of effective writing, writing technique.
BUSINESS LETTERS AND REPORTS: Introduction to business letters, Types of business letter, Layout of business letter, Reports: definition & purpose, types of business reports, reports writing.

Unit-IV

Group communication- Meetings: need, importance & planning of Meetings, drafting of notice, agenda, minutes & resolutions of Meeting, writing memorandum, press release, press conference, Business etiquettes – netiquettes, telephonic & table etiquettes.
PRESENTATION SKILLS :What is a presentation: elements of presentation, designing a presentation, advanced visual support for business presentation, types of visual aid, appearance & posture, practicing delivery of presentation.

Unit-V

Negotiation: Nature, Characteristics, Strategy and Tactics of Distributive Bargaining, Strategy and Tactics of Integrative Negotiation; Strategy and Planning for Negotiation. Best Practices in Negotiation – Fundamental Structure of negotiation and BATNA
International and Cross Cultural Negotiation: Context and Concept, Influence of Culture on Negotiation

Suggested Readings:

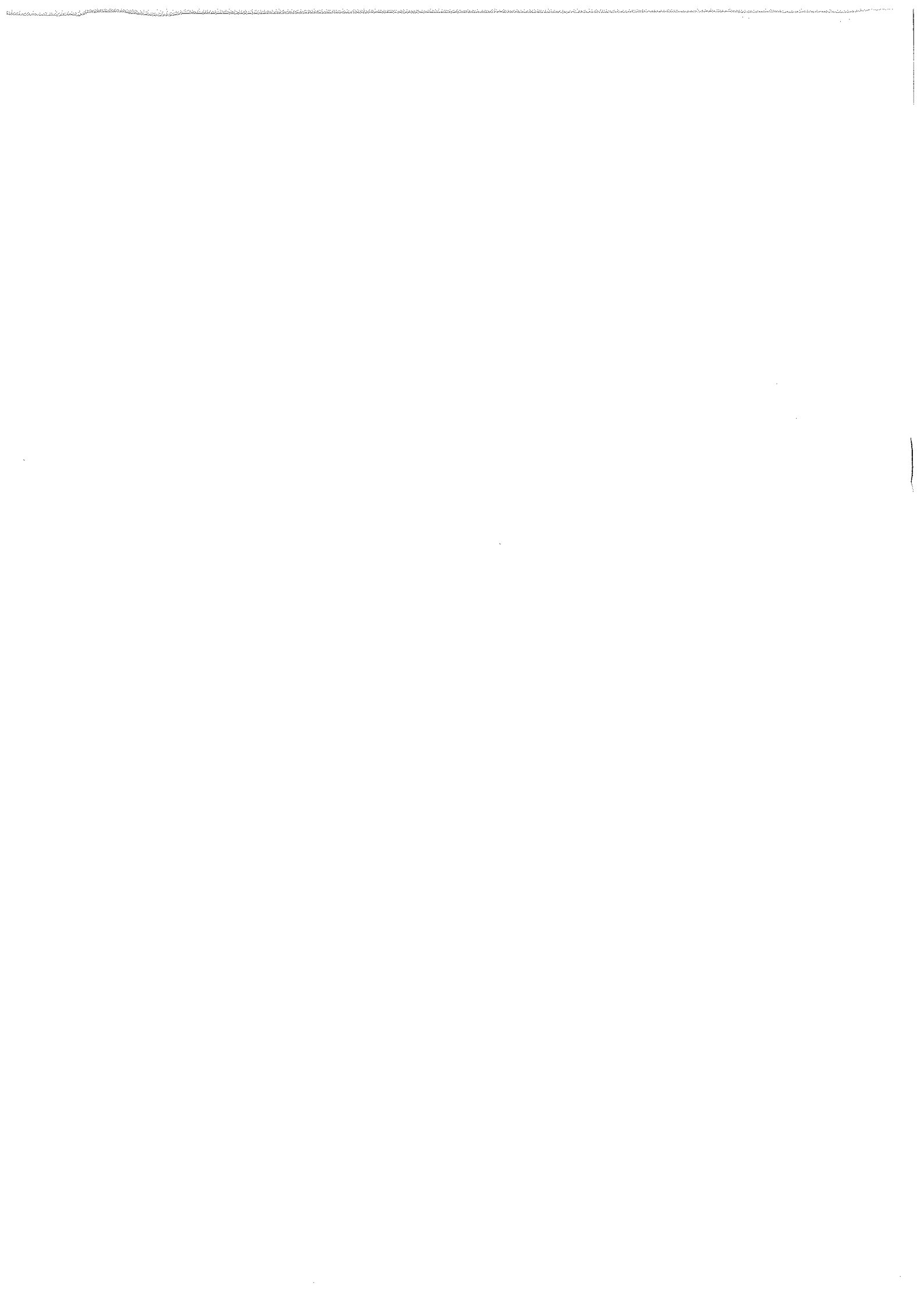
1. Lesikar RV & Pettit Jr. JD – Basic Business Communication : Theory & Application (Tata Mc Grow Hill, 10th Edition).
2. Bisen & Priya – Business Communication (New Age International Publication)
3. Kalkar.Suryavanshi,Sengupta-Business Communication(Orient Blackswan)
4. P.D. Chaturvedi – Busines Communication (Pearson Education, 3st Edition 2006).
5. Sharma R.C., Mohan Krishna – Business : Correspondence and Report Writing (Tata McGraw Hill, 3rd Edition).

Outcome

1. Learn to apply proven principles of communication, persuasion and influence to ensure win-win outcomes with a more positive and confident approach.
2. It enables students to understand and draft business communication formats like writing of report, project, letter's and email in more effective way
3. It can improve the results of negotiations by following key principles and procedures.
4. Optimization of pre-negotiation preparation to ensure improved outcomes
Understand, recognise and manage negotiation tactics and negative behaviours.
5. Students can learn to recognise different behavioural types and learn ways to relate better to others.
6. Students can understand and utilise key communication tools to improve influence on others by integrating combining and applying a range of value adding communication, persuasion and negotiation skills.

Department : Food Business Management
M.Tech. Food Plant Operations Management (2015-17 Batch)

S.No.	Roll No	Student Name	Gender
1	615001	Akshay Chandrakant Kothawade	Male
2	615002	Ashutosh Sinha	Male
3	615003	Deepak Kumar	Male
4	615004	DINESH DADARAO SAWARKAR	Male
5	615005	Gautam Saurav	Male
6	615006	Gurpreet Singh	Male
7	615007	ISHAN AGARWAL	Male
8	615008	JAGDISH SINGH	Male
9	615009	JAIKISHAN DANDOTIYA	Male
10	615010	KULDEEP PANDITRAO PATIL	Male
11	615011	KUMARI SUDHIR	Female
12	615012	manish pandey	Male
13	615013	NEHA SUNIL PUNTAMBEKAR	Female
14	615014	NIZAM SINGH VERMA	Male
15	615015	Oshin Gulsia	Female
16	615016	RISHABH SHUKLA	Male
17	615017	SAUMYA SRIVASTAVA	Female
18	615018	Vishal Dhaka	Male



2016
2 year

17th Aug

294

FBM 515 Communication and Negotiation Skills

3+0+0 = 3 Credits

Syllabus

Unit-I

Introduction: Definition and classification of communication, purpose of communication, process of communication, importance of communication in management, communication structure in organization, barriers & gateway in communication, 7 C's of communication. Impact of cross cultural communication.

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Best Practices in Negotiation – Fundamental Structure of negotiation and BATNA

International and Cross Cultural Negotiation: Context and Concept, Influence of Culture on Negotiation

Suggested Readings:

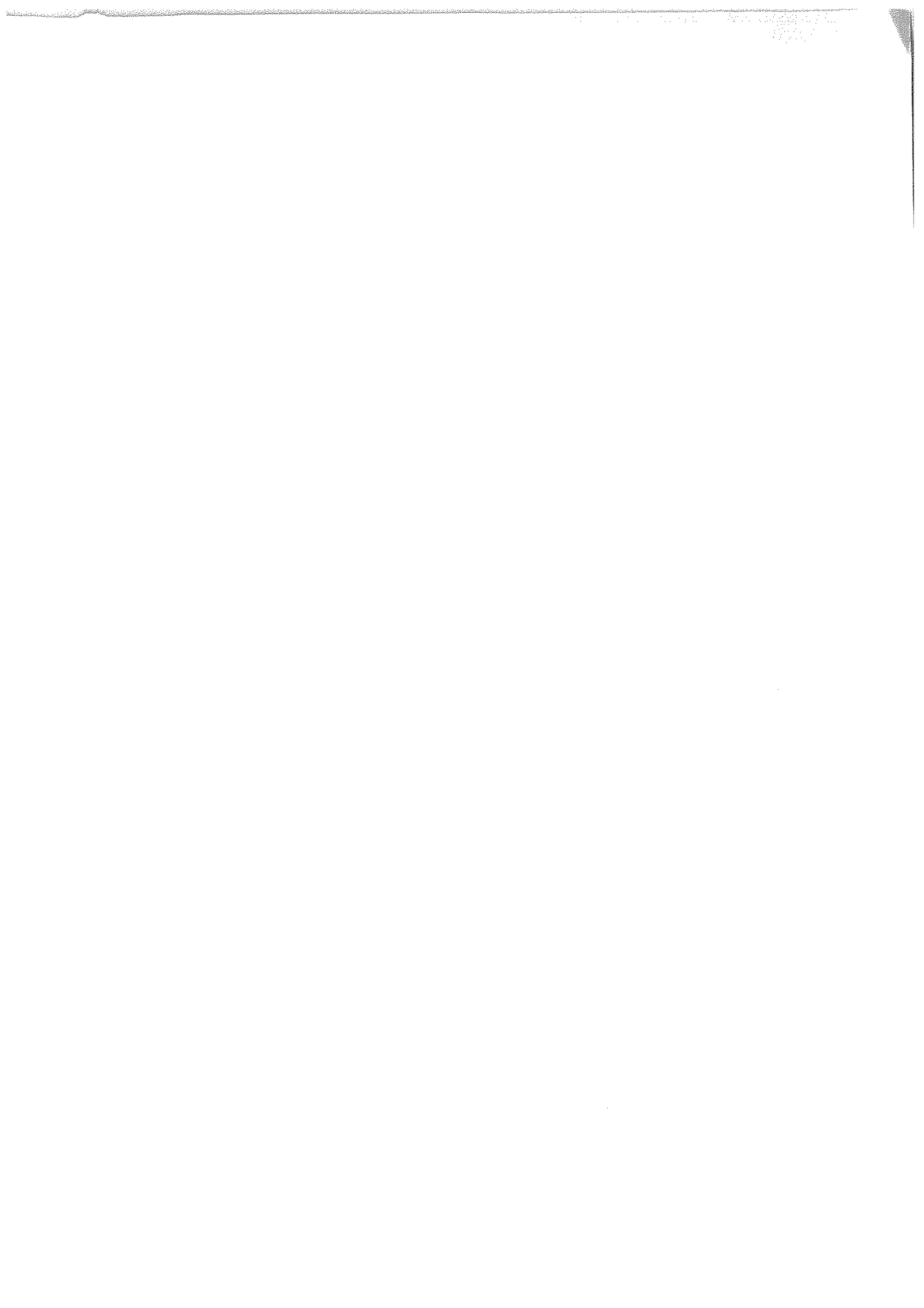
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6. Students can understand and utilise key communication tools to improve influence on others by integrating combining and applying a range of value adding communication, persuasion and negotiation skills.

M.Tech. FPOM (2016-18 Batch)

S. No.	Roll No	Name	Gender
1	616001	SURYAVISHNU D S	m
2	616002	Ankit Gupta	m
3	616003	RAHUL WALIA	m
4	616004	SOMNATH MEGH	m
5	616005	DINKAR BAJPAI	m
6	616006	PRAKHAR KUMAR SINGH	m
7	616007	ASEEM KUMAR	m
8	616008	ANKITA ANIL PATIL	F
9	616009	SURAJ SUNIL FULMALI	m
10	616010	ELA ARIVARVALAN	m
11	616011	Teja Addagatta	m
12	616012	TUSHAR SUNIL PARE	m
13	616013	AVANISH SHANDILYA	m
14	616014	KOMAL BHALCHANDRA NALWAD	f
15	616015	ROHIT RAJENDRA SURYAVANSHI	m
16	616016	NITHA N	f



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MBA-107: ORGANIZATIONAL BEHAVIOUR

Course Objective

The purpose of the course is to help students develop an understanding of the behavioural processes in organizations.

Course Contents

Unit-I

Behaviour: Concept, Nature, Characteristics, Relationship of OB with Other Fields.

Unit-II

Foundations of Individual Behaviour; Personality and Values; Learning, Attitudes and Job satisfaction.

Unit-III

Perception and Attribution: Concept, Nature, Process and Importance and applications; Emotions and Moods.

Unit-IV

Work Motivation; Group Dynamics & Team building: Stages of Group Development, Formal and Informal Groups, Group Processes and Decision Making, Dysfunctional Groups.

Leadership and Influence Process: Leadership: Concept, Function, Styles, Theories of Leadership-Trait, Behavioural and Situational Theories.

Unit-V

Organisational Change : Concept, Nature, Resistance to change, Managing resistance to change, Implementing Change, Kurt Lewin Theory of Change; Stress: Understanding Stress and Its Consequences, Causes of Stress, Managing Stress; Organisational Culture : Concept, Characteristics, Implications of Organisation culture.

Suggested Readings

1. McShane, L., & Gilnow, M. V. (2003). Organizational behaviour (2nd ed.). New Delhi: Tata McGraw-Hill.
2. Luthans, F. (2002). Organizational behaviour (9th ed.). New Delhi: Tata McGraw-Hill.
3. Pareek, U. (2007). Understanding organizational behaviour. New Delhi: Oxford University Press.
4. Robbins, S. P., & Judge, T.A. (2009). Organizational behaviour (13th ed.). New Delhi: Prentice-Hall of India.
5. Daft, R., I. (2004). Organization theory and design (8th ed.). USA: Thomson South-Western.
6. Singh, K. (2009). Organizational behaviour: Text and cases. New Delhi: Pearson Education.



MBA 2016-18

S.No	Name	Sex	Roll No.
1	ANSHUL CHAMOTRA	MALE	816001
2	ANUSHKA WILSON	FEMALE	816002
3	BHASKAR MISHRA	MALE	816003
4	GARIMA SAINI	FEMALE	816004
5	HAVI	FEMALE	816005
6	KOLLI JAYA CHANDRA REDDY	MALE	816007
7	PRASHANT KUMAR SONI	MALE	816008
8	PRIYA SHARMA	FEMALE	816009
9	ROHITA SAI PRAKASH GANTI	FEMALE	816010
10	SHIVAM GULATI	MALE	816011
11	VENKATA REDDY RN	MALE	816012
12	NEIL BRITTO	MALE	816013
13	NAVEEN	MALE	816014
14	ANKIT KUMAR	MALE	816015
15	RHYS NICHOLAS REBELLO	MALE	816016



MBA-105: BUSINESS COMMUNICATION & BUSINESS COMMUNICATION & PERSONALITY DEVELOPMENT

Course Objective

The aim of the course is to develop skills and competencies in participants to be able to communicate effectively through the written and oral medium. Sensitivity towards cross cultural communication will be developed with familiarity with global business etiquette and protocols. The pedagogical focus of the course will be workshop based with emphasis on practice and skills development.

Course Contents

Unit-I

Conceptual Issues in communication: S-R model of Communication; Barriers and Facilitators in Communication. Aspects of Verbal and non verbal Communication.

Unit-II

Principles of Written Communication: 7 C.s of written communication. Deductive, Inductive & AIDA approach to writing business letters .Writing for: Inquiries, Claims, Invitations, Reservations and Orders .Refusal & Collection Letters. Sales Letters; Inter-office Memos; Resume Writing & Recommendation Letters.

Unit-III

Report Writing: Long & Short Business Reports and Business Proposal.
Making Effective Oral Presentations; Conducting Business Meetings& Effective Interviews; Soft skills.

Unit-IV

Personality : Meaning & Concept, Personality Patterns, Symbols of Self, Moulding the Personality Pattern, Persistence & Change; Personality Determinants : An overview of Personality determinants. Evaluation of Personality: Sick Personalities and Healthy Personalities.

Unit-V

Business Communication Lab: Negotiation Skills Practice through Role Plays in different Situations, Extempore, Mock interviews, Telephone Etiquettes Practice, Group Discussions, Group Presentations, Activities designed to highlight Leadership and Team Skills.

Suggested Readings

1. Dent, F. O., & Brent, M. (2006). *Influencing*. India: Palgrave Macmillan.
2. Kennedy, G. (2007). *Every thing is negotiable*. Michigan: Prentice Hall.
3. Hogan, K. (2008). *The secret language of business: how to read anyone in 3 seconds or less*. New Jersey: John Wiley & Sons.
4. Lesikar, R. V., & Petit, J. D. (2007). *Business communication*. London (7th ed.). Homewood: Richard D. Irwin

- 5 . Murphy, H. A., & Hildebrandt, W. (2007). Effective business communications. New Delhi: McGraw Hill.
- 6 . Post, P., & Collins, P. P. (2005). The etiquette advantage in business (2nd ed.). New York: Harper Resource.
-

MBA-106: MANAGEMENT OF INFORMATION SYSTEM & APPLICATION OF SOFTWARE

Course Objective

This course will equip students with skills to analysis information requirements for managerial decision making.

Course Contents

Unit-I

Management Information System. The System Approach and System View of Business, Introduction to the Process of M.I.S. Development.

Unit-II

Management Information System Design - Defining the Problem, Set System Objectives, Determining information needs, sources, Development and selection of alternative design, Gross Design, Report.

Unit-III

Implementation of MIS : Stages of Implementation ; Evaluating the system , maintenance of the system, Technology monitoring, Emerging opportunity for global business.

Unit-IV

Information system for Decision Making, Basic Information System Related to Finance, Production, Marketing and Human Resources. MIS and Decision Making - Phases of Decision making process- Intelligence, Design & choice. Programmed V/s Non-Programmed Decisions. Expert System and Decision Support System.

Unit-V

Data Analysis Using Software: SPSS, SAS, E-Views etc.

Suggested Readings

1. Management Information System, Launden & Launden, Pearson
2. Brien, James, Management Information System, Tata McGraw Hill, Delhi.
3. Jawadekar, Management Information Systems , TMH, N Delhi.
4. Stair, Principles of Management System, Thomson Learning, Bombay
5. Mckeown, Information Technology and the Networked Economy, Thomson Learning, Bombay
6. Brady, Cases in MIS , Thomson Learning, Bombay
7. Murdick & Ross, Management Information System, PHI, Delhi
8. Kanter, J., Management Information System, PHI, Delh

Ab

MBA 2016-18

S.No	Name	Sex	Roll No.
1	ANSHUL CHAMOTRA	MALE	816001
2	ANUSHKA WILSON	FEMALE	816002
3	BHASKAR MISHRA	MALE	816003
4	GARIMA SAINI	FEMALE	816004
5	HAVI	FEMALE	816005
6	KOLLI JAYA CHANDRA REDDY	MALE	816007
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8	PRIYA SHARMA	FEMALE	816009
9	ROHITA SAI PRAKASH GANTI	FEMALE	816010
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11	VENKATA REDDY RN	MALE	816012
12	NEIL BRITTO	MALE	816013
13	NAVEEN	MALE	816014
14	ANKIT KUMAR	MALE	816015
15	RHYS NICHOLAS REBELLO	MALE	816016



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FBM 515 Communication and Negotiation Skills

3+0+0 = 3 Credits

Syllabus

Unit-I

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M.Tech FPOM 2017-19

S.No.	Roll No	Name	Gender
1	617001	Apeksha Milind Gondane	Female
2	617002	Chinmoya Padhi	Male
3	617003	Himani Mainali	Female
4	617004	Kapil Sejwal	Male
5	617005	Krishnaprabha	Female
6	617006	Mansi Sharma	Female
7	617007	Navdeep Singh Chahal	Male
8	617008	Prashant Gajanan Dongre	Male
9	617009	Priyanka Vern	Female
10	617010	Rashmi Gurjar	Female
11	617011	Rijul Chaturvedi	Male
12	617012	Saddi Vinyas Reddy	Male
13	617013	Shabari Sreenivas	Male
14	617014	SHIRISH DUBEY	Male
15	617015	Suryan M	Male
16	617016	Tushar Kumar	Male



2017
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8th AL

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Annexure 8

Communication & Negotiation Skills -FBM 222

(2+1+0=3 Credits)

UNIT I

DEFINITION: Definition and classification of communication, purpose of communication, process of communication, importance of communication in management, communication structure in organization, barriers, gateway in communication, 7 C's of communication

UNIT II

EMPLOYMENT COMMUNICATION: Writing CVs & Application Letter, Group discussions, interview, types of interview, candidates preparation, Interviewers preparation; Impact of Technological Advancement on Business Communication, Communication networks, Intranet, Internet, teleconferencing, videoconferencing
ORAL COMMUNICATION: What is oral Communication, principles of successful oral communication, two sides of effective oral communication, effective listening, non-verbal communication, Body language

UNIT III

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BUSINESS LETTERS AND REPORTS Introduction to business letters, Types of business letter, Layout of business letter, Reports definition & purpose, types of business reports, reports writing

UNIT IV

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4. P.D. Chaturvedi - Business Communication (Pearson Education, 3rd Edition 2006).
5. Sharma R.C., Mohan Krishna - Business - Correspondence and Report Writing (Tata McGraw Hill, 3rd Edition).

Management Principles-FBM 112

2+1+0 = 3 Credits

Unit-I

Characteristics and objectives of Business Organisation, forms of Business organizations - Sole Proprietorship, Partnership firms, Joint stock companies -their features, relative merits, demerits & suitability, Business combinations

Unit-II

Introduction, Concept, nature, importance, Functions of management, Levels of management, Skills and roles of Managers, Evolution of management thought, Social responsibility of Business

Unit-III

Planning: concept, nature, importance and Process, Types of plans.
Decision Making: Process, Types of Decisions and Decision making Conditions, management by Objectives, Hierarchy of objectives, rational Decision making, Bounded rationality

11/12/2017



B.Tech 2015-19**Food Technology and Management**

S.No.	Roll No	Student Name	Gender
1	115001	abdullah anwar	Male
2	115002	ABHIJEET RAI	Male
3	115005	Abhishek bhardwaj	Male
4	115006	ABHISHEK KAUSHIK	Male
5	115007	ABHISHEK MALHOTRA	Male
6	115008	ABHISHEK MONGA	Male
7	115009	ABHISHEK RAWET	Male
8	115010	abhishek singh nimbaria	Male
9	115011	ABISHEK ROSHEN V S	Male
10	115012	ADARSH KUMAR	Male
11	115013	ADITI ARORA	Female
12	115014	Aditi Arora	Female
13	115015	ADITYA SINGH	Male
14	115016	ADITYA RAMBHAU GHATBANDHE	Male
15	115017	AISHWARYA MISHRA	Female
16	115018	AJAY KUMAR NEEL	Male
17	115019	akanksha akanksha	Female
18	115020	Akash Brahma	Male
19	115021	Akashdeep singh	Male
20	115022	Akriti jain	Female
21	115023	akshat tomar	Male
22	115024	Akshaya Arumugam	Female
23	115025	ALKA KUMARI	Female
24	115026	AMAN POONIA	Male
25	115027	AMIT YADAV	Male
26	115028	AMIT KUMAR SAINI	Male
27	115029	ANANYA JINDAL	Female
28	115030	ANIKET RAJ	Male
29	115031	ANIT KUMAR	Male
30	115032	Ankit Kumar	Male
31	115033	ANKIT MOUDGIL	Male
32	115034	ANURAG KUMAR	Male
33	115035	ANUSHA MANCHANDA	Female
34	115036	Aritra Debnath	Female
35	115037	Arnav Dhiman	Male
36	115038	ARPITA VERMA	Female
37	115039	ARSHAD RAZA	Male
38	115040	ARUSHI ARORA	Female
39	115041	ASHISH KUMAR	Male
40	115042	ASHU KUMAR	Male
41	115043	ATHIYA SALAGRAM	Female
42	115044	AVINASH KUMAR	Male
43	115045	AVIRAL YADAV	Male
44	115046	AYUSH VERMA	Male
45	115047	ayush a	Male
46	115048	Bhavesh Mittal	Male
47	115049	Bhavesh Singh	Male
48	115050	BHOOMIKA SAHU	Female

S.No.	Roll No	Student Name	Gender
49	115051	BIVAN PAUL	Male
50	115052	CHETAN PAL	Male
51	115054	Deepak Bhushan	Male
52	115056	DEEPANSHU DHANKHAR	Male
53	115058	DIKSHITA JAIN	Female
54	115059	dinesh jiterwal	Male
55	115060	DIPANSHU GUPTA	Male
56	115061	Disha Sanjay Zanwar	Female
57	115062	DIVYANSH A	Male
58	115064	Gaurav Mittal	Male
59	115065	Gourav kohli	Male
60	115066	gulshan kumar swaika	Male
61	115067	HARIOM SHARMA	Male
62	115068	Harshit Saxena	Male
63	115069	HARSHITA GUPTA	Female
64	115070	Harvinder Singh	Male
65	115071	Himanshu Goel	Male
66	115072	Himanshu Kumar	Male
67	115073	Joy Sareen	Male
68	115075	Kakumoni Bhuyan	Female
69	115076	kamal kumar	Male
70	115077	KANCHAN MALAKAR	Male
71	115078	KARNIKA DUBEY	Female
72	115079	KARTIK SAHU	Male
73	115080	KAUSHAL	Male
74	115081	KAVITHA L	Female
75	115082	Kavya Dileep	Female
76	115083	KESHRAM DULAIT	Male
77	115084	KOTA KUMAR VARDHAN	Male
78	115085	krishna das	Male
79	115087	LAXMAN SINGH RAJPUT	Male
80	115088	MADAN S V	Male
81	115089	Madhu Sharma	Female
82	115090	Madhuresh Kapoor	Male
83	115092	Manu Adarsh	Male
84	115095	MEGHNA JOSHI	Female
85	115097	Mukilan M T	Male
86	115098	NAVRATAN SHARMA	Male
87	115099	NEERAJ GHANGHAS	Male
88	115100	NIKITA MALIK	Female
89	115101	nisha kumari	Female
90	115102	NISHANT GUPTA	Male
91	115103	Nitesh Kumar	Male
92	115105	Nitin Gulati	Male
93	115106	OWAIS FAROOQ	Male
94	115107	Parul Shukla	Female
95	115109	PRANAV SHUKLA	Male
96	115110	Prathamjit Singh Sandhu	Male
97	115112	PRIYA VARSHNEY	Female
98	115113	PULKIT GARG	Male

S.No.	Roll No	Student Name	Gender
99	115114	Rahul Rahul	Male
100	115115	RAHUL VERMA	Male
101	115116	RAHUL KUMAR YADAV	Male
102	115117	RAJAN KUMAR	Male
103	115118	rajesh chauhan	Male
104	115119	RAJNISH	Male
105	115120	Rakshanda Rakshanda	Female
106	115122	Reeya Thakur	Female
107	115123	Rishabh Garg	Male
108	115124	Ritesh Sharma	Male
109	115125	RITU AGGARWAL	Female
110	115126	RUPESH KUMAR	Male
111	115127	S KIRITI AARADHANA	Male
112	115128	sachin saini	Male
113	115129	Sahid Ur Rehman	Male
114	115130	SAHIL NAIN	Male
115	115131	SAKSHI SINGH	Female
116	115132	SANCHITA KUMAR	Female
117	115133	Sandhya Kumari	Female
118	115134	SARLA YADAV	Female
119	115135	SHAHABUDEEN	Male
120	115136	Shana Parveen	Female
121	115137	SHASHANK JAYASWAL	Male
122	115138	Shashank Singh	Male
123	115139	shikha priyadarshni	Female
124	115140	SHIKHA SHARMA	Female
125	115141	shivam gupta	Male
126	115142	SHIVI GOYAL	Female
127	115143	SHRUTI NAIK	Female
128	115144	shubham choudhary	Male
129	115148	SIBI SHELTON M	Male
130	115149	SIDDHARTHA VATSA	Male
131	115150	SIRAZ ALAM	Male
132	115151	sneha govindarajan	Female
133	115152	sneha suhasinee	Female
134	115153	Sourabh K Gharde	Male
135	115154	SOUTRICK PAICK	Male
136	115156	Suchitra Sinha	Female
137	115158	Sulthana Humayoon Muttathukonam	Female
138	115159	sumit kadyan	Male
139	115160	Sunandita Pandit	Female
140	115161	SURBHI	Female
141	115162	Swapnika Medikonda	Female
142	115163	SWETA SAINI	Female
143	115164	SWETHA M	Female
144	115165	tharani tharan	Male
145	115166	UDAYVIR SINGH	Male
146	115167	VAIBHAV SHARMA	Male
147	115168	VAISHNAVI SHARMA	Female
148	115169	vandan gupta	Male

S.No.	Roll No	Student Name	Gender
149	115170	VANI AHUJA	Female
150	115171	VASUNDHRA JAIN	Female
151	115172	VIJAY SEHRAWAT	Male
152	115173	VINAY KUMAR KASWAN	Male
153	115174	Vineet kumar (Left)	Male
154	115175	VIRESH GUPTA	Male
155	115176	VISHAL R	Male
156	115177	Vishrut Sharma	Male
157	115178	Anoop Jain	Male
158	115179	Avanish Parganiha	Male

MBA-105: BUSINESS COMMUNICATION & BUSINESS COMMUNICATION & PERSONALITY DEVELOPMENT

Course Objective

The aim of the course is to develop skills and competencies in participants to be able to communicate effectively through the written and oral medium. Sensitivity towards cross cultural communication will be developed with familiarity with global business etiquette and protocols. The pedagogical focus of the course will be workshop based with emphasis on practice and skills development.

Course Contents

Unit-I

Conceptual Issues in communication: S-R model of Communication; Barriers and Facilitators in Communication. Aspects of Verbal and non verbal Communication.

Unit-II

Principles of Written Communication: 7 C.s of written communication. Deductive, Inductive & AIDA approach to writing business letters .Writing for: Inquiries, Claims, Invitations, Reservations and Orders .Refusal & Collection Letters. Sales Letters; Inter-office Memos; Resume Writing & Recommendation Letters.

Unit-III

Report Writing: Long & Short Business Reports and Business Proposal.
Making Effective Oral Presentations; Conducting Business Meetings& Effective Interviews; Soft skills.

Unit-IV

Personality : Meaning & Concept, Personality Patterns, Symbols of Self, Moulding the Personality Pattern, Persistence & Change; Personality Determinants : An overview of Personality determinants. Evaluation of Personality: Sick Personalities and Healthy Personalities.

Unit-V

Business Communication Lab: Negotiation Skills Practice through Role Plays in different Situations, Extempore, Mock interviews, Telephone Etiquettes Practice, Group Discussions, Group Presentations, Activities designed to highlight Leadership and Team Skills.

Suggested Readings

1. Dent, F. O., & Brent, M. (2006). *Influencing. India: Palgrave Macmillan.*
2. Kennedy, G. (2007). *Every thing is negotiable. Michigan: Prentice Hall.*
3. Hogan, K. (2008). *The secret language of business: how to read anyone in 3 seconds or less. New Jersey: John Wiley & Sons.*
4. Lesikar, R. V., & Petit, J. D. (2007). *Business communication. London (7th ed.). Homewood: Richard D. Irwin*

- S. Murphy, H. A., & Hildebrandt, W. (2007). Effective business communications. New Delhi: McGraw Hill.
- S. Post, P., & Collins, P. P. (2005). The etiquette advantage in business (2nd ed.). New York: Harper Resource.
-

MBA-106: MANAGEMENT OF INFORMATION SYSTEM & APPLICATION OF SOFTWARE

Course Objective

This course will equip students with skills to analysis information requirements for managerial decision making.

Course Contents

Unit-I

Management Information System. The System Approach and System View of Business, Introduction to the Process of M.I.S. Development.

Unit-II

Management Information System Design - Defining the Problem, Set System Objectives, Determining information needs, sources, Development and selection of alternative design, Gross Design, Report.

Unit-III

Implementation of MIS : Stages of Implementation ; Evaluating the system , maintenance of the system, Technology monitoring, Emerging opportunity for global business.

Unit-IV

Information system for Decision Making, Basic Information System Related to Finance, Production, Marketing and Human Resources. MIS and Decision Making - Phases of Decision making process- Intelligence, Design & choice. Programmed V/s Non-Programmed Decisions. Expert System and Decision Support System.

Unit-V

Data Analysis Using Software: SPSS, SAS, E-Views etc.

Suggested Readings

1. Management Information System, Launden & Launden, Pearson
2. Brien, James, Management Information System, Tata McGraw Hill, Delhi.
3. Jawadekar, Management Information Systems , TMH, N Delhi.
4. Stair, Principles of Management System, Thomson Learning, Bombay
5. Mckeown, Information Technology and the Networked Economy, Thomson Learning, Bombay
6. Brady, Cases in MIS , Thomson Learning, Bombay
7. Murdick & Ross, Management Information System, PHI, Delhi
8. Kanter, J., Management Information System, PHI, Delh

Ab

MBA 2017-19

S. No.	Name of the Student	Gender	Roll No.
1	AHNA MALIK	Female	817002
2	Akshita Premji Patel	Female	817003
3	Ankita Kamboj	Female	817004
4	ARINDAM GUPTA	Male	817005
5	Avinash Kumar Vipul	Male	817006
6	AWEE PONIA	Male	817007
7	BHAWNA ARYA	Female	817008
8	DEEPAK KUMAR SINGH	Male	817009
9	DEVIKA SHARMA	Female	817010
10	NEETI JAIN	Female	817013
11	NEHA ATTRI	Female	817014
12	NITIN KUMAR	Male	817015
13	NIVEDITA MEHTA	Female	817016
14	Desai Palak Janakbhai	Female	817017
15	PARTHA PRATIM BAUL	Male	817018
16	POORVA KAPOOR	Female	817019
17	PRAFUL UPADHYAY	MALE	817020
18	Pranjal Rawat	Male	817021
19	RAMESHWAR LOKHANDE	Male	817022
20	SANYA SINGH	Female	817023
21	SHRADHA MOHAPATRA	Female	817026
22	SHRESTHA	Female	817027
23	SHRUTI GUPTA	Female	817028
24	SIDDARTHA B	Male	817029
25	SRISHTI VERMA	Female	817033
26	SUNDAR SRAVAN AYYAGARI	Male	817034
27	TANMOY BAG	Male	817035
28	VIKYATH A S	Male	817036
29	ZOYA DAYAL	Female	817037



MBA-107: ORGANIZATIONAL BEHAVIOUR

Course Objective

The purpose of the course is to help students develop an understanding of the behavioural processes in organizations.

Course Contents

Unit-I

Behaviour: Concept, Nature, Characteristics, Relationship of OB with Other Fields.

Unit-II

Foundations of Individual Behaviour; Personality and Values; Learning, Attitudes and Job satisfaction.

Unit-III

Perception and Attribution: Concept, Nature, Process and Importance and applications; Emotions and Moods.

Unit-IV

Work Motivation; Group Dynamics & Team building: Stages of Group Development, Formal and Informal Groups, Group Processes and Decision Making, Dysfunctional Groups.

Leadership and Influence Process: Leadership: Concept, Function, Styles, Theories of Leadership-Trait, Behavioural and Situational Theories.

Unit-V

Organisational Change : Concept, Nature, Resistance to change, Managing resistance to change, Implementing Change, Kurt Lewin Theory of Change; Stress: Understanding Stress and Its Consequences, Causes of Stress, Managing Stress; Organisational Culture : Concept, Characteristics, Implications of Organisation culture.

Suggested Readings

1. McShane, L., & Gilnow, M. V. (2003). Organizational behaviour (2nd ed.). New Delhi: Tata McGraw-Hill.
2. Luthans, F. (2002). Organizational behaviour (9th ed.). New Delhi: Tata McGraw-Hill.
3. Pareek, U. (2007). Understanding organizational behaviour. New Delhi: Oxford University Press.
4. Robbins, S. P., & Judge, T.A. (2009). Organizational behaviour (13th ed.). New Delhi: Prentice-Hall of India.
5. Daft, R., I. (2004). Organization theory and design (8th ed.). USA: Thomson South-Western.
6. Singh, K. (2009). Organizational behaviour: Text and cases. New Delhi: Pearson Education.

MBA 2017-19

S. No.	Name of the Student	Gender	Roll No.
1	AHNA MALIK	Female	817002
2	Akshita Premji Patel	Female	817003
3	Ankita Kamboj	Female	817004
4	ARINDAM GUPTA	Male	817005
5	Avinash Kumar Vipul	Male	817006
6	AWEE PONIA	Male	817007
7	BHAWNA ARYA	Female	817008
8	DEEPAK KUMAR SINGH	Male	817009
9	DEVIKA SHARMA	Female	817010
10	NEETI JAIN	Female	817013
11	NEHA ATTRI	Female	817014
12	NITIN KUMAR	Male	817015
13	NIVEDITA MEHTA	Female	817016
14	Desai Palak Janakbhai	Female	817017
15	PARTHA PRATIM BAUL	Male	817018
16	POORVA KAPOOR	Female	817019
17	PRAFUL UPADHYAY	MALE	817020
18	Pranjal Rawat	Male	817021
19	RAMESHWAR LOKHANDE	Male	817022
20	SANYA SINGH	Female	817023
21	SHRADHA MOHAPATRA	Female	817026
22	SHRESTHA	Female	817027
23	SHRUTI GUPTA	Female	817028
24	SIDDARTHA B	Male	817029
25	SRISHTI VERMA	Female	817033
26	SUNDAR SRAVAN AYYAGARI	Male	817034
27	TANMOY BAG	Male	817035
28	VIKYATH A S	Male	817036
29	ZOYA DAYAL	Female	817037

MBA-303: BUSINESS ETHICS AND HUMAN VALUES

Course Objective

The course seeks to bridge the gap between the ethical behaviour of the individual and the challenges posed by organized business activity in the global marketplace. It further seeks to educate participants about legal, social and ethical matters in business, and make them sensitive to the consequences of their decisions. The ultimate objectives of this course are to help students gain an understanding of Business Ethics and application of Indian values in managerial decision-making.

Course Contents

Unit-I

Ethical Considerations in Everyday Business; Business Ethics- Nature, Scope and Purpose of Ethics; Relevance of Values; Importance of Ethics & Moral standards.

Unit-II

Institutionalizing ethics in organization: ethical decision making, ethical eco system. ethical accountability, ethical systems & structures, corporate wrongdoing.

Unit-III

Ethical audit, codes of conduct. Ethical training. Ethics issues in Multinational organizations. Corporate Social responsibility and triple bottom line.

Unit-IV

Ethical Issues in market systems, Ethics and social responsibility, Ethics and marketing, Ethics and human resource, Ethics and Information Technology, Ethical theories and approaches, Intellectual property rights like designs, patents, trademarks, copy rights.

Unit-V

Human Values : Meaning, Types, Morals, Values and Ethics;
Values impact in Business: Indian Value System and Values, Teaching from scriptures and tradition (Geeta, Ramayana, Mahabharata, Upanishads, Vedas, Bible and Quran); Relevance of values in management; values for managers; holistic approach for managers in decision making.

Cases in Business Ethics and Management by Indian Values.


Suggested Readings

1. Blair, M. M. (1995). Ownership and control: rethinking corporate governance for the 21st century. Washington: Brookings Institution.
2. Carrol, S. J., & Gannon, J. J. (1997). Ethical dimensions of international management. New Delhi: Sage.
3. AIMA. (2007). Corporate governance & business ethics. New Delhi: Excel.
4. Chakraborty, S. K. (2001). The Management and ethics omnibus. New Delhi: Oxford University Press.
5. Coomaraswamy, A. K. (1993). Spiritual authority and temporal power in the Indian theory of government. New Delhi: Indira Gandhi National Centre for the Arts.

6. Flynn, G. (2008). Leadership and business ethics. U K: Springer.
7. Holden, I. P. (2000). Ethics for managers. Hampshire: Gower.
8. Johnson, C. E. (2008). Meeting the ethical challenges of leadership: casting light or shadow (3rd ed.). New Delhi: Sage.
9. MacLagan, I. P. (1998). Management and morality: A developmental Perspective. New Delhi: Sage.
10. Malachowski, A. (2001). Business ethics: Critical perspective on business and management. London: Routledge.
11. Malden, M. (2002). The blackwell guide to business ethics. New York: Blackwell.
12. Murray, D. (2001). Ethics in organization. India: Kogan Page.
13. Petrick, J. A., & Quinn, J. F. (1997). Management ethics: Integrity at work. New Delhi: Response Books.
14. Robert, A. (2009). Business ethics and ethical business. USA: Oxford University Press.
15. Sekhar, R. C. (2002). Ethical choices in business (2nd ed.). New Delhi: Response.
16. Shiva, R. S. (2001). Corporate crisis management. New Delhi: Response.
17. Valasquez, M. G. (2006). Business ethics: Concepts and cases (6th ed.). USA: Prentice Hall.
18. Williams, O. F. (Ed.). (2003). Business religion and spirituality: A new synthesis. USA: Notre Dame Press.
19. A.C Fernando, Business Ethics: An Indian Perspective, Pearson 2009
20. Weiss, Business Ethics concept & cases, 1st edition, 2009, Cengage Learning
21. Velasquez, Business Ethics, Concepts & Cases, 6th edition, 2009, PHI
22. Murthy, Business Ethics, 2009, Himalaya Publishing House
23. Al Gini, Case Studies in Business Ethics, 6th edition 2009, Pearson Educatio

MBA-304: SUMMER INTERNSHIP PROJECT, PRESENTATION & VIVA VOCE

In the beginning of Third Semester-Internship Report Submission, Presentation and Viva Voce.



MBA 2016-18

S.No	Name	Sex	Roll No.
1	ANSHUL CHAMOTRA	MALE	816001
2	ANUSHKA WILSON	FEMALE	816002
3	BHASKAR MISHRA	MALE	816003
4	GARIMA SAINI	FEMALE	816004
5	HAVI	FEMALE	816005
6	KOLLI JAYA CHANDRA REDDY	MALE	816007
7	PRASHANT KUMAR SONI	MALE	816008
8	PRIYA SHARMA	FEMALE	816009
9	ROHITA SAI PRAKASH GANTI	FEMALE	816010
10	SHIVAM GULATI	MALE	816011
11	VENKATA REDDY RN	MALE	816012
12	NEIL BRITTO	MALE	816013
13	NAVEEN	MALE	816014
14	ANKIT KUMAR	MALE	816015
15	RHYS NICHOLAS REBELLO	MALE	816016



2018
4 yr

Annexure 8

Communication & Negotiation Skills -FBM 112

(2+1+0=3 Credits)

UNIT I

INTRODUCTION: Definition and classification of communication, purpose of communication, process of communication, importance of communication in management, communication structure in organization, barriers & gateway in communication, 7 C's of communication

UNIT II

EMPLOYMENT COMMUNICATION: Writing CVs & Application Letter, Group discussions, interview, types of interview, candidates preparation, interviewers preparation; Impact of Technological Advancement on Business Communication; Communication networks, Intranet, Internet, teleconferencing, videoconferencing
ORAL COMMUNICATION: What is oral Communication, principles of successful oral communication, two sides of effective oral communication, effective listening, non-verbal communication, Body language

UNIT III

WRITTEN COMMUNICATION: Purpose of writing, pros & cons of written communication, clarity in writing, principles of effective writing, writing technique.
BUSINESS LETTERS AND REPORTS: Introduction to business letters, Types of business letter, Layout of business letter, Reports: definition & purpose, types of business reports, reports writing

UNIT IV

PRESENTATION SKILLS: What is a presentation, elements of presentation, designing a presentation, advanced visual support for business presentation, types of visual aid, appearance & posture, practicing delivery of presentation

UNIT V

Negotiation: Nature, Characteristics, Strategy and Tactics of Distributive Bargaining, Strategy and Tactics of integrative Negotiation, Strategy and Planning for Negotiation
Best Practices in Negotiation – Fundamental Structure of negotiation and BATNA
International and Cross Cultural Negotiation: Context and Concept, Influence of Culture on Negotiation

Suggested Readings:

1. Leskar RV & Patel Jr. JD – Basic Business Communication : Theory & Application (Tata Mc Grow Hill, 10th edition)
2. Bisen & Prjya - Business Communication (New Age International Publication)
3. Kulkarni Sarvaranshi Sengupta-Business Communication (Omea Books Pvt)
4. P. T. Chaturvedi – Business Communication, Pearson Education, 3rd Edition 2005
5. Sharma R.C., Mohan Krishna - Business – Correspondence and Report Writing (Tata McGrow Hill, 3rd Edition).

Management Principles-FBM 112

2+1+0 = 3 Credits

Unit-I

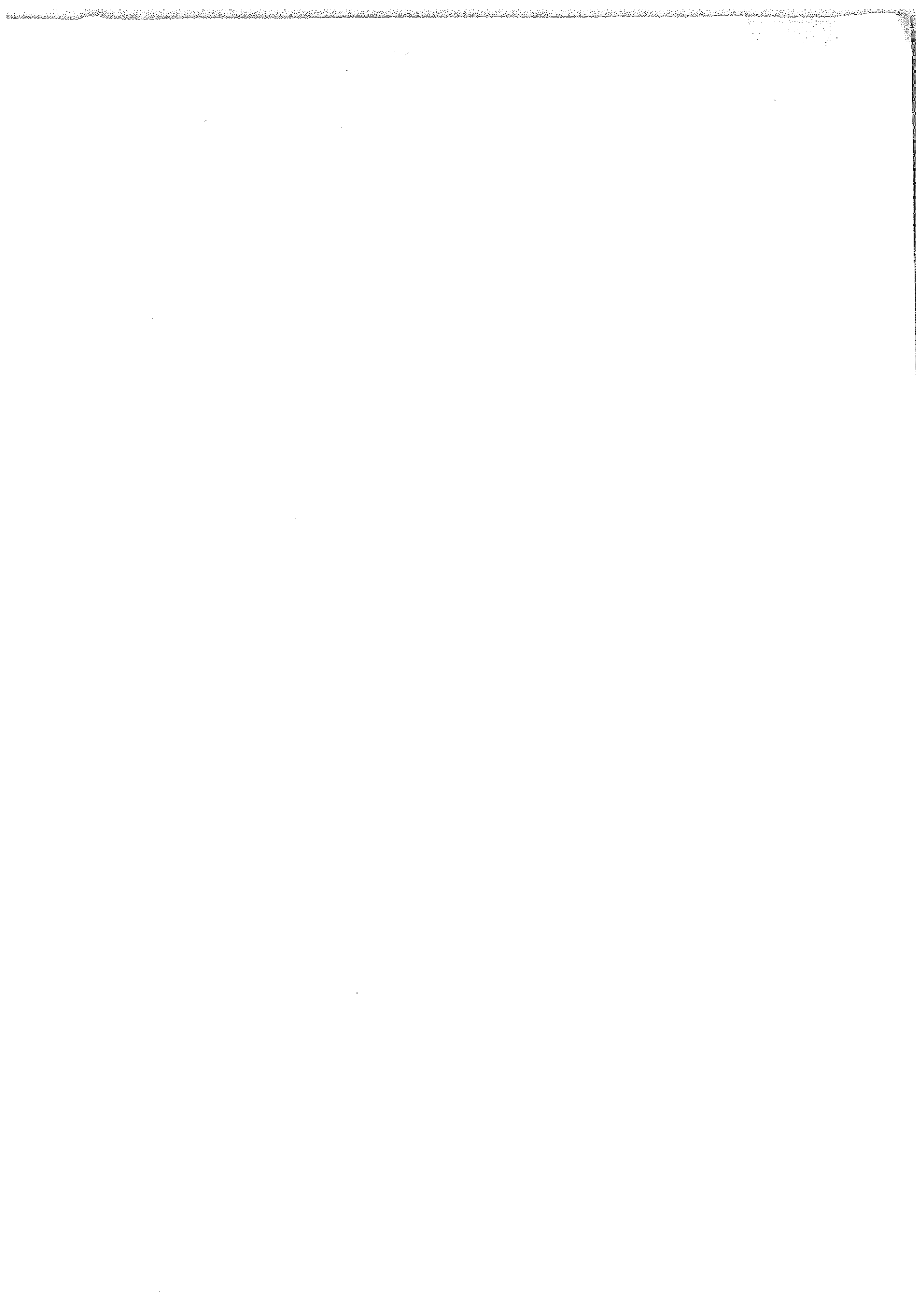
Characteristics and objectives of Business Organisation, forms of Business organizations - Sole Proprietorship, Partnership firms, Joint stock companies -their features, relative merits, demerits & suitability, Business combinations.

Unit-II

Introduction, Concept, nature, importance, Functions of management, Levels of management, Skills and roles of Managers, Evolution of management thought, Social responsibility of Business

Unit-III

Planning: concept, nature, importance and Process, Types of plans.
Decision Making: Process, Types of Decisions and Decision making Conditions, management by Objectives, Hierarchy of objectives, rational Decision making, Bounded rationality



B.Tech - 2016 Batch

S.NO.	NAME	ROLL NO	GENDER
1	AAKASH	116001	MALE
2	ABHILASH KUMAR MEENA	116002	MALE
3	ABHINAV HALDER	116003	MALE
4	ABHISHEK KUMAR	116004	MALE
5	ABHISHEK SHARMA	116006	MALE
6	ACHYUTH DANDU	116008	MALE
7	ADARSH	116009	MALE
8	ADITYA GAUTAM	116010	MALE
9	ADITYA RAZDAN	116011	MALE
10	AKHIL VITTHAL TIWARI	116013	MALE
11	AKHILESH PATEL	116014	MALE
12	AKSHARAA U K	116015	FEMALE
13	AMAN	116017	MALE
14	AMARDEEP GAUTAM	116018	MALE
15	AMIT KUMAR	116019	MALE
16	ANANYA MANDAL	116021	FEMALE
17	ANAS ALVI	116022	MALE
18	ANSHIT	116023	MALE
19	ANSHUL CHOUDHARY	116024	MALE
20	ANUJ KUMAR	116025	MALE
21	ARJIT SHISHOO	116027	MALE
22	ARUN M P	116028	MALE
23	ASHOK KUMAR YADAV	116029	MALE
24	ATCHAYAN SUBRAMANIAN R	116030	MALE
25	AVIK JAIN	116031	MALE
26	AYUSHI RATHORE	116032	FEMALE
27	BHAVESH KUMAR	116034	MALE
28	CHETAN PATEL	116038	MALE
29	D GOKUL PRASATH	116039	MALE
30	DAVID SAINI	116040	MALE
31	DEEPAK KUMAR (Left)	116041	MALE
32	DEEPAK JAIN	116042	MALE
33	DEEPALI	116043	FEMALE
34	DEVANSH BANSAL	116044	MALE
35	DEVYANI PARASHAR	116045	FEMALE
36	DISHA KISHOR NIKHARE	116047	FEMALE
37	DISHANK SAINI	116048	MALE
38	EKANSH MONGA	116049	MALE
39	GAGANDEEP VERMA	116050	MALE
40	HARNOOR KAUR	116053	FEMALE
41	HIMANSHU SINGH	116055	MALE
42	ISHA	116056	FEMALE

43	ISHITA	116057	FEMALE
44	ISHITA CHAUDHARY	116058	FEMALE
45	ISHITA TRIVEDI TRIVEDI	116059	MALE
46	JAIVEER RAWAT	116061	MALE
47	JAYANT CHAUHAN NA	116062	MALE
48	JENIFER P	116063	FEMALE
49	K SANDHYANA SANKEERTI	116064	FEMALE
50	KAUSTUBH KUMAR	116066	MALE
51	KOMAL RANI	116067	FEMALE
52	KUNAL BALHARA	116068	MALE
53	LAKSHYA BAHL	116070	MALE
54	MADHULIKA	116072	FEMALE
55	MANSI SRIVASTAVA	116073	FEMALE
56	MIRINAL KUMAR	116075	MALE
57	MITHUN SUBRAMANIAN.M	116076	MALE
58	MOHIT DUA	116077	MALE
59	MOHIT VERMA	116078	MALE
60	MUKTESH	116079	MALE
61	MULLAI PANDIYAN	116080	MALE
62	NANDINI SHARMA	116082	FEMALE
63	NICK J CYRIAC	116083	MALE
64	NIDAL MUSTAFA	116085	MALE
65	NIKUNJ YADAV	116086	MALE
66	NIMISHA RUSTAGI	116087	FEMALE
67	NISHKARSH AGARWAL	116088	MALE
68	NISHTHA RATHEE	116089	FEMALE
69	NITHEESH CHANDRA TEJA	116090	MALE
70	PIYUSH SAINI	116091	MALE
71	POOJA	116092	FEMALE
72	PRANAV RAJESH KOLARKAR	116093	MALE
73	PRATIK BALASAHEB KHATKE	116094	MALE
74	PRIYA ARYA	116096	FEMALE
75	PRIYANKA	116097	FEMALE
76	PRIYANKA SINGH	116098	FEMALE
77	PRIYANKA A V	116099	FEMALE
78	PUJA MELLY	116100	FEMALE
79	PUJA PUNIA	116101	FEMALE
80	RAHUL YADAV	116102	MALE
81	RAHUL KUMAR MEENA	116103	MALE
82	RAHUL SINGH RAJPUT	116104	MALE
83	RAJAT GOEL	116105	MALE
84	RAJVEER GURJAR	116106	MALE
85	RAKSHITA DEVI VARUN SEGAR	116107	FEMALE

86	RATNESH KUMAR	116108	MALE
87	RAUNAK	116109	MALE
88	RAVI	116110	MALE
89	RHOKESH S SOMASUNDARAM	116111	MALE
90	RITU RAJ	116112	MALE
91	ROHAN RAWAT	116113	MALE
92	ROHIT MUKHERJEE	116114	MALE
93	S G DHARINI	116116	FEMALE
94	SAHIL ADLAKHA	116117	MALE
95	SAKET SRIVASTAVA	116118	MALE
96	SAMEER	116119	MALE
97	SANJAY CHANDIWAL	116121	MALE
98	SARTHAK AGARWAL	116122	MALE
99	SARTHIKA JAISWAL	116123	FEMALE
100	SASWAT ANUPAM MAHARANA	116124	MALE
101	SATYAM CHACHAN	116125	MALE
102	SAVY DAYAL	116126	MALE
103	SHALET MATHEW	116128	FEMALE
104	SHASHANK GUPTA	116129	MALE
105	SHEFALI BAGERIA	116130	FEMALE
106	SHIKHA YADAV	116131	FEMALE
107	SHIRIN KAUL	116132	FEMALE
108	SHOBHIT ROHILA	116133	MALE
109	SHOBHIT SONI	116134	MALE
110	SHRUTI . TYAGI	116135	FEMALE
111	SHUBHAM DHIMAN	116136	MALE
112	SHUBHANGI MEHROTRA	116137	FEMALE
113	SIDDHANT	116139	MALE
114	SIDHARTH	116140	MALE
115	SONU MARIAM SAJI	116141	FEMALE
116	SOUMEN ROY	116142	MALE
117	SREEJITH S KUMAR	116143	MALE
118	SUDARSHAN GOURY	116144	MALE
119	SUGAM SOIN	116145	MALE
120	SURYA NAGARAJAN	116146	MALE
121	SYED NAVEDUL HAYAT	116147	MALE
122	TANISHQ DAS GUPTA	116148	MALE
123	TANMOY PRAMANIK	116149	MALE
124	VANSHIKA ARORA	116152	FEMALE
125	VENKADESH B	116153	MALE
126	VENKATESHPRASAD T	116154	MALE
127	VIKASH SHARMA	116156	MALE
128	VIKRANT BODANA	116157	MALE

129	VINEETH S	116159	MALE
130	VISHAL SHARMA	116160	MALE
131	VISHNU	116161	MALE
132	VISHWAN BHARADWAJ	116162	MALE
133	WASIM KHAN	116163	MALE
134	YASH SHARMA	116164	MALE
135	YOGESH KUMAR	116165	MALE
136	ARIHA DEVRA	116166	FEMALE
137	AMAN GHATOL	116167	MALE
138	SWAATHI SENTHIL	116168	MALE
139	Iohit	116169	MALE
140	Anjana	116170	FEMALE

MBA-303: BUSINESS ETHICS AND HUMAN VALUES

Course Objective

The course seeks to bridge the gap between the ethical behaviour of the individual and the challenges posed by organized business activity in the global marketplace. It further seeks to educate participants about legal, social and ethical matters in business, and make them sensitive to the consequences of their decisions. The ultimate objectives of this course are to help students gain an understanding of Business Ethics and application of Indian values in managerial decision-making.

Course Contents

Unit-I

Ethical Considerations in Everyday Business; Business Ethics- Nature, Scope and Purpose of Ethics; Relevance of Values; Importance of Ethics & Moral standards.

Unit-II

Institutionalizing ethics in organization: ethical decision making, ethical eco system. ethical accountability, ethical systems & structures, corporate wrongdoing.

Unit-III

Ethical audit, codes of conduct. Ethical training. Ethics issues in Multinational organizations. Corporate Social responsibility and triple bottom line.

Unit-IV

Ethical Issues in market systems, Ethics and social responsibility, Ethics and marketing, Ethics and human resource, Ethics and Information Technology, Ethical theories and approaches, Intellectual property rights like designs, patents, trademarks, copy rights.

Unit-V

Human Values : Meaning, Types, Morals, Values and Ethics;
Values impact in Business: Indian Value System and Values, Teaching from scriptures and tradition (Geeta, Ramayana, Mahabharata, Upanishads, Vedas, Bible and Quran); Relevance of values in management; values for managers; holistic approach for managers in decision making.

Cases in Business Ethics and Management by Indian Values.

Suggested Readings

1. Blair, M. M. (1995). Ownership and control: rethinking corporate governance for the 21st century. Washington: Brookings Institution.
2. Carrol, S. J., & Gannon, J. J. (1997). Ethical dimensions of international management. New Delhi: Sage.
3. AIMA. (2007). Corporate governance & business ethics. New Delhi: Excel.
4. Chakraborty, S. K. (2001). The Management and ethics omnibus. New Delhi: Oxford University Press.
5. Coomaraswamy, A. K. (1993). Spiritual authority and temporal power in the Indian theory of government. New Delhi: Indira Gandhi National Centre for the Arts.

6. Flynn, G. (2008). Leadership and business ethics. U K: Springer.
7. Holden, I. P. (2000). Ethics for managers. Hampshire: Gower.
8. Johnson, C. E. (2008). Meeting the ethical challenges of leadership: casting light or shadow (3rd ed.). New Delhi: Sage.
9. MacLagan, I. P. (1998). Management and morality: A developmental Perspective. New Delhi: Sage.
10. Malachowski, A. (2001). Business ethics: Critical perspective on business and management. London: Routledge.
11. Malden, M. (2002). The blackwell guide to business ethics. New York: Blackwell.
12. Murray, D. (2001). Ethics in organization. India: Kogan Page.
13. Petrick, J. A., & Quinn, J. F. (1997). Management ethics: Integrity at work. New Delhi: Response Books.
14. Robert, A. (2009). Business ethics and ethical business. USA: Oxford University Press.
15. Sekhar, R. C. (2002). Ethical choices in business (2nd ed.). New Delhi: Response.
16. Shiva, R. S. (2001). Corporate crisis management. New Delhi: Response.
17. Valasquez, M. G. (2006). Business ethics: Concepts and cases (6th ed.). USA: Prentice Hall.
18. Williams, O. F. (Ed.). (2003). Business religion and spirituality: A new synthesis. USA: Notre Dame Press.
19. A.C Fernando, Business Ethics: An Indian Perspective, Pearson 2009
20. Weiss, Business Ethics concept & cases, 1st edition, 2009, Cengage Learning
21. Velasquez, Business Ethics, Concepts & Cases, 6th edition, 2009, PHI
22. Murthy, Business Ethics, 2009, Himalaya Publishing House
23. Al Gini, Case Studies in Business Ethics, 6th edition 2009, Pearson Educatio

MBA-304: SUMMER INTERNSHIP PROJECT, PRESENTATION & VIVA VOCE

In the beginning of Third Semester-Internship Report Submission, Presentation and Viva Voce.



MBA 2017-19

S. No.	Name of the Student	Gender	Roll No.
1	AHNA MALIK	Female	817002
2	Akshita Premji Patel	Female	817003
3	Ankita Kamboj	Female	817004
4	ARINDAM GUPTA	Male	817005
5	Avinash Kumar Vipul	Male	817006
6	AWEE PONIA	Male	817007
7	BHAWNA ARYA	Female	817008
8	DEEPAK KUMAR SINGH	Male	817009
9	DEVIKA SHARMA	Female	817010
10	NEETI JAIN	Female	817013
11	NEHA ATTRI	Female	817014
12	NITIN KUMAR	Male	817015
13	NIVEDITA MEHTA	Female	817016
14	Desai Palak Janakbhai	Female	817017
15	PARTHA PRATIM BAUL	Male	817018
16	POORVA KAPOOR	Female	817019
17	PRAFUL UPADHYAY	MALE	817020
18	Pranjal Rawat	Male	817021
19	RAMESHWAR LOKHANDE	Male	817022
20	SANYA SINGH	Female	817023
21	SHRADHA MOHAPATRA	Female	817026
22	SHRESTHA	Female	817027
23	SHRUTI GUPTA	Female	817028
24	SIDDARTHA B	Male	817029
25	SRISHTI VERMA	Female	817033
26	SUNDAR SRAVAN AYYAGARI	Male	817034
27	TANMOY BAG	Male	817035
28	VIKYATH A S	Male	817036
29	ZOYA DAYAL	Female	817037



AECC: FBM 512 Management Process and Organisational Behaviour

Semester – I

3-0-0=3

Unit -I

Concept, Nature, Scope and Functions of Management; Levels of Management; management Vs administration, process, skills and roles of a manager, Social responsibility of Business. Evolution of Management Thought-System & Contingency Approach.

Unit -II

Planning: Meaning, Significance, Types, process; Organizing-concept, types, Delegation of Authority, Organization Design & Structure

Unit -III

Decision Making- Concept, process, Types of decisions; Management by Objectives; Bounded Rationality. Communication- meaning, process; Motivation, Leadership. Controlling- Nature and Process of Control, Control Techniques.

Unit-IV

Individual Behaviour: Perception and Attribution; Concept of attitude; formation of attitude; factors determine formation of attitude, attitude measurement; attitude change. Definition and meaning of perception; perceptual process; factors influencing perception. Group Dynamics : The concept of groups, kinds and functions of groups, formal and informal groups, group cohesiveness, transactional analysis.

Unit -V

Conflict and Change: Meaning and Process of conflict; causes, sources, consequences of conflict; conflict resolution strategies. Kind of change; Identification of the problem and implementation of change; resistance to change; overcoming resistance to change.

Suggested Readings

1. Robbins and Coulter, Management; Prentice Hall of India
2. Robert Kreitner, Management Theory and Applications; Cengage
3. Ricky W. Griffin, Management; Biztantra
4. Richard Daft, Principles of Management; Cengage Learning
5. Dr. Neeru Vashishth, Principles of Management; Taxman's
6. Luthans Fred- Organizational Behaviour, Tata McGraw Hill
7. Robbins Stephen P. - Organizational Behaviour, Pearson Education, 12th Edition

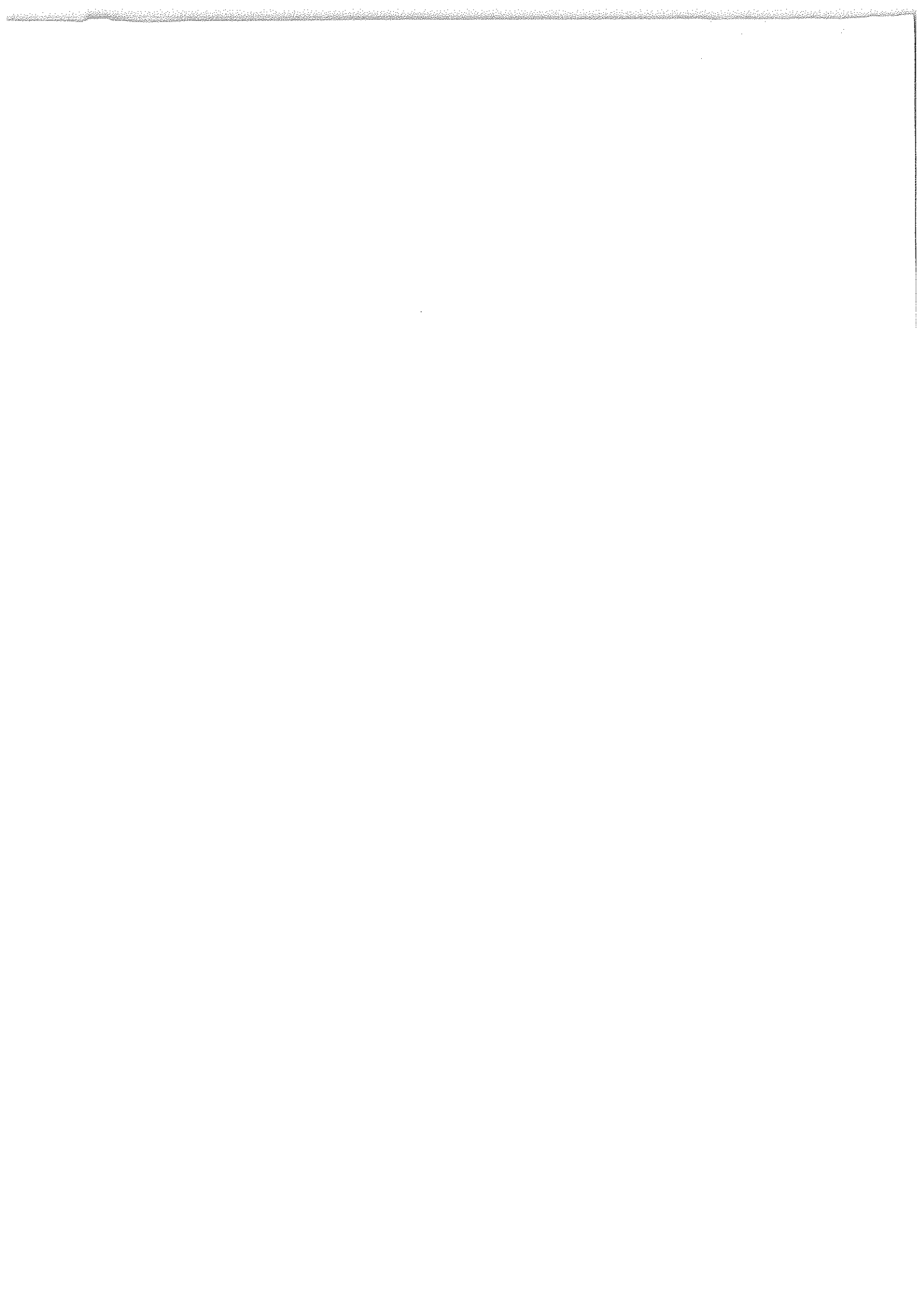
Course Outcome

1. Observe and evaluate the influence of historical forces on the current practice of management.

2. Understand the key competencies needed to be an effective manager.
3. Awareness of the centrality of organisational behaviour to understanding organisational functioning, focusing particularly on the individual and group/team level.
4. Understanding of how models, theories and concepts about organisational behaviour can be used in practice in different workplaces across different regions of the world.
5. Improve the ability to interact with and manage people & design effective organisations.

M.Tech. FPOM (2018-20)

S.No.	Roll No	Name	Gender
1	618001	Abhijit Mahesh Jadhav	Male
2	618002	Abhishek Srivastava	Male
3	618003	Akash Kumar	Male
4	618004	Akshay Deepak	Male
5	618005	Anjali	Female
6	618006	Arjun Singh	Male
7	618007	Bhukya Chaitanya Brahmanth	Male
8	618008	Chintaginjala Nikhil Venkata Sai	Male
9	618009	Danyal Sagier Siddiqui	Male
10	618010	Kishan Kumar	Male
11	618011	Mritunjay Tiwari	Male
12	618012	Mygapu Vivek	Male
13	618013	Neeraj Kumar Sahu	Male
14	618014	Rajdeep Bhoge	Male
15	618015	Saurabh Singh	Male
16	618016	Silky	Female
17	618017	Utkarsh Kumawat	Male
18	618018	Mahajan Pramod Sanjay	Male



2018

 4 year

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AECC: MBA 105 BUSINESS COMMUNICATION & NEGOTIATION SKILLS [4 0 0]

Course Objectives

The aim of the course is to develop skills and competencies in participants to be able to communicate effectively through the written and oral medium. Sensitivity towards cross cultural communication will be developed with familiarity with global business etiquette and protocols. The pedagogical focus of the course will be workshop based with emphasis on practice and skills development.

Course Contents

Unit-I

Conceptual Issues in communication: S-R model of Communication; Barriers and Facilitators in Communication. Aspects of Verbal and non verbal Communication.

Unit-II

Principles of Written Communication: 7 C.s of written communication. Deductive, Inductive & AIDA approach to writing business letters .Writing for: Inquiries, Claims, Invitations, Reservations and Orders .Refusal & Collection Letters. Sales Letters; Inter-office Memos; Resume Writing & Recommendation Letters.

Unit-III

Report Writing: Long & Short Business Reports and Business Proposal.
 Making Effective Oral Presentations; Conducting Business Meetings& Effective Interviews;
 Soft skills.

Unit-IV

Personality : Meaning & Concept, Personality Patterns, Symbols of Self, Moulding the Personality Pattern, Persistence & Change; Personality Determinants : An overview of Personality determinants. Evaluation of Personality: Sick Personalities and Healthy Personalities.

Unit-V

Negotiation: Negotiation Skills Practice through Role Plays in different Situations, Extempore, Mock interviews, Telephone Etiquettes Practice, Group Discussions, Group Presentations, Activities designed to highlight Leadership and Team Skills.

Course Outcomes

1. Learn to apply proven principles of effective communication, persuasion and influence to ensure win-win outcomes with a more positive and confident approach.
2. Understanding and effective business communication letters and writing of report,

- project and emails.
3. Improve the results of negotiations by following key principles and procedures.
 4. Optimisation of pre-negotiation preparation to ensure improved outcomes
Understand, recognise and manage negotiation tactics and negative behaviours.
 5. Recognise different behavioural types and learn ways to relate better to others.
 6. Understand and apply key communication tools to improve influence on others by integrating combining and applying a range of value adding communication, persuasion and negotiation skills.

Recommended Textbook

1. Art & Science of Business Communication by Chaturvedi & Chaturvedi (Latest ed.)

Other Suggested Readings

1. Dent, F. O., & Brent, M. (2006). *Influencing*. India: Palgrave Macmillan.
2. Kennedy, G. (2007). *Everything is negotiable*. Michigan: Prentice Hall.
3. Hogan, K. (2008). *The secret language of business: how to read anyone in 3 seconds or less*. New Jersey: John Wiley & Sons.
4. Lesikar, R. V., & Petit, J. D. (2007). *Business communication*. London (7th ed.). Homewood: Richard D. Irwin
5. Murphy, H. A., & Hildebrandt, W. (2007). *Effective business communications*. New Delhi: McGraw Hill.
6. Post, P., & Collins, P. P. (2005). *The etiquette advantage in business* (2nd ed.). New York: Harper Resource.
- 1.

List of admitted students in MBA 2018-20 batch.

S. No.	Roll No.	Name of Student	Gender
1	818001	ACHANTA	Female
2	818002	AISHWARYA DHALKARI	Female
3	818003	ANEESH	Male
4	818004	ANKITA	Female
5	818005	APOORV	Male
6	818006	ASHAVEER SINGH PANNU	Male
7	818007	BHARTI SHARMA	Female
8	818008	CHALAMAIAH SURYADEVARA	Male
9	818009	DIVYANSH SINGH	Male
10	818010	HARSH VERMA	Male
11	818011	JYOTI	Female
12	818012	PRAVEEN	Male
13	818013	RAHUL KUSHWAHA	Male
14	818014	RICHA	Female
15	818015	RINNIE	Female
16	818016	RISAB	Male
17	818017	RISHABH RATHORE	Male
18	818018	RITU KUMARI	Female
19	818019	SAVI MALHOTRA	Female
20	818020	THIRUNAVUKKARRASU.A.L.	Male
21	818021	TWINKLE	Female



2018
4 year

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CC: MBA 107 ORGANIZATIONAL BEHAVIOUR [3 0 0]

Course Objective

The purpose of the course is to help students develop an understanding of the behavioural processes in organizations.

Course Contents

Unit-I

Behaviour: Concept, Nature, Characteristics, Relationship of OB with Other Fields.

Unit-II

Foundations of Individual Behaviour; Personality and Values; Learning, Attitudes and Job satisfaction.

Unit-III

Perception and Attribution: Concept, Nature, Process and Importance and applications; Emotions and Moods.

Unit-IV

Work Motivation; Group Dynamics & Team building: Stages of Group Development, Formal and Informal Groups, Group Processes and Decision Making, Dysfunctional Groups.

Leadership and Influence Process: Leadership: Concept, Function, Styles, Theories of Leadership-Trait, Behavioural and Situational Theories.

Unit-V

Organisational Change : Concept, Nature, Resistance to change, Managing resistance to change, Implementing Change, Kurt Lewin Theory of Change; Stress: Understanding Stress and Its Consequences, Causes of Stress, Managing Stress; Organisational Culture : Concept, Characteristics, Implications of Organisation culture.

Course Outcomes

1. Understanding of the organisational functioning, focusing particularly on the individual and group/team level.
2. Understand how models, theories and concepts about organisational behaviour can be used in practice in different workplaces across different regions of the world.
3. Improve the ability to interact with and manage people.
4. Navigate conflict and make better organizational decisions.
5. Analysis and interpretation of organizational culture to create better place to work.

Recommended Textbook

1. Organizational Behavior by Robbins (Latest ed.)

Other Suggested Readings

1. McShane, L., & Gilnow, M. V. (2003). *Organizational behaviour* (2nd ed.). New Delhi: Tata McGraw-Hill.
2. Luthans, F. (2002). *Organizational behaviour* (9th ed.). New Delhi: Tata McGraw-Hill.
3. Pareek, U. (2007). *Understanding organizational behaviour*. New Delhi: Oxford University Press.
4. Robbins, S. P., & Judge, T.A. (2009). *Organizational behaviour* (13th ed.). New Delhi: Prentice- Hall of India.
5. Singh, K. (2009). *Organizational behaviour: Text and cases*. New Delhi: Pearson Education.

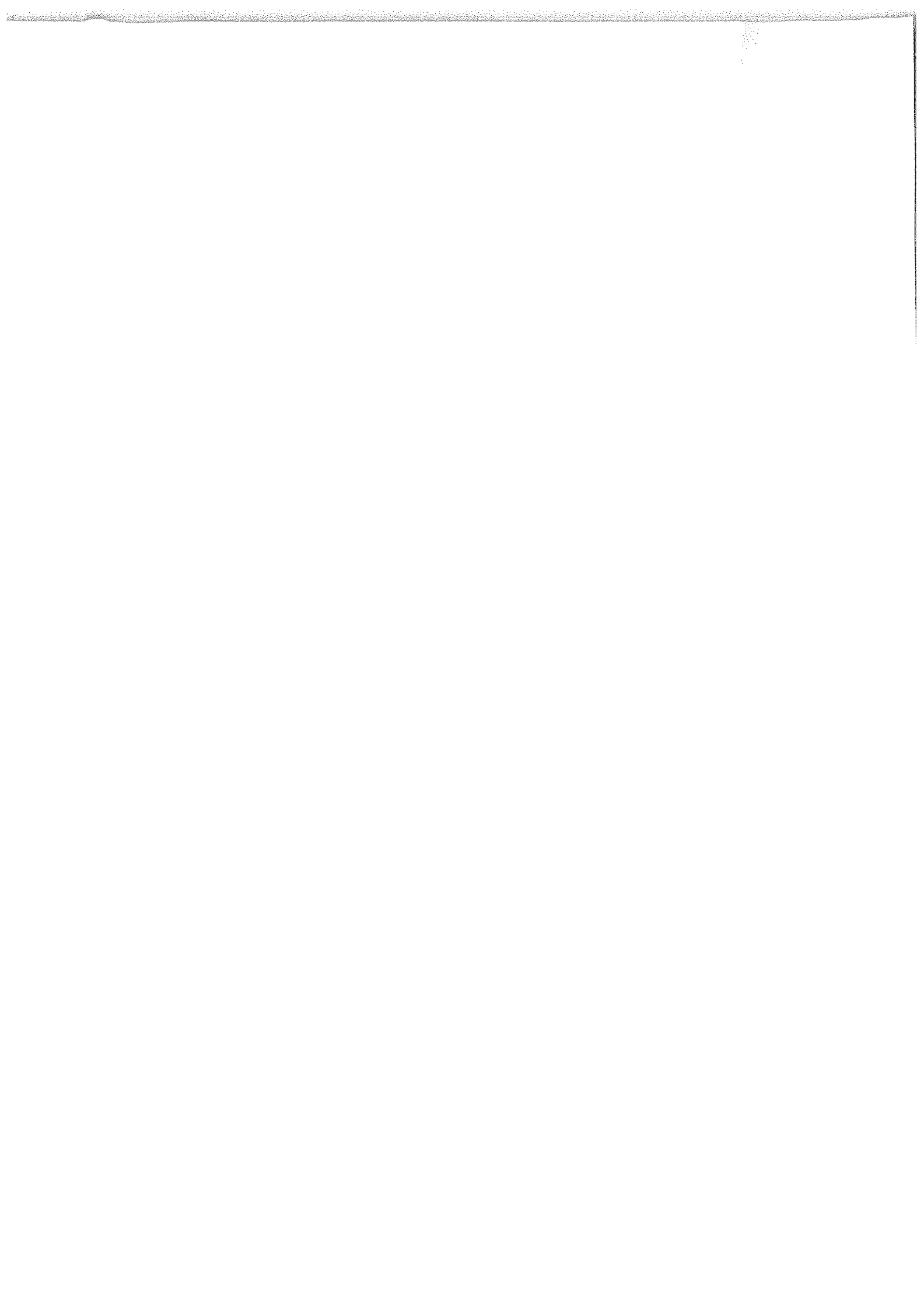
List of admitted students in MBA 2018-20 batch.

S. No.	Roll No.	Name of Student	Gender
1	818001	ACHANTA	Female
2	818002	AISHWARYA DHALKARI	Female
3	818003	ANEESH	Male
4	818004	ANKITA	Female
5	818005	APOORV	Male
6	818006	ASHAVEER SINGH PANNU	Male
7	818007	BHARTI SHARMA	Female
8	818008	CHALAMAIAH SURYADEVARA	Male
9	818009	DIVYANSH SINGH	Male
10	818010	HARSH VERMA	Male
11	818011	JYOTI	Female
12	818012	PRAVEEN	Male
13	818013	RAHUL KUSHWAHA	Male
14	818014	RICHA	Female
15	818015	RINNIE	Female
16	818016	RISAB	Male
17	818017	RISHABH RATHORE	Male
18	818018	RITU KUMARI	Female
19	818019	SAVI MALHOTRA	Female
20	818020	THIRUNAVUKKARRASU.A.L.	Male
21	818021	TWINKLE	Female



ECM 121	Communication Skills	2 1 0=3
UNIT-1		
<p>Communication: Meaning, objectives and importance, communication process, barriers in communication, essentials of effective communication, verbal and non-verbal communication: effective listening, formal and informal communication, ethical issues in communication.</p>		
UNIT-2		
<p>Basic Writing Skills: Techniques for writing precisely. Sentence Structures, Creating coherence. Nature and Style of sensible Writing, Writing introduction and conclusion.</p>		
UNIT-3		
<p>Written Business communication: Business messages, informative and persuasive messages, Writing memos, office orders and office circulars; Reports and Proposals: types and formats, curriculum-vitae/resume preparation</p>		
UNIT-4		
<p>Communication outside the organization: Business letters, complaints and follow up letters; email etiquettes; quotations & tenders. Business and group meetings, Preparing Agenda and minutes.</p>		
UNIT-5		
<p>Oral Communication: Public speaking, informative and persuasive speaking, strategies for oral presentations, use of visual aids in communication; interpersonal communication; interactive communication: conferences, interview and GD, presentation skills, extempore, debates. Common Everyday Situations: Conversations and Dialogues.</p>		
Suggested Readings:		
<ol style="list-style-type: none"> Hilderbrandth and Murphy: Effective Business Communications, Irwin McGraw Hill, 7th Edition. Sinha, KK, Business Communication, Galgotia Publication Company Pradhan, Homai, et al: Business Communication, Himalaya Publishing Hous. Paul, Rajendra and Korthalli, JS: Business Communication, Sultan Chand and Sons Chaturvedi and Chaturvedi: Business Communication, Pearson Publishing KumarE Suresh, Communication Skills and Soft Skills: An Integrated Approach, Pearson Education. 		
Course Outcome:-		
<ol style="list-style-type: none"> Learn to apply proven principles of effective communication, persuasion and influence to ensure win-win outcomes with a more positive and confident approach. Understanding and effective business communication letters and writing of report, project and emails. Improve the results of negotiations by following key principles and procedures. Optimisation of pre-negotiation preparation to ensure improved outcomes Understand, recognise and manage negotiation tactics and negative behaviours. Students can learn to recognise different behavioural types and learn ways to relate better to others. Understand and utilise key communication tools to improve influence on others by integrating combining and applying a range of value adding communication, persuasion and negotiation skills. 		

ENG121	Engineering Workshop	0- 0- 4= 2
Practical		
<ol style="list-style-type: none"> Manufacturing Methods- casting, machining, joining, advanced manufacturing methods (3 lectures) Fitting operations & power tools (1 lecture) Electrical & Electronics (1 lecture) Carpentry (1 lecture) glass cutting (1 lecture) Wax casting (1 lecture) Welding (arc welding, soldering (1 lecture) 		
Machine shop		
<ol style="list-style-type: none"> Fitting shop Carpentry (6 hours) Welding shop (8 hours (Arc welding 4 hrs + gas welding 4 hrs) Casting (8 hours) Smithy (6 hours) 		
Glass Cutting (6 hours)		
Textbooks:		
<ol style="list-style-type: none"> Hajra Chaudhary S.K., Hajra Chaudhary A. K., and Roy S .K. Elements of Workshop Technology Kalpajian S., and Stevan S. - Manufacturing Engineering and Technology. Gowri p Hariharan. - Manufacturing Technology. 		
Course Outcome:-		
<p>Upon Completion of this course the student will gain knowledge of the different manufacturing processes which are commonly employed in the industry.</p>		



B.Tech Admission 2018-19 Final List

Sl. No.	Regd. No.	Roll No.	Name
1	BTECH2018_4076	118001	Aakash Bhatnagar
2	BTECH2018_3555	118002	Aarohi Mathur
3	BTECH2018_4232	118003	Aarushi Biswas
4	BTECH2018_4041	118004	Abhimanyu
5	BTECH2018_4203	118005	Abhimanyu Malik
6	BTECH2018_4000	118006	Abhishek Saroha
7	BTECH2018_3733	118007	Achu Sajan
8	BTECH2018_3434	118008	Aditya Kumar Saw
9	BTECH2018_3970	118009	Adityaraj Ray
10	BTECH2018_3979	118010	Ajay Rohith R
11	BTECH2018_4196	118011	Akanksha Singh
12	BTECH2018_4332	118012	Akash
13	BTECH2018_4210	118013	Harshit Sharma
14	BTECH2018_3528	118014	Amrita Pradeep
15	BTECH2018_4025	118015	Amulya Sharma
16	BTECH2018_3519	118016	Ananya N Dilbaghi
17	BTECH2018_3459	118017	Ankit Singh
18	BTECH2018_3755	118018	Anmol Sharma
19	BTECH2018_3732	118019	Antra Rawat
20	BTECH2018_3863	118020	Anurag Deol
21	BTECH2018_4343	118021	Aranganathan A
22	BTECH2018_4213	118022	Aravind P
23	BTECH2018_3699	118023	Arpit Goel
24	BTECH2018_3976	118024	Arshi Khan
25	BTECH2018_3509	118025	Arshita Verma
26	BTECH2018_3539	118026	Atharva Sunil Pharande
27	BTECH2018_3905	118027	Avinash Kumar Upadhyay
28	BTECH2018_3897	118028	Ayush Kumar
29	BTECH2018_3604	118029	Bala Ganesh M
30	BTECH2018_4184	118030	Basil Mathew Benny
31	BTECH2018_3700	118031	Bharat Sood
32	BTECH2018_3903	118032	Bhavnesh
33	BTECH2018_4038	118033	Bipasha Bilas Mukherjee
34	BTECH2018_3422	118034	Chaitanya
35	BTECH2018_3395	118035	Chandramouli D
36	BTECH2018_3779	118036	Chatenya Garg
37	BTECH2018_3435	118037	Delcy Makru
38	BTECH2018_3602	118038	Devansh Yadav
39	BTECH2018_4101	118039	Dhanashree Rajesh Gaidhani
40	BTECH2018_4408	118040	Dhanush R
41	BTECH2018_3525	118041	Dhanya M
42	BTECH2018_4085	118042	Dinabandhu Mandal

Sl. No.	Regd. No.	Roll No.	Name
43	BTECH2018_4146	118043	Dineshvar M
44	BTECH2018_3707	118044	Donepudi Pratyusha
45	BTECH2018_4129	118045	Dosapati Leela Sai Krishna
46	BTECH2018_3598	118046	Dushyant Singh Choudhary
47	BTECH2018_3470	118047	Dwiti Gaggar
48	BTECH2018_4362	118048	Gobind Sagar
49	BTECH2018_3986	118049	Gokul K B
50	BTECH2018_4123	118050	Gyanendra Tiwari
51	BTECH2018_4158	118051	Hariharan V
52	BTECH2018_3405	118052	Haroshit Tandon
53	BTECH2018_4200	118053	Hemmanth T
54	BTECH2018_3570	118054	Himanshi Gupta
55	BTECH2018_4165	118055	Immaculate Janet J
56	BTECH2018_3662	118056	Ishleen Kaur Jasbir Singh Viridi
57	BTECH2018_4037	118057	Jai Aravinth Natarajan Meenakshi
58	BTECH2018_4431	118058	Jatoth Drushika
59	BTECH2018_3955	118059	Jeenu Tresa John
60	BTECH2018_3853	118060	Jyotiraditya Pal
61	BTECH2018_3764	118061	K Padma Priya
62	BTECH2018_3691	118062	Kanav Khanna
63	BTECH2018_4065	118063	Karthik B
64	BTECH2018_3971	118064	Karun Jusyal
65	BTECH2018_3635	118065	Kashish Jain Jain
66	BTECH2018_4169	118066	Keshav K S
67	BTECH2018_3917	118067	Khushi Sharma
68	BTECH2018_3577	118068	Kiran Raj
69	BTECH2018_4155	118069	Kirubakaran M D
70	BTECH2018_3959	118070	Kishor S
71	BTECH2018_3397	118071	Kriti Gupta
72	BTECH2018_3437	118072	Kunal Madaan
73	BTECH2018_4160	118073	Lakshita P
74	BTECH2018_4130	118074	Lekhasri P S
75	BTECH2018_3416	118075	Lokesh Sharma
76	BTECH2018_4390	118076	Lori Vijaykumar Kale
77	BTECH2018_4209	118077	Manish
78	BTECH2018_3499	118078	Manish Kumar Singh
79	BTECH2018_4215	118079	Manjari Sharma
80	BTECH2018_4031	118080	Mansi
81	BTECH2018_3753	118081	Mayank Gupta
82	BTECH2018_4350	118082	Milan Sarkar
83	BTECH2018_3526	118083	Mohammed Alifia Ruqsar
84	BTECH2018_3709	118084	Monu Dahiya

Sl. No.	Regd. No.	Roll No.	Name
85	BTECH2018_3542	118085	Muhammed Shaheem Bangalath
86	BTECH2018_4337	118086	Munish Kumar
87	BTECH2018_3711	118087	Nairirti Sharma
88	BTECH2018_3432	118088	Neha
89	BTECH2018_3722	118089	Nihar Niteshbhai Kunadia
90	BTECH2018_4297	118090	Nishanth M
91	BTECH2018_4489	118091	Nithylesh Raj C S
92	BTECH2018_3762	118092	Nived R Nair
93	BTECH2018_4186	118093	Piyush Raj
94	BTECH2018_3854	118094	Pooja
95	BTECH2018_3446	118095	Prabhu Manoj Parmar
96	BTECH2018_3406	118096	Prajwal Tyagi
97	BTECH2018_4122	118097	Pranav Chandrakant Kanade
98	BTECH2018_4275	118098	Pranjal Nayak
99	BTECH2018_3939	118099	Pranjuli Garg
100	BTECH2018_4245	118100	Prarthana Pal
101	BTECH2018_4201	118101	Prasanna Venkatesh K
102	BTECH2018_4087	118102	Prashant Rajpoot
103	BTECH2018_4003	118103	Preetika Sharma
104	BTECH2018_4088	118104	Priyanshu Bhushan
105	BTECH2018_4058	118105	Priyanshu Priyam Srivastava
106	BTECH2018_3793	118106	Pushkar Milind Bobade
107	BTECH2018_3563	118108	Rahul Sharma
108	BTECH2018_4068	118109	Umanath R
109	BTECH2018_3633	118110	Rajneet Kaur Rajsukhdev Singh
110	BTECH2018_3724	118111	Raman Mishra
111	BTECH2018_3471	118112	Richika
112	BTECH2018_3937	118113	Ritish Saraf
113	BTECH2018_3964	118114	Riya Bhatia
114	BTECH2018_3623	118115	Rupam Banerjee
115	BTECH2018_3431	118116	Sagar Sharma
116	BTECH2018_4056	118117	Samiksha Singh
117	BTECH2018_3649	118118	Samyukta Satheesh
118	BTECH2018_4416	118119	Sandra Saji
119	BTECH2018_4443	118120	Sanjon Rion
120	BTECH2018_3627	118121	Sankalp Kimothi
121	BTECH2018_4004	118122	Sanskar Varshney
122	BTECH2018_4295	118123	Sanyam Verma
123	BTECH2018_4164	118124	Saravana Priyan K B
124	BTECH2018_4406	118125	Saswata Nanda
125	BTECH2018_3433	118126	Shirin Mittal
126	BTECH2018_3493	118127	Shiva Prakash Vadamalai

Sl. No.	Regd. No.	Roll No.	Name
127	BTECH2018_3485	118128	Shivansh Manish Honarao
128	BTECH2018_3612	118129	Shrey Agarwal
129	BTECH2018_3684	118130	Shreya Aggarwal
130	BTECH2018_3408	118131	Shrinath Satyarthi
131	BTECH2018_3780	118132	Sonali Choudhary
132	BTECH2018_4414	118133	Souparnika Santhosh P S
133	BTECH2018_3841	118134	Sparsh Singhal
134	BTECH2018_4286	118135	Srishti Gupta
135	BTECH2018_3686	118136	Srishti Sobti
136	BTECH2018_4162	118137	Sujashree A
137	BTECH2018_4437	118138	Sujith Srinivasan
138	BTECH2018_4347	118139	Tapasya Godwani
139	BTECH2018_3531	118140	Tarun Pahuja
140	BTECH2018_3688	118141	Uttkarsh Pandey
141	BTECH2018_3776	118142	Vedant Goyal
142	BTECH2018_3760	118143	Vinit Raj
143	BTECH2018_3728	118144	Yadu Krishnan P
144	BTECH2018_4141	118145	Yash Bundela
145	BTECH2018_4067	118146	Yash Verma
146	BTECH2018_3888	118147	Yashashree Vasudev Bhagat
147	BTECH2018_3794	118148	Yukta Mahendra Rehpade
148	BTECH2018_3400	118149	Zoya Chettri
149	BTECH2018_NRI-I	118150	Jeslyn Manuvel
150	BTECH2018_3774	118151	Dharini Gupta

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5 years

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AECC: FBM 525 Communication and Negotiation Skills

Semester – II

2-0-0=2

Unit-I

Introduction: Definition and classification of communication, purpose of communication, process of communication, importance of communication in management, communication structure in organization, barriers & gateway in communication, 7 C's of communication, Impact of cross cultural communication.

Unit-II

Employment communication: Writing CVs & Application Letter, Group discussions, interview, types of interview, candidates preparation, Interviewers preparation; Impact of Technological Advancement on Business Communication; Communication networks, Intranet, Internet, teleconferencing, videoconferencing

Oral Communication: What is oral Communication, principles of successful oral communication, two sides of effective oral communication, effective listening, non-verbal communication, Body language, Paralanguage.

Unit-III

Written communication: Purpose of writing, pros & cons of written communication, clarity in writing, principles of effective writing, writing technique.

Business Letters and Reports: Introduction to business letters, Types of business letter, Layout of business letter, Reports: definition & purpose, types of business reports, reports writing.

Unit-IV

Group communication- Meetings: need, importance & planning of Meetings, drafting of notice, agenda, minutes & resolutions of Meeting, writing memorandum, press release, press conference, Business etiquettes – netiquettes, telephonic & table etiquettes.

Presentation Skills: What is a presentation: elements of presentation, designing a presentation, advanced visual support for business presentation, types of visual aid, appearance & posture, practicing delivery of presentation.

Unit-V

Negotiation: Nature, Characteristics, Strategy and Tactics of Distributive Bargaining, Strategy and Tactics of Integrative Negotiation; Strategy and Planning for Negotiation.

Best Practices in Negotiation – Fundamental Structure of negotiation and BATNA

International and Cross Cultural Negotiation: Context and Concept, Influence of Culture on Negotiation

Suggested Readings

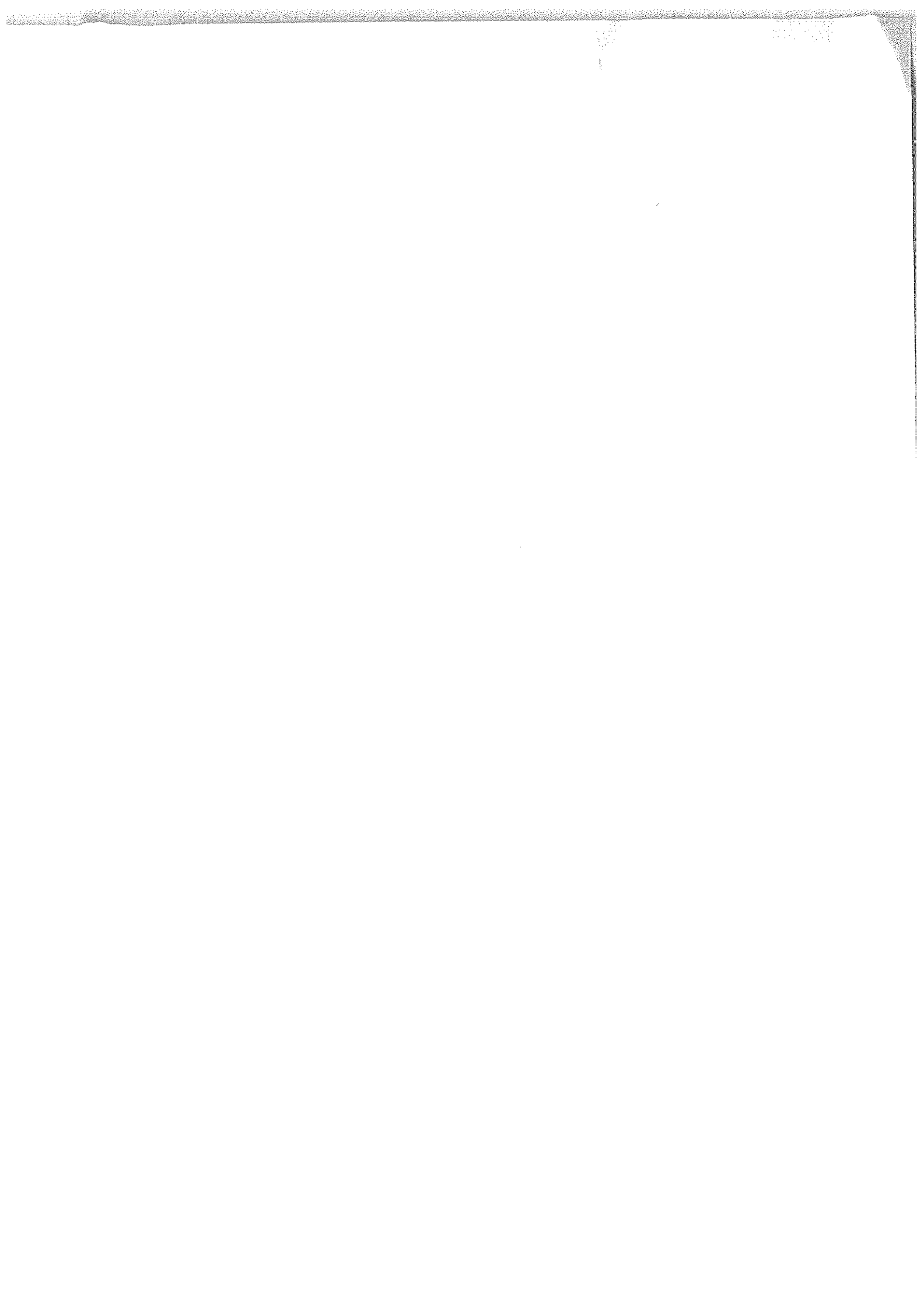
1. Lesikar RV & Pettit Jr. JD – Basic Business Communication : Theory & Application (Tata Mc Grow Hill, 10th Edition).
2. Bisen & Priya – Business Communication (New Age International Publication)
3. Kalkar, Suryavanshi, Sengupta – Business Communication (Orient Blackswan)
4. P.D. Chaturvedi – Business Communication (Pearson Education, 3rd Edition 2006).
5. Sharma R.C., Mohan Krishna – Business : Correspondence and Report Writing (Tata McGraw Hill, 3rd Edition).

Course Outcome

1. Learn to apply proven principles of communication, persuasion and influence to ensure win-win outcomes with a more positive and confident approach.
2. Understand and draft business communication formats like writing of report, project, letter's and email in more effective way
3. Optimisation of pre-negotiation preparation to ensure improved outcomes
Understand, recognise and manage negotiation tactics and negative behaviours.
4. Students can learn to recognise different behavioural types and learn ways to relate better to others.
5. Understand and utilise key communication tools to improve influence on others by integrating combining and applying a range of value adding communication, persuasion and negotiation skills.

M.Tech. FPOM (2018-20)

S.No.	Roll No	Name	Gender
1	618001	Abhijit Mahesh Jadhav	Male
2	618002	Abhishek Srivastava	Male
3	618003	Akash Kumar	Male
4	618004	Akshay Deepak	Male
5	618005	Anjali	Female
6	618006	Arjun Singh	Male
7	618007	Bhukya Chaitanya Brahmanth	Male
8	618008	Chintaginjala Nikhil Venkata Sai	Male
9	618009	Danyal Sagier Siddiqui	Male
10	618010	Kishan Kumar	Male
11	618011	Mritunjay Tiwari	Male
12	618012	Mygapu Vivek	Male
13	618013	Neeraj Kumar Sahu	Male
14	618014	Rajdeep Bhoge	Male
15	618015	Saurabh Singh	Male
16	618016	Silky	Female
17	618017	Utkarsh Kumawat	Male
18	618018	Mahajan Pramod Sanjay	Male



2019
5 year

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CC: MBA 303 BUSINESS ETHICS AND HUMAN VALUES

[3 0 0]

Course Objectives

The course seeks to bridge the gap between the ethical behaviour of the individual and the challenges posed by organized business activity in the global marketplace. It further seeks to educate participants about legal, social and ethical matters in business, and make them sensitive to the consequences of their decisions. The ultimate objectives of this course are to help students gain an understanding of Business Ethics and application of Indian values in managerial decision-making.

Course Contents

Unit-I

Ethical Considerations in Everyday Business; Business Ethics- Nature, Scope and Purpose of Ethics; Relevance of Values; Importance of Ethics & Moral standards.

Unit-II

Institutionalizing ethics in organization: ethical decision making, ethical eco system. ethical accountability, ethical systems & structures, corporate wrongdoing.

Unit-III

Ethical audit, codes of conduct. Ethical training. Ethics issues in Multinational organizations. Corporate Social responsibility and triple bottom line.

Unit-IV

Ethical Issues in market systems, Ethics and social responsibility, Ethics and marketing, Ethics and human resource, Ethics and Information Technology, Ethical theories and approaches, Intellectual property rights like designs, patents, trademarks, copy rights.

Unit-V

Human Values: Meaning, Types, Morals, Values and Ethics; Values impact in Business: Indian Value System and Values, Teaching from scriptures and tradition (Geeta, Ramayana, Mahabharata, Upanishads, Vedas, Bible and Quran); Relevance of values in management; values for managers; holistic approach for managers in decision making.

Cases in Business Ethics and Management by Indian Values.

Course Outcomes

1. Understanding of how moral and ethical values can impact the life and personality of an Individual.
2. Understanding of ethical approach to deal professionally and know its significance in corporate world.
3. Develop and sharpen personality and ethical dealing at every walk of life.

Recommended Textbook

1. Business Ethics- Concept and Cases by Joseph W. Weiss (Latest ed.)

Other Suggested Readings

1. Blair, M. M. (1995). Ownership and control: rethinking corporate governance for the 21st century. Washington: Brookings Institution.
2. Carrol, S. J., & Gannon, J. J. (1997). Ethical dimensions of international management. New Delhi: Sage.
3. AIMA. (2007). Corporate governance & business ethics. New Delhi: Excel.
4. Chakraborty, S. K. (2001). The Management and ethics omnibus. New Delhi: Oxford University Press.
5. Coomaraswamy, A. K. (1993). Spiritual authority and temporal power in the Indian theory of government. New Delhi: Indira Gandhi National Centre for the Arts.
6. Flynn, G. (2008). Leadership and business ethics. U K: Springer.
7. Holden, I. P. (2000). Ethics for managers. Hampshire: Gower.
8. Johnson, C. E. (2008). Meeting the ethical challenges of leadership: casting light or shadow (3rd ed.). New Delhi: Sage.
9. MacLagan, I. P. (1998). Management and morality: A developmental Perspective. New Delhi: Sage.
10. Malachowski, A. (2001). Business ethics: Critical perspective on business and management. London: Routledge.
11. Malden, M. (2002). The blackwell guide to business ethics. New York: Blackwell.
12. Murray, D. (2001). Ethics in organization. India: Kogan Page.
13. Petrick, J. A., & Quinn, J. F. (1997). Management ethics: Integrity at work. New Delhi: Response Books.
14. Robert, A. (2009). Business ethics and ethical business. USA: Oxford University Press.
15. Sekhar, R. C. (2002). Ethical choices in business (2nd ed.). New Delhi: Response.
16. Shiva, R. S. (2001). Corporate crisis management. New Delhi: Response.
17. Valasquez, M. G. (2006). Business ethics: Concepts and cases (6th ed.). USA: Prentice Hall.
18. Williams, O. F. (Ed.). (2003). Business religion and spirituality: A new synthesis. USA: Notre Dame Press.
19. A.C Fernando, Business Ethics: An Indian Perspective, Pearson 2009
20. Weiss, Business Ethics concept & cases, 1st edition, 2009, Cengage Learning
21. Velasquez, Business Ethics, Concepts & Cases, 6th edition, 2009, PHI
22. Murthy, Business Ethics, 2009, Himalaya Publishing House
23. Al Gimi, Case Studies in Business Ethics, 6th edition 2009, Pearson Education

List of admitted students in MBA 2018-20 batch.

S. No.	Roll No.	Name of Student	Gender
1	818001	ACHANTA	Female
2	818002	AISHWARYA DHALKARI	Female
3	818003	ANEESH	Male
4	818004	ANKITA	Female
5	818005	APOORV	Male
6	818006	ASHAVEER SINGH PANNU	Male
7	818007	BHARTI SHARMA	Female
8	818008	CHALAMAIAH SURYADEVARA	Male
9	818009	DIVYANSH SINGH	Male
10	818010	HARSH VERMA	Male
11	818011	JYOTI	Female
12	818012	PRAVEEN	Male
13	818013	RAHUL KUSHWAHA	Male
14	818014	RICHA	Female
15	818015	RINNIE	Female
16	818016	RISAB	Male
17	818017	RISHABH RATHORE	Male
18	818018	RITU KUMARI	Female
19	818019	SAVI MALHOTRA	Female
20	818020	THIRUNAVUKKARRASU.A.L.	Male
21	818021	TWINKLE	Female



2019
5 year

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AECC: MBA 105 BUSINESS COMMUNICATION & NEGOTIATION SKILLS [4 0 0]

Course Objectives

The aim of the course is to develop skills and competencies in participants to be able to communicate effectively through the written and oral medium. Sensitivity towards cross cultural communication will be developed with familiarity with global business etiquette and protocols. The pedagogical focus of the course will be workshop based with emphasis on practice and skills development.

Course Contents

Unit-I

Conceptual Issues in communication: S-R model of Communication; Barriers and Facilitators in Communication. Aspects of Verbal and non verbal Communication.

Unit-II

Principles of Written Communication: 7 C.s of written communication. Deductive, Inductive & AIDA approach to writing business letters. Writing for: Inquiries, Claims, Invitations, Reservations and Orders. Refusal & Collection Letters. Sales Letters; Inter-office Memos; Resume Writing & Recommendation Letters.

Unit-III

Report Writing: Long & Short Business Reports and Business Proposal.
Making Effective Oral Presentations; Conducting Business Meetings & Effective Interviews; Soft skills.

Unit-IV

Personality : Meaning & Concept, Personality Patterns, Symbols of Self, Moulding the Personality Pattern, Persistence & Change; Personality Determinants : An overview of Personality determinants. Evaluation of Personality: Sick Personalities and Healthy Personalities.

Unit-V

Negotiation: Negotiation Skills Practice through Role Plays in different Situations, Extempore, Mock interviews, Telephone Etiquettes Practice, Group Discussions, Group Presentations, Activities designed to highlight Leadership and Team Skills.

Course Outcomes

1. Learn to apply proven principles of effective communication, persuasion and influence to ensure win-win outcomes with a more positive and confident approach.
2. Understanding and effective business communication letters and writing of report,

- project and emails.
3. Improve the results of negotiations by following key principles and procedures.
 4. Optimisation of pre-negotiation preparation to ensure improved outcomes
Understand, recognise and manage negotiation tactics and negative behaviours.
 5. Recognise different behavioural types and learn ways to relate better to others.
 6. Understand and apply key communication tools to improve influence on others by integrating combining and applying a range of value adding communication, persuasion and negotiation skills.

Recommended Textbook

1. Art & Science of Business Communication by Chaturvedi & Chaturvedi (Latest ed.)

Other Suggested Readings

1. Dent, F. O., & Brent, M. (2006). *Influencing*. India: Palgrave Macmillan.
 2. Kennedy, G. (2007). *Everything is negotiable*. Michigan: Prentice Hall.
 3. Hogan, K. (2008). *The secret language of business: how to read anyone in 3 seconds or less*. New Jersey: John Wiley & Sons.
 4. Lesikar, R. V., & Petit, J. D. (2007). *Business communication*. London (7th ed.). Homewood: Richard D. Irwin
 5. Murphy, H. A., & Hildebrandt, W. (2007). *Effective business communications*. New Delhi: McGraw Hill.
 6. Post, P., & Collins, P. P. (2005). *The etiquette advantage in business* (2nd ed.). New York: Harper Resource.
- 1.

MBA 2019-21 Batch

S. No.	Roll No.	Full Name of Candidate	Gender
1	819001	Aabha Nitin Musale	Female
2	819002	AKSHAY VERMA	Male
3	819003	amita bhardwaj	Female
4	819004	ANURAG SHARMA	Male
5	819005	BALASREE PP	Female
6	819006	BHAKTI BAWA	Female
7	819007	charan singh	Male
8	819008	CHESHTA PAHUJA	Female
9	819009	DUSHYANT SINGH	Male
10	819010	Himanshu Kushwaha	Male
11	819011	Himanshu Lohan	Male
12	819012	Imran Mohammad Shaik	Male
13	819013	K AKSHAY MENON	Male
14	819014	Kavya Govind	Female
15	819015	Kushal Singla	Male
16	819016	Mahendra pawar	male
17	819017	mohd mahboob khan	Male
18	819018	MOHIT	Male
19	819019	PARAMJEET	male
20	819020	Prachi Aggarwal	Female
21	819021	ROHIT Shahi	Male
22	819022	SAHIL SHARMA	male
23	819023	SHREYA A NAIR	Female
24	819024	Shruti Trivedi	Female
25	819025	Sibi joshua	Male
26	819026	SUBHADRA THAKUR	Female
27	819027	Sumanth Thommandru	Male
28	819028	Swapnil Singh Mahagaye	Male



2019
5 year

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CC: MBA 107 ORGANIZATIONAL BEHAVIOUR [3 0 0]

Course Objective

The purpose of the course is to help students develop an understanding of the behavioural processes in organizations.

Course Contents

Unit-I

Behaviour: Concept, Nature, Characteristics, Relationship of OB with Other Fields.

Unit-II

Foundations of Individual Behaviour; Personality and Values; Learning, Attitudes and Job satisfaction.

Unit-III

Perception and Attribution: Concept, Nature, Process and Importance and applications; Emotions and Moods.

Unit-IV

Work Motivation; Group Dynamics & Team building; Stages of Group Development, Formal and Informal Groups, Group Processes and Decision Making, Dysfunctional Groups.

Leadership and Influence Process: Leadership: Concept, Function, Styles, Theories of Leadership-Trait, Behavioural and Situational Theories.

Unit-V

Organisational Change : Concept, Nature, Resistance to change, Managing resistance to change, Implementing Change, Kurt Lewin Theory of Change; Stress: Understanding Stress and Its Consequences, Causes of Stress, Managing Stress; Organisational Culture : Concept, Characteristics, Implications of Organisation culture.

Course Outcomes

1. Understanding of the organisational functioning, focusing particularly on the individual and group/team level.
2. Understand how models, theories and concepts about organisational behaviour can be used in practice in different workplaces across different regions of the world.
3. Improve the ability to interact with and manage people.
4. Navigate conflict and make better organizational decisions.
5. Analysis and interpretation of organizational culture to create better place to work.

Recommended Textbook

1. Organizational Behavior by Robbins (Latest ed.)

Other Suggested Readings

1. McShane, L., & Gilnow, M. V. (2003). Organizational behaviour (2nd ed.). New Delhi: Tata McGraw-Hill.
2. Luthans, F. (2002). Organizational behaviour (9th ed.). New Delhi: Tata McGraw-Hill.
3. Pareek, U. (2007). Understanding organizational behaviour. New Delhi: Oxford University Press.
4. Robbins, S. P., & Judge, T.A. (2009). Organizational behaviour (13th ed.). New Delhi: Prentice-Hall of India.
5. Singh, K. (2009). Organizational behaviour: Text and cases. New Delhi: Pearson Education.

MBA 2019-21 Batch

S. No.	Roll No.	Full Name of Candidate	Gender
1	819001	Aabha Nitin Musale	Female
2	819002	AKSHAY VERMA	Male
3	819003	amita bhardwaj	Female
4	819004	ANURAG SHARMA	Male
5	819005	BALASREE PP	Female
6	819006	BHAKTI BAWA	Female
7	819007	charan singh	Male
8	819008	CHESHTA PAHUJA	Female
9	819009	DUSHYANT SINGH	Male
10	819010	Himanshu Kushwaha	Male
11	819011	Himanshu Lohan	Male
12	819012	Imran Mohammad Shaik	Male
13	819013	K AKSHAY MENON	Male
14	819014	Kavya Govind	Female
15	819015	Kushal Singla	Male
16	819016	Mahendra pawar	male
17	819017	mohd mahboob khan	Male
18	819018	MOHIT	Male
19	819019	PARAMJEET	male
20	819020	Prachi Aggarwal	Female
21	819021	ROHIT Shahi	Male
22	819022	SAHIL SHARMA	male
23	819023	SHREYA A NAIR	Female
24	819024	Shruti Trivedi	Female
25	819025	Sibi joshua	Male
26	819026	SUBHADRA THAKUR	Female
27	819027	Sumanth Thommandru	Male
28	819028	Swapnil Singh Mahagaye	Male



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Human Values, Professional Ethics and Personality Development- FBM 421

(2+1+0 = 3 Credits)

Unit-I

Human Values : Meaning, Types, Morals, Values and Ethics

Business Ethics: Nature, scope and purpose of ethics; Relevance of values; Importance of Ethics & Moral standards;

Unit-II

Values impact in Business: Indian Value System and Values, Teaching from scriptures and tradition (Geeta, Ramayana, Mahabharata, Upanishads, Vedas, Bible and Quran)

Unit-III

Relevance of values in management, values for managers; holistic approach for managers in decision making.

Unit-IV

Ethics impact in Business: Ethical Issues in market systems, Ethics and social responsibility, Ethics and marketing, Ethics and human resource, Ethics and Information Technology, Ethical theories and approaches Intellectual property rights like designs, patents, trademarks, copy rights.

Unit-V

Personality: Dimensions and development; Motivation: Internal and external motives, importance of self motivation; Building self confidence and self esteem.

Suggested Reading:

- 1) S.S. Iyer (2002) Managing for Value, New Age International Publishers
- 2) Laura P Hariman, Abha Chatterjee (2007) Business Ethics, Tata McGraw Hill
- 3) S.K. Bhatia (2000) Business Ethics and Managerial Values, Deep & Deep Publications Pvt.Ltd
- 4) Velasquez – Business Ethics – Concepts and Cases, Prentice Hall, 6th Ed.
- 5) Chakraborty, S.K., Management Effectiveness and Quality of Work-life- Indian Insights, Tata MacGraw Hill Publishing Company, New Delhi.

Organisational Behaviour - FBM 211 (2+1+0=3 Credits)

Unit I

Organisational Behaviour: Concept, Nature, Characteristics, Relationship of OB with Other Fields

Unit II

Individual Behaviour: Perception and Attribution: Concept of attitude: attitude, opinions and beliefs; attitudes and behaviour; formation of attitude; factors determining formation of attitude, attitude measurement, attitude change; Definition and meaning of perception; perceptual process; factors influencing perception, Personality: Concept, Nature, Types and Theories; Learning: Concept and Theories.

Unit III

Group Dynamics : The concept of groups, kinds and functions of groups, formal and informal groups, group cohesiveness, group thinking, transactional analysis

Unit IV

Motivation: Concept, Theories and their Application; Leadership: Concept, Function, Styles, Theories of Leadership-Trait Behavioural and Situational Theories.

Unit V

Change : Kind of change Identification of the problem and implementation of change; resistance to change, overcoming resistance to change.

Suggested Reading

1. Luthans Fred: Organizational Behaviour, Tata Mc Graw Hill
2. Robbins Stephen P : Organizational Behaviour, Pearson Education, 12th Edition
3. Weirich Heinz and Koontz Harold, Principles of Management, Tata Mc Graw Hill
4. Weirich Heinz and Koontz Harold, Principles of Management, Tata Mc Graw Hill
5. Hersey Paul, Blanchard, Kenneth and Johnson Dewey E -Management of Organisational Behavior: Leading Human Resources (Pearson Education, 8th Edition)

Handwritten signature/initials



B.Tech 2015-19**Food Technology and Management**

S.No.	Roll No	Student Name	Gender
1	115001	abdullah anwar	Male
2	115002	ABHIJEET RAI	Male
3	115005	Abhishek bhardwaj	Male
4	115006	ABHISHEK KAUSHIK	Male
5	115007	ABHISHEK MALHOTRA	Male
6	115008	ABHISHEK MONGA	Male
7	115009	ABHISHEK RAWET	Male
8	115010	abhishek singh nimbaria	Male
9	115011	ABHISHEK ROSHEN V S	Male
10	115012	ADARSH KUMAR	Male
11	115013	ADITI ARORA	Female
12	115014	Aditi Arora	Female
13	115015	ADITYA SINGH	Male
14	115016	ADITYA RAMBHAU GHATBANDHE	Male
15	115017	AISHWARYA MISHRA	Female
16	115018	AJAY KUMAR NEEL	Male
17	115019	akanksha akanksha	Female
18	115020	Akash Brahma	Male
19	115021	Akashdeep singh	Male
20	115022	Akriti jain	Female
21	115023	akshat tomar	Male
22	115024	Akshaya Arumugam	Female
23	115025	ALKA KUMARI	Female
24	115026	AMAN POONIA	Male
25	115027	AMIT YADAV	Male
26	115028	AMIT KUMAR SAINI	Male
27	115029	ANANYA JINDAL	Female
28	115030	ANIKET RAJ	Male
29	115031	ANIT KUMAR	Male
30	115032	Ankit Kumar	Male
31	115033	ANKIT MOUDGIL	Male
32	115034	ANURAG KUMAR	Male
33	115035	ANUSHA MANCHANDA	Female
34	115036	Aritra Debnath	Female
35	115037	Arnav Dhiman	Male
36	115038	ARPITA VERMA	Female
37	115039	ARSHAD RAZA	Male
38	115040	ARUSHI ARORA	Female
39	115041	ASHISH KUMAR	Male
40	115042	ASHU KUMAR	Male
41	115043	ATHIYA SALAGRAM	Female
42	115044	AVINASH KUMAR	Male
43	115045	AVIRAL YADAV	Male
44	115046	AYUSH VERMA	Male
45	115047	ayush a	Male
46	115048	Bhavesh Mittal	Male
47	115049	Bhavesh Singh	Male
48	115050	BHOOMIKA SAHU	Female

S.No.	Roll No	Student Name	Gender
49	115051	BIVAN PAUL	Male
50	115052	CHETAN PAL	Male
51	115054	Deepak Bhushan	Male
52	115056	DEEPANSHU DHANKHAR	Male
53	115058	DIKSHITA JAIN	Female
54	115059	dinesh jiterwal	Male
55	115060	DIPANSHU GUPTA	Male
56	115061	Disha Sanjay Zanwar	Female
57	115062	DIVYANSH A	Male
58	115064	Gaurav Mittal	Male
59	115065	Gourav kohli	Male
60	115066	gulshan kumar swaika	Male
61	115067	HARIOM SHARMA	Male
62	115068	Harshit Saxena	Male
63	115069	HARSHITA GUPTA	Female
64	115070	Harvinder Singh	Male
65	115071	Himanshu Goel	Male
66	115072	Himanshu Kumar	Male
67	115073	Joy Sareen	Male
68	115075	Kakumoni Bhuyan	Female
69	115076	kamal kumar	Male
70	115077	KANCHAN MALAKAR	Male
71	115078	KARNIKA DUBEY	Female
72	115079	KARTIK SAHU	Male
73	115080	KAUSHAL	Male
74	115081	KAVITHA L	Female
75	115082	Kavya Dileep	Female
76	115083	KESHRAM DULAIT	Male
77	115084	KOTA KUMAR VARDHAN	Male
78	115085	krishna das	Male
79	115087	LAXMAN SINGH RAJPUT	Male
80	115088	MADAN S V	Male
81	115089	Madhu Sharma	Female
82	115090	Madhuresh Kapoor	Male
83	115092	Manu Adarsh	Male
84	115095	MEGHNA JOSHI	Female
85	115097	Mukilan M T	Male
86	115098	NAVRATAN SHARMA	Male
87	115099	NEERAJ GHANGHAS	Male
88	115100	NIKITA MALIK	Female
89	115101	nisha kumari	Female
90	115102	NISHANT GUPTA	Male
91	115103	Nitesh Kumar	Male
92	115105	Nitin Gulati	Male
93	115106	OWAIS FAROOQ	Male
94	115107	Parul Shukla	Female
95	115109	PRANAV SHUKLA	Male
96	115110	Prathamjit Singh Sandhu	Male
97	115112	PRIYA VARSHNEY	Female
98	115113	PULKIT GARG	Male

S.No.	Roll No	Student Name	Gender
99	115114	Rahul Rahul	Male
100	115115	RAHUL VERMA	Male
101	115116	RAHUL KUMAR YADAV	Male
102	115117	RAJAN KUMAR	Male
103	115118	rajesh chauhan	Male
104	115119	RAJNISH	Male
105	115120	Rakshanda Rakshanda	Female
106	115122	Reeya Thakur	Female
107	115123	Rishabh Garg	Male
108	115124	Ritesh Sharma	Male
109	115125	RITU AGGARWAL	Female
110	115126	RUPESH KUMAR	Male
111	115127	S KIRITI AARADHANA	Male
112	115128	sachin saini	Male
113	115129	Sahid Ur Rehman	Male
114	115130	SAHIL NAIN	Male
115	115131	SAKSHI SINGH	Female
116	115132	SANCHITA KUMAR	Female
117	115133	Sandhya Kumari	Female
118	115134	SARLA YADAV	Female
119	115135	SHAHABUDEEN	Male
120	115136	Shana Parveen	Female
121	115137	SHASHANK JAYASWAL	Male
122	115138	Shashank Singh	Male
123	115139	shikha priyadarshni	Female
124	115140	SHIKHA SHARMA	Female
125	115141	shivam gupta	Male
126	115142	SHIVI GOYAL	Female
127	115143	SHRUTI NAIK	Female
128	115144	shubham choudhary	Male
129	115148	SIBI SHELTON M	Male
130	115149	SIDDHARTHA VATSA	Male
131	115150	SIRAZ ALAM	Male
132	115151	sneha govindarajan	Female
133	115152	sneha suhasinee	Female
134	115153	Sourabh K Gharde	Male
135	115154	SOUTRICK PAICK	Male
136	115156	Suchitra Sinha	Female
137	115158	Sulthana Humayoon Muttathukonam	Female
138	115159	sumit kadyan	Male
139	115160	Sunandita Pandit	Female
140	115161	SURBHI	Female
141	115162	Swapnika Medikonda	Female
142	115163	SWETA SAINI	Female
143	115164	SWETHA M	Female
144	115165	tharani tharan	Male
145	115166	UDAYVIR SINGH	Male
146	115167	VAIBHAV SHARMA	Male
147	115168	VAISHNAVI SHARMA	Female
148	115169	vandan gupta	Male

S.No.	Roll No	Student Name	Gender
149	115170	VANI AHUJA	Female
150	115171	VASUNDHRA JAIN	Female
151	115172	VIJAY SEHRAWAT	Male
152	115173	VINAY KUMAR KASWAN	Male
153	115174	Vineet kumar (Left)	Male
154	115175	VIRESH GUPTA	Male
155	115176	VISHAL R	Male
156	115177	Vishrut Sharma	Male
157	115178	Anoop Jain	Male
158	115179	Avanish Parganiha	Male

Year - 2015
5 Yr

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AECC: FBM 512 Management Process and Organisational Behaviour

Semester – I

3-0-0=3

Unit -I

Concept, Nature, Scope and Functions of Management; Levels of Management; management Vs administration, process, skills and roles of a manager, Social responsibility of Business. Evolution of Management Thought-System & Contingency Approach.

Unit -II

Planning: Meaning, Significance, Types, process; Organizing-concept, types, Delegation of Authority, Organization Design & Structure

Unit -III

Decision Making- Concept, process, Types of decisions; Management by Objectives; Bounded Rationality. Communication- meaning, process; Motivation, Leadership. Controlling- Nature and Process of Control, Control Techniques.

Unit-IV

Individual Behaviour: Perception and Attribution: Concept of attitude; formation of attitude; factors determine formation of attitude, attitude measurement; attitude change. Definition and meaning of perception; perceptual process; factors influencing perception. Group Dynamics : The concept of groups, kinds and functions of groups, formal and informal groups, group cohesiveness, transactional analysis.

Unit -V

Conflict and Change: Meaning and Process of conflict; causes, sources, consequences of conflict; conflict resolution strategies. Kind of change; Identification of the problem and implementation of change: resistance to change; overcoming resistance to change.

Suggested Readings

1. Robbins and Coulter, Management; Prentice Hall of India
2. Robert Kreitner, Management Theory and Applications; Cengage
3. Ricky W. Griffin, Management; Biztantra
4. Richard Daft, Principles of Management; Cengage Learning
5. Dr. Neeru Vashishth, Principles of Management; Taxman's
6. Luthans Fred- Organizational Behaviour, Tata McGraw Hill
7. Robbins Stephen P. - Organizational Behaviour, Pearson Education, 12th Edition

Course Outcome

1. Observe and evaluate the influence of historical forces on the current practice of management.

2. Understand the key competencies needed to be an effective manager.
3. Awareness of the centrality of organisational behaviour to understanding organisational functioning, focusing particularly on the individual and group/team level.
4. Understanding of how models, theories and concepts about organisational behaviour can be used in practice in different workplaces across different regions of the world.
5. Improve the ability to interact with and manage people & design effective organisations.

M.Tech. FPOM (2019-21)

S. No.	Roll No.	Name of Student	Gender
1	619001	Abhishek Jagadeesh Hasbi	Male
2	619002	ABUL JUFAR	Male
3	619003	ANANYO CHATTERJEE	Male
4	619004	ANUPRITA SANJAY MOON	Female
5	619005	Anwasha Purty	Female
6	619006	IFTEKHAR AHMED	Male
7	619007	Kosana Pravallika	Female
8	619008	Mayakuntla Gagan Kumar	Male
9	619009	PRATIK PRAMOD JAGTAP	Male
10	619010	RAMAKANTA PANDA	Male
11	619011	Reshma C	Female
12	619012	Soutrick Paick	Male
13	619013	Sukanya Sarkar	Female
14	619014	JAKKA SRISAI PALLAVI	Female

