

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

Subject Code	Subject Name	Credit				Duration
		L	T	P	C	
BHSMC0-001	English	2	0	0	2	30 Hrs
BHSMC0-002	English Lab	0	0	2	1	15 Hrs
BHSMC0-003	Values and Ethics	3	0	0	3	45 Hrs
BHSMC0-004	Gender Culture and Development	3	0	0	3	45 Hrs
BHSMC0-005	Effective Technical Communication	3	0	0	3	45 Hrs
BHSMC0-006	Soft Skills & Personnel Communication	3	0	0	3	45 Hrs
BHSMC0-007	Development of Societies	3	0	0	3	45 Hrs
BHSMC0-008	Elements of Literature	3	0	0	3	45 Hrs
BHSMC0-009	Understanding Society and Culture Through Literature	3	0	0	3	45 Hrs
BHSMC0-010	Industrial Psychology	3	0	0	3	45 Hrs
BHSMC0-011	Human Relation at Work	3	0	0	3	45 Hrs
BHSMC0-012	Human Resource Development and Organization Behaviour	3	0	0	3	45 Hrs
BHSMC0-013	Quantitative Methods for Decision Making	3	0	0	3	45 Hrs
BHSMC0-014	Fundamental of Management for Engineers	3	0	0	3	45 Hrs
BHSMC0-015	Finance and Accounting	3	0	0	3	45 Hrs
BHSMC0-016	Organizational Behaviour	3	0	0	3	45 Hrs
BHSMC0-017	Operations Research	3	0	0	3	45 Hrs
BHSMC0-018	Introduction to Industrial Management					
BHSMC0-019	Economics for Engineers	3	0	0	3	45 Hrs
BHSMC0-020	Economic Policies of India	3	0	0	3	45 Hrs
BHSMC0-023	Macro Economics	3	0	0	3	45 Hrs
BHSMC0-024	Project Management & Entrepreneurship	3	0	0	3	45 Hrs
BHSMC0-025	Philosophy	3	0	0	3	45 Hrs
BHSMC0-026	Universal Human Values 2 – Understanding Harmony	2	1	0	3	45 Hrs
BHSMC0-027	Understanding Interpersonal Dynamics	3	0	0	3	45 Hrs

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

ENGLISH

Subject Code: BHSMC0-001

L T P C
2 0 0 2

Duration: 30 Hrs.

Course Objectives

The main aim of this course is:

1. To enlighten the students with the variety of word bank
2. To help the students to understand intricacies of grammar
3. To help the students to know writing skills

Course Outcomes

After Completing this course, students will be able to:

1. Adapt and apply learned skills
2. Be eloquent over language
3. Have proficiency in English skills.

UNIT-I (7 Hrs.)

Vocabulary Building: The concept of Word Formation, Root words from foreign languages and their use in English, Acquaintance with prefixes and suffixes from foreign languages in English to form derivatives, Synonyms, antonyms, and standard abbreviations.

UNIT-II (9 Hrs.)

Basic Writing Skills: Sentence Structures; Use of phrases and clauses in sentences ; Importance of proper punctuation; Creating coherence; Organizing principles of paragraphs in documents; Techniques for writing precisely

UNIT-III (7 Hrs.)

Identifying Common Errors in writing: Subject-verb agreement; Noun-pronoun agreement; Misplaced modifiers; Articles; Prepositions; Redundancies; Clichés

UNIT-IV (7 Hrs.)

Nature and Style of sensible writing: Describing, Defining, Classifying, Providing examples or evidence, Writing introduction and conclusion

Writing Practices: Comprehension, Précis Writing Essay Writing

Recommended Books

1. Michael Swan, 'Practical English Usage', OUP, 1995.
2. F.T. Wood, 'Remedial English Grammar', Macmillan, 2007.
3. William Zinsser, 'On Writing Well', Harper Resource Book, 2001.
4. Liz Hamp-Lyons and Ben Heasley, 'Study Writing', Cambridge University Press, **2006.**
5. Sanjay Kumar and Pushp Lata, 'Communication Skills', Oxford University Press, 2011.
6. 'Exercises in Spoken English', Parts. I-III. CIEFL, Hyderabad. Oxford University Press.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

ENGLISH LAB

Subject Code: BHSMC0-002

L T P C
0 0 2 1

Duration: 15 Hrs

Oral Communication

(This unit involves interactive practice sessions in Language Lab.)

1. Listening Comprehension
2. Pronunciation, Intonation, Stress and Rhythm
3. Common Everyday Situations: Conversations and Dialogues
4. Communication at Workplace
5. Interviews
6. Formal Presentations

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

VALUES AND ETHICS

Subject Code: BHSMC0-003

L T P C
2 0 0 2

Duration: 30 Hrs

Course Objectives

The main aim of this course is:

1. To help the students to discriminate between valuable and superficial in the life.
2. To help students develop values and ethics in professional life

Course outcomes

After completing of this course, the students will be able to:

1. Discover the professional ethics
2. Discriminate between valuable and the superficial in real situations in their life.

UNIT-I (8 Hrs)

Definition and classification of values: Extrinsic values, Universal and Situational values, Physical, Environmental, Sensuous, Economic, Social, Aesthetic, Moral and Religious values

UNIT-II (9 Hrs)

Values, morality, ethics and their relation with Religion, values as mechanisms of control and coercion. Functional Theory of Values of Talcott Parsons, Concepts related to values: Purusartha, Virtue, Right, duty, justice, Equality, Love and Good. Egoism, Altruism and universalism. The Ideal of Sarvodaya and Vasudhaiva Kutumbakam

UNIT-III (7 Hrs)

Meaning and types of Professional Ethics, Goals of professional work and their problems, Normative and evaluative elements in professional work, Duties and obligations, The Problem of Sustenance of value in the process of Social, Political and Technological Changes

UNIT-IV (6 Hrs)

The Problem of hierarchy of values and their choice, The views of Pt. Madan Mohan Malviya

and Mahatma Gandhi

Case studies – Bhopal Gas Tragedy, Chernobyl and Fukushima Disasters; Equality at work place: gender discrimination and caste/class-based exclusions.

Recommended Books

1. Schwartz, H. Shalom, 'An Overview of the Schwartz Theory of Basic Values'. OnlineReadings in Psychology and Culture. 2(1). doi:10.9707/2307-0919.1116, 2012.
2. Little, William, 'An Introduction of Ethics', Allied Publisher, Indian Reprint. 1955
3. William, K Frankena, 'Ethics'. Prentice Hall of India, 1988
4. Dr. Awadesh Pradhan, 'Mahamana ke Vichara'. (B.H.U., Varanasi 2007

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

GENDER, CULTURE AND DEVELOPMENT

Subject Code: BHSMC0-004

L T P C
3 0 0 3

Duration: 45 Hrs.

Course Objectives

The main aim of this course is:

1. To build an understanding and initiate and strengthen programmes combating gender-based violence and discrimination
2. To analyze current events aiming to increase awareness of contemporary and historical experiences of women, and of the multiple ways that sex and gender interact with race, class, caste, nationality and other social identities.

Course Outcomes

After completing this course, Students will be able to:

1. Understand key issues, questions and debates in Gender Studies, both historical and contemporary
2. To examine cultural assumptions about sex, gender, and sexuality

UNIT-I (10 Hrs.)

Introduction to Gender: Definition of Gender, Basic Gender Concepts and Terminology, Exploring Attitudes towards Gender, Social Construction of Gender

UNIT-II (10 Hrs.)

Gender Roles and Relations: Types of Gender Roles, Gender Roles and Relationships Matrix, Gender-based Division and Valuation of Labour

UNIT-III (10 Hrs.)

Gender Development Issues: Identifying Gender Issues, Gender Sensitive Language Gender, Governance and Sustainable Development, Gender and Human Rights □ Gender and Mainstreaming

UNIT-IV (15 Hrs.)

Gender-based Violence: The concept of violence, Types of Gender-based violence, The relationship between gender, development and violence, Gender-based violence from a human rights perspective

Gender and Culture: Gender and Film, Gender and Electronic Media, Gender and Advertisement, Gender and Popular Literature □

Readings

1. Course readings will be announced in the class.
2. Classes will consist of a combination of activities: dialogue-based lectures, discussions, collaborative learning activities, group work and in-class assignments.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

EFFECTIVE TECHNICAL COMMUNICATION

Subject Code: BHSMC0-005

L T P C
3 0 0 3

Duration: 45 Hrs

Course Objectives

The main objective of this course is:

1. To develop insights about technical writing
2. To develop sense of self development among students
3. To create awareness about business ethics and Role of Engineers

Course Outcomes

After completing this course, Students will be able to:

1. Develop knowledge about technical grammar, writing skills
2. Establish better communication skills at work place
3. Adopt Ethics in his professional life

UNIT-I (15 Hrs)

Information: Design and Development Different kinds of technical documents, Information development life cycle, Organization structures, factors affecting information and document design, Strategies for organization, Information design and writing for print and for online media.

Technical Writing, Grammar and Editing- Technical writing process, forms of discourse, Writing drafts and revising, Collaborative writing, creating indexes, technical writing style and language. Basics of grammar, study of advanced grammar, editing strategies to achieve appropriate technical style, advanced technical communication, Usability, Human factors, Managing technical communication projects, time estimation, Single sourcing, Localization.

UNIT-II (10 Hrs)

Self Development and Assessment- Self assessment, Awareness, Perception and Attitudes, Values and belief, Personal goal setting, career planning, Self-esteem, Managing Time, Personal memory, Rapid reading, Taking notes; Complex problem solving; Creativity.

UNIT-III (10 Hrs)

Communication and Technical Writing- Public speaking, Group discussion, Oral; presentation, Interviews, Graphic presentation, Presentation aids, Personality Development. Writing reports, project proposals, brochures, newsletters, technical articles, manuals, official notes, business letters, memos, progress reports, minutes of meetings, event report.

UNIT-IV (10 Hrs)

Ethics- Business ethics, Etiquettes in social and office settings, Email etiquettes, Telephone Etiquettes, Engineering ethics, Managing time, Role and responsibility of engineer, Work culture in jobs, Personal memory, Rapid reading, Taking notes, Complex problem solving, Creativity.

Reference Books

1. David F. Beer and David McMurrey, Guide to writing as an Engineer, John Willey. New York, 2004
2. Diane Hacker, Pocket Style Manual, Bedford Publication, New York, 2003. (ISBN 0312406843)
3. Shiv Khera, You Can Win, Macmillan Books, New York, 2003.
4. Raman Sharma, Technical Communications, Oxford Publication, London, 2004.
5. Dale Jungk, Applied Writing for Technicians, McGraw Hill, New York, 2004. (ISBN: 07828357-4)

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

6. Sharma, R. and Mohan, K. Business Correspondence and Report Writing, TMH New Delhi 2002.
7. Xebec, Presentation Book, TMH New Delhi, 2000. (ISBN 0402213)

MRSPTU

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

SOFT SKILLS & INTERPERSONAL COMMUNICATION

Subject Code:BHSMC0-006

L T P C
3 0 0 3

Duration: 45 Hrs

Course Objectives

The main aim of this course is:

1. To help students for introspections and self analysis
2. To help them understand leadership skills
3. To assist them to understand the value and role of body language

Course Outcomes

After completing this course, students will be able to:

1. Gain command over all the skills- reading, speaking, writing, listening.
2. Be better leaders and entrepreneurs in the future.
3. Gain knowledge of formal communication and understanding society and culture through literature.

UNIT-I (10 Hrs.)

Soft Skills- Introduction to Soft Skills, Aspects of Soft Skills, Identifying your Soft Skills, Negotiation skills, Importance of Soft Skills, Concept of effective communication. **SELF-DISCOVERY-** Self-Assessment, Process, Identifying strengths and limitations, SWOT Analysis Grid. **Team Building and Team Work** - Introduction, Meaning, Characteristics of an effective team, Role of a Team Leader, Role of Team Members, Difficulties faced.

UNIT-II (12 Hrs.)

Art of Listening- Proxemics, Haptics: The Language of Touch, Meta Communication, Listening Skills, Types of Listening, Listening tips. **Art of Reading-**Introduction. Benefits of reading. Tips for effective reading. the SQ3R technique. Different stages of reading. Determining reading rate of students. Activities to increase the reading rate. Problems faced. Becoming an effective reader.

UNIT-III (12 Hrs.)

Art of Writing - Introduction, Importance of Writing Creative Writing, Writing tips, Drawback of written communication. **Art of Speaking-** Introduction. Communication process. Importance of communication, channels of communication. Formal and informal communication. Barriers to communication. Tips for effective communication. tips for conversation. Presentation skills. Effective multi-media presentation skills. Speeches and debates. Combating nervousness. Patterns and methods of presentation. Oral presentation, planning and preparation.

UNIT-IV (11 Hrs.)

Body Language - Introduction- Body Talk, Forms of body language, uses of body language, Body language in understanding Intra and Inter-Personal Relations, Types of body language, Gender differences, Gaining confidence with knowledge of Kinesics. **Group Discussion-** Introduction. Importance of GD. Characters tested in a GD. Tips on GD. Essential elements of GD. Traits tested in a GD .GD etiquette. Initiating a GD. Nonverbal communication in GD. Movement and gestures to be avoided in a GD. Some topics for GD. **Interview Skills** - Introduction. Types of interview. Types of question asked. Reasons for rejections. Post-interview etiquette. Telephonic interview. Dress code at interview. Mistakes during interview.

Recommended Books

1. R.C. Sharma and Krishna Mohan, 'Business Correspondence and Report Writing', TMH, New Delhi,
2. N. Krishnaswami and T. Sriraman, 'Creative English for Communication', Macmillan.
3. Penrose, John M., et al., 'Business Communication for Managers', Thomson South Western, New Delhi
4. Holtz, Shel, 'Corporate Conversations', PHI, New Delh
5. Lucas, Stephen E., 'The Art of Public Speaking', 11th Edn., International Edn., McGraw Hill Book Co.,
6. Goleman, Daniel, 'Working with Emotional Intelligence', Banton Books, London

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

DEVELOPMENT OF SOCIETIES

Subject Code- BHSMC0-007

L T P C
3 0 0 3

Duration – 45 Hrs

Course Objective

The main aim of this course is:

1. To provide a natural link between engineering and humanities
2. To develop inter-dependence and co-existence in nature
3. To provide understanding of alternative models of development

Course Outcomes

After completing this course, Students will be able to:

1. Establish link between Social Development and Profession life
2. Understand role of economy in overall growth
3. Understand the current context of economic development in society

UNIT-I (15 Hrs)

Social Development: Concepts behind the origin of Family, Clan and Society, Different Social Systems, Relation between Human being and Society, Comparative studies on different models of Social Structures and their evolution.

UNIT –II (10 Hrs)

Political Development: Ideas of Political System as learnt from History, Different models of Governing system and their comparative study.

UNIT-III (10 Hrs)

Economic Development: Birth of Capitalism, Socialism, Marxism, Concept of development in pre-British, British and post British period- Barter, Jajmani,

UNIT-IV (10 Hrs)

Development in Current Context: E. F. Schumacher's idea of development, Buddhist economics. Gandhian idea of development. Swaraj and Decentralization.

Recommended Books

1. Dr. S.K. Jena & B.N. Mohanty “Indian Society”
2. C N Shankar Rao “Indian Society” by
3. Gulshan Rai, Somnath Verma & Suresh Kumar, “Foundation of Political Science, Indian Constitution & Government”
4. William Korblum, ‘Sociology –In a Changing Society’

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

ELEMENTS OF LITERATURE

Subject Code: BHSMC0-008

L T P C
3 0 0 3

Duration - 45 Hrs

Course Objectives

The main objectives of the course is:

1. To help students to understand literature and its significance
2. To help students to know society and literature's role in society.
3. To help pupils to understand cultural ethics

Course Outcomes

After completing this course, the students will be able to:

1. Implication the knowledge gain from literature.
2. Comprehend the actual role of literature in life

UNIT- I (15 Hrs)

Introduction to Elements of Literature 1. Relevance of literature a) Enhances Reading, thinking, discussing and writing skills. b) Develops finer sensibility for better human relationship. c) Increases understanding of the problem of humanity without bias. d) Providing space to reconcile and get a cathartic effect.

UNIT- II (10 Hrs)

Elements of fiction a) Fiction, fact and literary truth. b) Fictional modes and patterns. c) Plot character and perspective.

UNIT-III (10 Hrs)

Elements of poetry a) Emotions and imaginations. b) Figurative language. c) (Simile, metaphor, conceit, symbol, pun and irony). d) Personification and animation. e) Rhetoric and trend.

UNIT-IV (10 Hrs)

Elements of drama a) Drama as representational art. b) Content mode and elements. c) Theatrical performance. d) Drama as narration, mediation and persuasion. e) Features of tragedy, comedy and satire.

Recommended Books

1. An Introduction to the Study of English Literature, W.H. Hudson, Atlantic
2. An Introduction to Literary Studies, Mario Klarer, Routledge
3. The Experience of Poetry, Graham Mode, Open college of Arts with Open Unv Press, 1991.
4. The Elements of Fiction: A Survey, Ulf Wolf (ed), Wolfstuff
5. The Elements of Drama, J.L.Styan, Literary Licensing,

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

UNDERSTANDING SOCIETY AND CULTURE THROUGH LITERATURE

Subject Code: BHSMC0-009

L T P C
3 0 0 3

Duration: 45 Hrs

Course Objectives

The main aim of this course is:

1. To internalize the importance of language by understanding its role in the transformation of man.
2. To look at language, literature and culture as locus of identity and change.
3. To extract meaning from existing literatures and cultures.
4. To identify meanings in modern life by reconnecting with lost cultures.

Course Outcomes

After completing this course, Students will be able to:

1. Identify the connections among language, literature and culture.
2. Relate between seemingly different aspects of life.
3. Understands the fractions in modern life and can assimilate meanings.

UNIT-I (11 Hrs)

Introduction Why study literature? Tracing the origin – pictures. Tokens as precursors of writing. Movement from three dimensions to two dimensions- Pictography. From visual to oral -Logography. Reading out literature to young children- Edmund J Farrell.

UNIT-II (12 Hrs)

Reading Culture Reading culture through language, signs and consumables- Roland Barthes. Culture through poems- Nissim Ezekiel's 'The night of the Scorpion'. 'Nothing's Changed'- Tatamkhulu Afrika- Apartheid. Ruskin Bond- 'Night train at Deoli'- How real life is different from movies.

UNIT-III (11 Hrs)

Identifying Meaning Searching and locating meaning through literature. Looking for order in a chaotic world. The Myth of Sisyphus (Albert Camus) and Adi Shankar's 'Jagat Mithya'- the world as an illusion. The Indian version as 'meaningless meaning'.

UNIT-IV (11 Hrs)

Post Modernism 'If on a winter's night a traveler'- Italo Calvino. The book about the reader- the experience of reading as reading. Metafiction. Selfie Culture. Visual Culture as purpose of. Introspection.

Recommended Books

1. Bond, Ruskin: 'Night train at Deoli'
2. Ezekiel, Nissim: 'The Night of the Scorpion'
3. Afrika, Tatamkhulu: 'Nothing's Changed'
4. Barthes, Roland: Mythologies
5. Shankaracharya: Viveka Chudamani
6. Camus, Albert- The Myth of Sisyphus
7. Calvino, Italo: If on a winter's night a traveler
8. Farrell, Edmund J: 'Listen, my children, and you shall read'

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

INDUSTRIAL PSYCHOLOGY

Subject Code: BHSMC0-010

L T P C
3 0 0 3

Duration – 45 Hrs

Course Objectives

The main aim of this course is:

1. To understand the origins of Industrial Psychology and what Industrial Psychologists do
2. To Increase awareness of important psychometric properties of personnel and psychological testing materials and their applications.
3. To Develop skills for designing and developing human/employee relationship with industry
4. To Impart relevant skills and knowledge for independent learning of other subjects that require such skills and knowledge.

Course Outcomes

After completing this course, the students will be able to:

1. Validate and develop a job specific selection design
2. Understand how to design, develop, and evaluate job specific training program
3. Develop reasoning for the usefulness of organizational psychology in the workplace
4. Defend the utility of industrial/organizational psychology through research

UNIT-I (11 Hrs.)

Introduction: Nature, Scope and Problems of Industrial Psychology, Historical Development. Psychology in Organizations, Scientific Management, Principles, Experiments Conducted for the Application of Principles, Critical Analysis of the Principles, Individual Differences and their Evaluation. Hawthorne studies and Implications

UNIT-II (12 Hrs.)

Psychological Testing: Approaches, Validity, Advantages and Limitations in Industry.

Attitude: Need, Importance, Measurement, Techniques used to improve Attitude in industry.

Morale: Determinants, Measurement, Methods of improving morale.

Job satisfaction: Meaning, Definition, Theories of job Satisfaction: Maslow's Hierarchy, Vroom's Theory, Herzberg's Theory, Stogdill's Theory, Methods to improve Job Satisfaction.

UNIT-III (11 Hrs.)

Industrial Conflicts: Industrial Absenteeism; its Causes and Control.

Labour Turnover: Relationship between Turnover and Job Complexity.

Industrial Fatigue: Definition, Nature, Measurements, Production Curve, Mitigation Measures.

Industrial Accident: Causes, Accident Proneness: Approaches, Critical Evaluation: Reduction and Prevention.

UNIT-IV (11 Hrs.)

Human Engineering: Importance, Development, Problems.

Stress and Mental Health of Employees: Causes, Reduction and Measures.

Consumer Psychology: Consumer Psychology Factors, Self-Image, Culture.

Consumer Decision Making Process: Cognitive, Economic, Passive, Emotional Model.

Recommended Books

1. M.L. Blum & J.C. Naylor. 'Industrial Psychology' (Its Theoretical & Social Foundations) CBS.
2. P.K. Ghosh & M.B. Ghorpade, 'Industrial Psychology' Himalaya Publications.
3. J.B. Miner, 'Industrial-Organisation Psychology' Tata McGraw Hill.
4. Riggio, 'Industrial/Organisational Psychology' 4th Edn., Prentice Hall India.
5. Dubrin, 'Applying Psychology: Industrial & Organisation Effectiveness', 5th Edn., Prentice Hall India.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

HUMAN RELATIONS AT WORK

Subject Code: BHSMC0-011

L T P C
3 0 0 3

Duration: 45 Hrs

Course Objective

The main aim of this course is:

1. To introduce various levels of industrial relations
2. To provide knowledge about functions of Trade Unions
3. To enhance knowledge about conflicts at workplace

Course Outcome

After Completing this course, Students will be able to:

1. Handle conflicts at workplace
2. Maintain worklife balance
3. Adopt right approach for grievance handling

UNIT -I (13 Hrs)

Understanding and Managing Yourself: Human Relations and You: Self-Esteem and Self-Confidence: Self-Motivation and Goal Setting; Emotional Intelligence, Attitudes, and Happiness; Values and Ethics and Problem Solving and Creativity

UNIT- II (10 Hrs)

Dealing Effectively with People: Communication in the Workplace; Specialized Tactics for Getting Along with Others in the Workplace; Managing Conflict; Becoming an Effective Leader; Motivating Others and Developing Teamwork; Diversity and Cross-Cultural Competence.

UNIT -III (12 Hrs)

Managing Stress and Personal Problems, Meditation.

Industrial Conflicts: Concept, Classification, Causes, Impact of Industrial Disputes, Grievance Management, Collective Bargaining

Managing Stress and Personal Problems, Meditation.

Staying Physically Healthy: Yoga, Pranayam and Exercise: Aerobic and anaerobic.

UNIT- IV (10 Hrs)

Developing Career Thrust: Getting Ahead in Your Career, Learning Strategies, Perception, Life Span Changes, Developing Good Work Habits. Participative Management: Concepts, Forms, Objectives, Levels Quality of Work Life

Recommended Books

1. Monappa, A. '*Dynamics of Industrial Relations*', Tata McGraw Hill, New Delhi
2. Singh, B.D., '*Industrial Relations & Labour Law*', Excel Books, New Delhi
3. Mamoria, Mamoria, Gankar, '*Dynamics of Industrial Relations*', Himalaya Publishing Houses New Delhi
4. Dubrien, A. J. (2017). *Human Relations for Career and Personal Success: Concepts, Applications, and Skills*, 11th Ed. Upper Saddle River, NJ: Pearson
5. Greenberg, J. S. (2017). *Comprehensive Stress Management* (14th edition). New York: McGraw Hill.
6. Udai, Y. (2015). *Yogasan aur pranayam*. New Delhi: N.S. Publications.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

HUMAN RESOURCE DEVELOPMENT AND ORGANIZATIONAL BEHAVIOUR

Subject Code: BHSMC0-012

L T P C
3 0 0 3

Duration: 45 Hrs

Course Objectives

The main aim of this course is:

1. To understand the role of HRM in an organization.
2. To learn to gain competitive advantage through people.
3. To introduce the students with the concept and Nature and Theoretical frameworks; Disciplines contributing to the field of OB.

Course Outcomes

After completing this course, the students will be able to:

1. Understand the basic concepts and frameworks of Human Resource Management (HRM), and understand the role that HRM has to play in effective business administration.
2. Develop ability to think about how HRM should be used as a tool to execute strategies.
3. Investigate the role that HRM has to play in supporting the organization to achieve a sustainable competitive advantage.
4. Analyze elements such as the company and their vision, values and strategies.
5. Analyze individual and group behaviour, and understand the implications of organizational behaviour on the process of management

UNIT-I (11 Hrs.)

Introduction to HRM: Nature, Scope, Role and Importance of HRM, New Trends in HRM due to Globalization Deregulation and Technological Advancements, HRM Practices in India, Issues and Challenges.

Human Resource Planning: Concept of Human Resource Planning (HRP), Factors in HRP, Process of HRP

UNIT-II (12 Hrs.)

Job Analysis and Design: Job Analysis, Job Description, Writing a Job Description, Job Specification, Job Design, Recruitment and Selection

Human Resource Development: Identification of Training Needs and Techniques of Training, Employee Development and Career Planning, Wage and Salary Administration and Incentives, Performance Appraisal, Methods and Problems of Performance Appraisal

UNIT-III (10 Hrs.)

Introduction to Organization Behaviour: Meaning of Organizational Behavior and Its Relevance in today's Business Environment, Contributing Disciplines to Organization Behavior (OB), Role of OB in Management Practices, Challenges and Opportunities for OB.

Attitudes: Importance, Components and Major Job Attitude. **Personality:** Concept, Self-esteem, Major Determinants of Personality

UNIT-IV (12 Hrs.)

Motivation: Definition & Process, Early Theories of Motivation, Contemporary Theories of Motivation, Nature and process of Motivation, Application of Motivation Concept. Job Satisfaction: Nature & Significance of Job satisfaction. **Leadership:** Nature Significance & Theories; Leadership Effectiveness Model; Leadership Traits & Skills; Behavioural Styles in Leadership. Transactional Analysis, Life Position, Johari Window Model.

Recommended Books

1. V.S.P. Rao, 'Human Resource Management', Excel Books.
2. Monnappa and Sai Yadan, 'Personnel Management', Tata McGraw Hill.
3. Dessler and Garg, 'Human Resource Management', Pearson Education.
4. C.B. Memoria, 'Personal Management', Himalaya Publications.
5. K. Aswathappa, 'Human Resource Management', Tata McGraw Hill.
6. C.B. Gupta, 'Human Resource Management', Sultan Chand & Sons.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

QUANTITATIVE METHODS FOR DECISION MAKING

Subject Code- BHSMC0-013

L T P C
3 0 0 3

Duration – 45hrs.

Course Objectives

The main aim of this course is:

1. To understand the statistical methods which are applied in all functional areas of business: accounting, finance, management and marketing.
2. To enable students to understand the role and importance of Statistics in improving managerial decisions.
3. To make understanding of various research tools and techniques.

Course Outcomes

After completion of this course, students will be able to:

1. Understand the key terminology, concepts tools and techniques used in various business statistical analysis
2. Understand the meaning and importance of correlation and regression analysis including both simple and multiple correlation and regression
3. Discuss critically the uses and limitations of statistical analysis

UNIT-I (10 Hrs)

Statistics: An Overview-Concept, Significance and Limitations, Importance and Scope of Statistics in Decision Making in Business Management, Identification of Problem, Distribution of Data - Normal Distribution

Measure of Central Tendency: Objectives of Averaging. Requisites of Measure of Central Tendency, Mathematical Averages – Arithmetic Mean (Simple and Weighted), Geometric Mean, Harmonic Mean, Averages of Position-Median and Mode, Partition Values- Quartiles, Deciles and Percentiles, Relationship Between Mean, Median and Mode.

UNIT-II (15Hrs)

Measure of Dispersion: Classification of Measure of Dispersion; Range and Inter Quartile Range, Deviation, Variance and Standard Deviation, Chebyshev's Theorem, Coefficient of Variation, Skewness, Measures of Skewness

Correlation: Significance, Types, Methods of Correlation Analysis: Scatter Diagrams, Karl Pearson's Correlation Coefficient, Rank Correlation Coefficient, Properties of various types of Correlation

UNIT-III (10 Hrs)

Regression: Concept of Regression and The Difference between Correlation and Regression, Lines and Equations of Regression. Regression as a Predicting Tool

UNIT-IV (10 Hrs)

Time Series Analysis: Components of a Time Series, Determination of Secular Trend and Seasonal Variations in Business Data, Least Squares Method as a Tool for Forecasting.

Index Numbers: Different Methods of Constructing Price and Quantity Index Numbers. Fixed Base and Chain Base Index Numbers

Recommended Books

1. Levin & Rubin, 'Statistics for Management', Prentice Hall
2. Beri, 'Business Statistics', Tata Mc Graw Hill
3. Croucher, 'Statistics: Making Business Decisions', Tata McGraw Hill
4. Gupta & Gupta, 'An Introduction to Statistical Methods', Vikas Publications
5. S P Gupta, 'Statistical Methods', Sultan Chand

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

FUNDAMENTALS OF MANAGEMENT FOR ENGINEERS

Subject Code: BHSMC0-014

L T P C
3 0 0 3

Duration: 45 Hrs

Course Objectives

The main aim of this course is:

1. To help the students gain understanding of the functions and responsibilities of managers.
2. To provide them tools and techniques to be used in the performance of the managerial job.
3. To enable them to analyze and understand the environment of the organization.
4. To help the students to develop cognizance of the importance of management principles

Course Outcomes

After completing this course, the students will be able to:

1. Recognize the role of a manager and how it relates to the organization's mission.
2. Define management, its four basic functions and skills.
3. Know critical management theories and philosophies and how to apply them.
4. Recognize the concept of social responsiveness and its benefits.
5. Explain the relationship between strategic, tactical, and operational plans.

UNIT-I (12 Hrs.)

Introduction to Management: Definition, Nature, Significance and Scope. Functions of Manager, An Overview of Management Functions. Is managing a science or art? Evolution of Management Thought: Classical Approach, Scientific Management

UNIT-II (12 Hrs.)

Planning and Decision Making: Types of Plans and Process of Planning, Nature of Objectives, Setting Objectives. Importance and Steps in Decision Making, Types of Decision and Decision Making Under Different Conditions. Group Decision Making. Decision Making Styles Organizing: Nature and Significance, Process of Organizing, Bases of Departmentation, Delegation and Decentralization, Line & Staff relationship

UNIT-III (11 Hrs.)

Delegation: Concept and Elements. Authority, Responsibility, Accountability Coordination: Concept and Importance, Factors which Make Coordination Difficult, Techniques or Methods to Ensure Effective Coordination.

UNIT-IV (10 Hrs.)

Control: Concept, Planning-Control Relationship, Process of Control, Traditional & Modern Techniques of Control Management by Objectives: Concept, Benefits and Weaknesses

Recommended Books

1. Heinz Wehrich, Cannice & Koontz, 'Management (A Global Perspective)', Tata McGraw Hill.
2. Harold Koontz, and Heinz Wehrich, 'Essentials of Management: An international Perspective', Tata McGraw Hill.
3. Stephen Robbins & Mary Coulter, 'Management', Pearson Education.
4. VSP Rao & VH Krishna, 'Management', Excel Books.
5. P. Subba Rao, 'Principles of Management', Himalaya Publishing.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

FINANCE & ACCOUNTING

Subject Code: BHSMC0-015

L T P C
3 0 0 3

Duration- 45 Hrs

Course Objectives:

The main aim of this course is:

1. To provide an in-depth view of the process in financial management of the firm
2. To develop knowledge on the allocation, management and funding of financial resources.
3. To improving students' understanding of the time value of money concept and the role of a financial manager in the current competitive business scenario.
4. To enhancing student's ability in dealing short-term and long term dealing with day-to-day working capital decision and raising finance.

Course Outcomes: After completing this course the students should be able to:

1. Explain the concept of fundamental financial concepts, especially time value of money.
2. Apply capital budgeting projects using traditional methods.
3. Analyze the main ways of raising capital and their respective advantages and disadvantages in different circumstances
4. Integrate the concept and apply the financial concepts to calculate ratios and do the capital budgeting

Unit-I (12 Hrs.)

Introduction to Accounting: Meaning, Objectives, Basic Accounting Terms. Accounting Principles: Meaning and Nature, Accounting Concepts, Bases of Accounting, Nature of Accounts, Origin of Transactions Source Documents and Vouchers Accounting Equations Rules of Debit and Credit Recording of Transactions: Book of Original Entry-Journal, Ledger Posting from Journal and Ledger Balancing, Subsidiary Books

Unit-II (11 Hrs.)

Nature, Scope and Objectives of Financial Management, Profit Maximization Vs Wealth Maximization, Financial Planning, Forms of Business Organization, Role of Financial Manager.

Capital Structure – Introduction, Factors Affecting Capital Structure, Liquidity Ratios. Capital Structure Theories: Net Income Approach, Net Operating Income Approach, Traditional Approach, Modigliani-Miller Model (MM).

Unit-III (11 Hrs.)

Working Capital Decision: Meaning, Nature and Scope of Working Capital - Component of Working Capital – Factors affecting Working Capital, Working Capital Strategies, Capital Budgeting Techniques: Discounted and Non-Discounted Methods (Pay Back, ARR, NPV, IRR, Benefit Cost Ratio), Long Term and Short Term Sources of Funds.

Unit-IV (11 Hrs.)

Long Term Sources of Funds: Equity share, Preference shares, Debentures, Bonds, Warrants, Venture capital and Ploughing back of profits. Short Term Sources of Funds: Commercial Paper, Certificate of Deposit, Treasury Bills.

Recommended Books

1. Brigham, 'Financial Management: Text & Cases', Cengage Learning.
2. Brealy&Myres, 'Principles of Corporate Finance', Tata McGraw Hill.
3. Ambrish Gupta, 'Financial Accounting for Management', 2ndEdn., Pearson Education.
4. I.M. Pandey, 'Financial Management', Vikas Publishers.
5. S.P. Jain and K.L. Narang, 'Principles of Accounting', Kalyani Publishers, New Delhi, 2004.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

ORGANIZATIONAL BEHAVIOUR

Subject Code –BHSMC0-016

L T P Cr
3 0 0 3

Duration:45 Hrs.

Course Objectives: The course aims to provide an understanding of basic concepts, theories and techniques in the field of human behaviour at the individual, group and organizational levels in the changing global scenario. The course must be taught using case study method.

UNIT-I (12Hrs)

Organizational Behaviour: Concepts, Theories and organization aspects of OB, Contributing Disciplines to OB, challenges and opportunities for OB. Foundations of Individual Behaviour: Biographical Characteristics, Course, Theories of Course, Attitudes, Attitude Change, Values & Beliefs, Prejudices Personality: Determinants of Personality, Perception, Attribution Theory, Person's Perception.

UNIT-II (11Hrs)

Motivation: Definition & Process, Early Theories of Motivation, Contemporary Theories of Motivation, Nature and process of Motivation, Application of Motivation Concept. Job Satisfaction: Nature & Significance of Job satisfaction. Leadership: Nature Significance & Theories; Leadership Effectiveness Model; Leadership Traits & Skills; Behavioural Styles in Leadership. Transactional Analysis, Life Position, Johari Window Model.

UNIT-III (11Hrs)

Foundations of Group Behaviour: Nature & Concept of Group Formation, Stages of Group Formation, Theories of Group Formation. Teams, Difference between Group and Team Group Decision Making: Meaning & Nature, Decision Making Process; Decision Making Styles; Advantages & disadvantages of Decision Making; Techniques of Decision Making; Group Size & Decision Making.

UNIT-IV (11Hrs)

Organizational Change & Development: Meaning & Definition, Change Agents, Change Models, Resistance to Change. Power and Politics in Organization: Nature & Concepts, Sources & Types of Power, Techniques of Politics. Stress Management: Meaning and Concept of Stress, Stress in Organizations

Recommended Books

1. Robbins, 'Organization Behavior', Pearson Education.
2. Luthans, 'Organization Behavior', Tata McGraw Hill.
3. Hersey, 'Management of Organizational Behavior', Prentice Hall India.
4. Aswathappa, 'Organization Behavior', Himalaya Publications.
5. L.M. Prasad, 'Organization Behavior', Sultan Chand & Sons
6. Parikh, Gupta, 'Organizational Behavior', Tata McGraw Hill

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

OPERATIONS RESEARCH

Subject Code: BHSMC0-017

L T P C
3 0 0 3

Duration – 45 Hours

Course Objectives: The main aim of this course is

1. To impart knowledge in concepts and tools of Operations Research
2. To equip students with tools to apply mathematical models in decision making.
3. To make the students understand about resource maximization techniques through quantitative techniques.
4. To understand techniques of location and facility planning; Material management, Feasible solution in business operations.

Course Outcomes: After completing this course, the students will be able to:

1. Identify the elements of operations management and various transformation processes to enhance productivity and competitiveness.
2. Understanding and application of various methods of transportation and assignment problems to solve various issues of organization
3. Understanding of decision theory under certainty and uncertainty
4. Understand the usage of game theory and Queuing theory for Solving Business Problems

UNIT-I (12 Hrs.)

Decision-Making Environments: Decision-Making Under Certainty, Uncertainty and Risk Situations; Uses of Decision Tree, Uses, Scope and Applications of Operation Research in **Managerial Decision-Making, Project Management:** Rules for Drawing the Network Diagram, Application of CPM and PERT Techniques in Project Planning and Control; Crashing its Uses.

UNIT-II (12 Hrs.)

Linear Programming: Mathematical Formulations of LP Models for Product-Mix Problems; Graphical and Simplex Method of Solving LP Problems; Sensitivity Analysis; Transportation Problem: Various Method of Finding Initial Basic Feasible Solution and Optimal Cost Assignment Model: Algorithm and its Applications.

UNIT-III (10 Hrs.)

Game Theory: Concept of Game; Two-Person Zero-Sum Game; Pure and Mixed Strategy Games; Saddle Point; Odds Method; Dominance Method and Graphical Method for Solving Mixed Strategy Game -Sequencing Problem: Johnsons Algorithm for N Jobs and Two Machines, n Jobs and Three Machines, Two Jobs and M Machines Problems.

UNIT-IV (11 Hrs.)

Queuing Theory: Characteristics of M/M/I Queue Model; Application of Poisson and Exponential Distribution in Estimating Arrival Rate and Service Rate; Replacement Problem: Replacement of Assets that Deteriorate with Time.

Recommended Books

1. Taha Hamdy, 'Operations Research: An Introduction', Prentice Hall.
2. J.K. Sharma, 'Operations Research', Pearson Course.
3. Vohra, 'Quantitative Techniques in Management', Tata McGraw Hill.
4. Peter C. Bell, 'Management Science/ Operations Research', Vikas Publications.
5. Anand Sharma, 'Operations Research', Himalaya Publications.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

INTRODUCTION TO INDUSTRIAL MANAGEMENT

Subject Code: BHSMC0-018

L T P C
3 0 0 3

Duration: 45 Hrs

Course Objectives

The aim of this course is:

1. To introduce the concepts of Industrial Management
2. To provide knowledge about various Costs and Inventory Management
3. To highlight the latest trend in Industrial Management

Course Outcome

After completing this course, the students will be able to:

1. Understand the theories and principles of modern management
2. Apply the concepts to the management of organizations in private and public sector
3. Plot and analyze inventory control models and techniques.
4. Understand JIT, MRP and Six Sigma

UNIT-I (10 Hrs.)

Concepts of Industrial Management: Introduction: Concept and scope of Industrial Management. Productivity: Definition, measurement, productivity index, types of production system, Industrial Ownership. Functions of Management, Evolution of Management Thought : Taylor's Scientific Management, Fayol's, Principles of Management, Douglas Mc-Gregor's Theory X and Theory Y, Mayo's Hawthorne, Experiments, Herzberg's Two Factor Theory of Motivation, Maslow's Hierarchy of Human Needs

Introduction to Human resources management: Nature of HRM, functions and importance of HRM.

UNIT-II (10 Hrs.)

Designing Organizational Structures: Concept, Importance and characteristics of organization, Types of organization - Project, matrix and informal organization. Span of control, Delegation of authority.

Work Study: Introduction, Definition, Objectives, Steps in Work Study, Method Study: Definition, Objectives, Steps of Method Study,

Work Measurement: Purpose, Types of study: Stop Watch Methods-Steps, allowances, Standard Time Calculations, Work Sampling, Production Planning and Control

UNIT-III (11 Hrs.)

Cost Analysis: Cost classification: Prime cost, Overhead cost, Selling and Distribution Cost, Fixed cost, Variable cost, Implicit cost, Explicit cost, Replacement cost, Opportunity cost, Marginal cost

Inventory Control: Inventory, Cost, Models of inventory control: EOQ, ABC, VED

UNIT-IV (14 Hrs.)

Quality Control: Statistical Quality Control, Control charts for variables and attributes, Acceptance Sampling- Single sampling- Double sampling plans,

Recent Trends in Industrial Management—Material Requirement Planning (MRP), Enterprise Resource Planning(ERP), Just in Time (JIT), Six Sigma-Concept and benefits

Recommended Books

1. O.P Khanna, Industrial Engineering.
2. M.S. Saiyada, 'Minappa and Personnel Managements'. Tata Mc Graw Hill
3. C.B. Mamoria, 'Personnel Management', Himalaya Publications
4. Ravi Shankar, 'Industrial Engineering', Galgotia

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

ECONOMICS FOR ENGINEERS

Subject Code: BHSMC0-019

L T P C
3 0 0 3

Duration: 45 Hrs

Course Objectives

The main aim of this course is:

1. To equip the students of management with time tested tools and techniques of managerial economics to enable them to appreciate its relevance in decision making.
2. To explore the economics of information and network industries and to equip students with an understanding of how economics affect the business strategy of companies in these industries.
3. To develop economic way of thinking in dealing with practical business problems and challenges

Course Outcomes

After completing this course, the students will be able to:

1. Able to analyze the demand and supply conditions of the market and accordingly assess the position of a company.
2. Understand the basic economic problems faced by the society and make effective decisions.
3. Design competition strategies which includes costing, pricing, product differentiation, and market environment according to the natures of products and the structures of the markets.
4. Analyze the market competitions and design strategies accordingly.

UNIT-I (12 Hrs.)

Micro Economics: Meaning, Nature, Scope and Limitations Basic concepts: Marginal and Incremental Principles, Opportunity Cost, Equilibrium Utility: Cardinal Utility Approach: Diminishing Marginal Utility; Ordinal Utility Approach, Indifference Curve, Properties, Consumer Equilibrium and Marginal Rate of Substitution.

UNIT-II (11 Hrs.)

Demand: Meaning, Determinants, Law of Demand and its Exceptions. Elasticity of Demand: Measurement, Degree of Elasticity. Price, Income and Cross Elasticity of Demand. Revenue: Total Revenue (TR), Average Revenue (AR), Marginal Revenue (MR) and their Relationship.

UNIT-III (12 Hrs.)

Production Function: Meaning, Short-Run Production Function and Law of Variable Proportions, Long Run Production and Laws of Returns. Cost of Production: Concept of Economic and Managerial Costs, Short Run and Long Run Cost Curves. Economies and Diseconomies of Scale

UNIT-IV (10 Hrs.)

Equilibrium of Firm and Industry: Perfect Competition, Monopoly and Discriminating Monopoly. Monopolistic Competition: Characteristics, Individual and Group Equilibrium, Concept of Selling Cost. Oligopoly: Characteristics, Cornet's Model, Kinked Demand Curve, Concepts of Cartel and Price Leadership. Distribution: Marginal Productivity and Modern Theory of Determination.

Recommended Books

1. D. Salvatore, 'Microeconomic Theory', Tata McGraw Hill.
2. R.H. Dholkia and A.N. Oza, 'Microeconomics for Management Students', Oxford University Press.
3. D.N. Dwivedi, 'Managerial Economics', Vikas Publishing
4. P.L. Mehta, 'Managerial Economics', Sultan Chand.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

ECONOMIC POLICIES IN INDIA

Subject Code: BHSMC0-020

L T P C
3 0 0 3

Duration: 45 Hrs

Learning Objective

The main aim of this course is:

1. To understand the basic tools of macroeconomics and apply them to real world economic policy. The goals of the course are for students
2. To understand how to evaluate macroeconomic conditions,
3. To understand how monetary policy and fiscal policy can be used to influence short-run macroeconomic conditions.

Course Outcomes

After completion of this course, the student will be able to:

1. Demonstrate a basic understanding of news relating to the economy as a whole
2. Understand the economic implications of changes in government fiscal or monetary policy;
3. Understand how interest rates are determined and the role of interest rates in personal and corporate decision-making;
4. Critically apply economic concepts when participating as a citizen in a democratic society.

UNIT-I (10 Hrs)

Saving and Investment Functions; Marginal Efficiency of Capital; Multiplier, Accelerator and Investment Behavior, Balance of Payment, **Introduction to Demand and Supply of Money:** Motive for Holding Money; Liquidity Preference

UNIT-II (11 Hrs)

Monetary Policy: Nature and Components of Monetary Policy; Central Banking Operations and Aspects of Monetary Management; Growth and Stabilization Effects of Monetary Policy Operations.

UNIT-III (11 Hrs)

Fiscal Policy - Nature and Components of Fiscal Policy; Fiscal Policy Operations for Macro Economic Growth and Stabilization; Fiscal Deficit and Its Management.

UNIT-IV (13 Hrs)

Macro-Economic Policy: Understanding of Macroeconomic Stabilization and Structural Reforms. Corporate Adjustments to Monetary and Fiscal Variations. Financial Sector Performance and Impending Reforms, Economic reforms towards more liberalization- Agriculture, industry and services.

Recommended Books

1. Olivier Blanchard, 'Macroeconomics', Englewood Cliffs: Prentice Hall.
2. Dimand, Robert W. Durlauf, Steven N., Blume, Lawrence E. 'Macroeconomics, Origins and History'.
3. D.N. Dwivedi, 'Macroeconomics: Theory and Policy', Tata McGraw Hill.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

MACRO ECONOMICS

Subject Code: BHSMC0-023

L T P C
3 0 0 3

Duration: 45 Hrs

Course Objectives

The main aim of this course is:

1. To understand the functioning of economy at the macro level.
2. To Understand how the economy is regulated through monetary and fiscal policies.
3. To study the important indicators of the economy and their significance.

Course Outcomes

After completing this course, the students will be able to:

1. To explain the concept of macroeconomics.
2. To apply the circular flow of income and expenditure.
3. To analyse the income determination through classical and Keynesian economics.
4. To integrate the role of fiscal and monetary policies in regulating economy.

UNIT-I (11 Hrs.)

Macroeconomics: Meaning, Nature and Scope. Basic Concepts, Stock and Flow Variables, Partial and General Equilibrium, Static and Dynamic Analysis, Circular Flow of Income and Expenditure, National Income: Concepts, Measurement, Difficulties and Importance.

UNIT-II (12 Hrs.)

Theory of Income and Employment: Classical Theory of Output and Employment, Say's Law of Markets. Keynesian Theory of Income Determination. Consumption Function: Meaning, Determinants and Importance. Theory of Consumption: Absolute Income Hypothesis, Relative Income Hypothesis, Permanent Income Hypothesis, Life Cycle Hypothesis.

UNIT-III (12 Hrs.)

Theory of Investment: Types of Investment, Determinants of Investment, Marginal Efficiency of Capital, Net Present Value, Internal Rate of Return Interest Rate Determination: Classical, Neo-Classical and Keynesian Theories. Theory of Multiplier: Static and Dynamic Multiplier, Leakages from Multiplier, Importance and Limitations.

UNIT-IV (10 Hrs.)

Inflation: Meaning, Types and Theories. Stabilization Policies: Monetary and Fiscal Policies. Money: Its function and role, Quantity theory of money, Fisher and Cambridge equations. Keynes views about money and prices.

Recommended Books

1. Olivier Blanchard, 'Macroeconomics', Englewood Cliffs: Prentice Hall.
2. Dornbusch, Fischer and Startz, 'Macroeconomics', McGraw Hill
3. D.N. Dwivedi, 'Macroeconomics: Theory and Policy', Tata McGraw Hill.
4. Richard T. Froyen, Macroeconomics, Pearson Education Asia.
5. Andrew B. Abel and Ben S. Bernanke, Macroeconomics, Pearson Education, Inc.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

PROJECT MANAGEMENT AND ENTREPRENEURSHIP

Subject Code: BHSMC0-024

L T P C
3 0 0 3

Contact Hrs. 45

Course Objectives:

The aim of this course is:

1. To provide the conceptual clarity about project organization and feasibility analyses
2. To develop the entrepreneurial intent among students
3. To build the necessary competencies and motivation for a career in Entrepreneurship.
4. To provide insights about network analysis tools for cost and time estimation.

Course Outcomes:

After completing this course, the students will be able to:

1. Understand project characteristics and various stages of a project.
2. Analyze the learning and understand techniques for Project planning, scheduling and Execution Control.
3. Know the parameters to assess opportunities and constraints for new business ideas.
4. Understand the systematic process to select and screen a business idea
5. Understand various funding opportunities available for start-up and new ventures

UNIT-I (10 Hrs.)

Project Management: Concepts Attributes of a Project, Project Life Cycle, The Project Management Process, Benefits of Project Management, Needs Identification, Project Selection, Impact of Delays in Project Completions, Roles and Responsibilities of Project Manager. Relationship between Project Management and Line management, Ethical issues in Project Management

UNIT-II (13 Hrs.)

Project Planning and Scheduling

Project Planning: Introduction, Project Planning, Need of Project Planning, Project Life Cycle, Roles, Responsibility and Team Work, Project Planning Process, Work Breakdown Structure (WBS)

PERT and CPM: Introduction, Development of Project Network, Time Estimation, Determination of the Critical Path, PERT Model, Measures of variability, CPM Model, Network Cost System

Project Implementation - Stages - Bottlenecks in project implementation

UNIT-III (12 Hrs.)

Foundations of Entrepreneurship: Concept, Need, Definition & Role of Entrepreneurship, Definition, Characteristics & Scope of Entrepreneur, Reasons for The Failure of Entrepreneurial Ventures,

Business Opportunity Identification: Business ideas, methods of generating ideas, and opportunity recognition

Preparing a Business Plan: Meaning and significance of a business plan, components of a business plan, and feasibility study

UNIT-IV (10 Hrs.)

Institutional support to Entrepreneurship: Role of Central Government and State Government in Promoting Entrepreneurship, Role of Directorate of Industries, District Industries, Centers (DICs), Industrial Development Corporation (IDC), State Financial corporation (SFCs), Commercial banks Small Scale Industries Development Corporations (SSIDCs), National Small Industries Corporation (NSIC), Small Industries Development Bank of India (SIDBI),

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

Introduction to various Incentives, Subsidies and Grants - Export Oriented Units - Fiscal and Tax concessions available. Women Entrepreneurs Reasons for low / no women Entrepreneurs their Role, Problems and Prospects

Recommended Books

1. N.P.Srinivasan & G.P.Gupta,'Entrepreneurial Development', Sultanchand & Sons.
2. Angadi, Cheema, Das, 'Entrepreneurship, Growth, and Economic Integration', Himalaya Publication.
3. Rizwana and Janakiran, 'Entrepreneurship Development', Excel Books.
4. Kanda, 'Project Management – A Life Cycle Approach', PHI.
5. Gido, 'Project Management', Cengage COURSEs.
6. Vasant Desai, 'Project Management' Himalaya Publications.
7. Maylor, 'Project Management', Pearson Education.
8. Prasanna Chandra, 'Projects, Preparation, Appraisal Budgeting & Implementation', Tata McGraw Hills.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

PHILOSOPHY

Subject Code: BHSMC0-025

L T P C

Duration: 45 Hrs

3 0 0 3

Course Objectives

The main objective of this course is:

1. To provide new understanding about humanities and social sciences
2. To understand current problems, both at the individual level as well as at the societal level.
3. To understand the importance of satisfaction at job and mental fulfillment

Course Outcomes

After completing this course, students will be able to:

1. Develop strong natural familiarity with humanities along with right understanding
2. Eliminate conflict and strife in the individual and society
3. Relate philosophy to literature, culture, society and lived experience can be considered.

UNIT – I (12 Hrs.)

The difference between knowledge (Vidya) and Ignorance (Avidya): Upanishads. Six systems orthodox and Heterodox Schools of Indian Philosophy. Greek Philosophy.

UNIT- II (13 Hrs.)

Origin of the Universe: Nasidiya Sukta: "Who really knows?" Brhadaranyaka Upanishad; Chandogya Upanishad: Non-self, Self, real and unreal. Taittiriya Upanishad: Siksha Valli. Plato's Symposium: Lack as the source of desire and knowledge. Socratic method of knowledge as discovery. Language: Word as root of knowledge (Bhartrahari's Vakyapadiyam)

UNIT III (10 Hrs.)

Fourteen .Knowledge basis as a sources of Vidya: Four Vedas; Six auxiliary sciences (Vedangas); Purana, Nyaya, Mimamsa and Dharma Sastras. Knowledge as Power: Francis Bacon. Knowledge as both power and self-realization in Bagavad Gita. Knowledge as oppression: M. Foucault. Discrimination between *Rtam* and *Satyam* in Indian Philosophy.

UNIT IV (10 Hrs.)

Knowledge as invention: Modern definition of creativity; scientific activity in the claim that science invents new things at least through technology. Knowledge about the self, transcendental self; knowledge about society, polity and nature. Knowledge about moral and ethics codes. Tools of acquiring knowledge: *Tantrayuktis*, a system of inquiry (Caraka, Sushruta, Kautilya, Vyasa)

Recommended Books

1. Copleston, Frederick, History of Philosophy, Vol. 1. Great Britain: Continuum.
2. Hiriyanna, M. Outlines of Indian Philosophy, Motilal Banarsidass Publishers; Fifth Reprint edition (2009)
3. Sathaye, Avinash, Translation of Nasadiya Sukta
4. Ralph T. H. Griffith. The Hymns of the Rgveda. Motilal Banarsidass: Delhi: 1973.
5. Raju, P. T. Structural Depths of Indian Thought, Albany: State University of New York Press.
6. Plato, Symposium, Hamilton Press.
7. Kautilya Artha Sastra. Penguin Books, New Delhi.
8. Bacon, Nova Orgum
9. Arnold, Edwin. The Song Celestial.
10. Foucault, Knowledge/Power.
11. Wildon, Anthony, System of Structure.
12. Lele, W.K. The Doctrine of Tantrayukti. Varanasi: Chowkamba Series.
13. Dasgupta, S. N. History of Indian Philosophy, Motilal Banasidas, Delhi.
14. Passmore, John, Hundred Years of Philosophy, Penguin.

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

UNIVERSAL HUMAN VALUES 2: UNDERSTANDING HARMONY

Subject Code: BSMC0-026

L T P C
2 1 0 3

Duration: 45Hrs

Course Objectives

This course is intended to provide a much needed orientational input in value education to the young enquiring minds.

Course Outcomes

1. To help the students appreciate the essential complementarity between 'VALUES' and 'SKILLS' to ensure sustained happiness and prosperity which are the core aspirations of all human beings.
2. To facilitate the development of a Holistic perspective among students towards life and profession as well as towards happiness and prosperity based on a correct understanding of the Human reality and the rest of existence. Such a holistic perspective forms the basis of Universal Human Values and movement towards value-based living in a natural way.
3. To highlight plausible implications of such a Holistic understanding in terms of ethical human conduct, trustful and mutually fulfilling human behavior and mutually enriching interaction with Nature.

UNIT I (09 Hrs.)

Introduction to Value Education Lecture: Understanding Value Education, Self-exploration as the Process for Value Education, Continuous Happiness and Prosperity – the Basic Human Aspirations, Right Understanding, Relationship and Physical Facility, Happiness and Prosperity – Current Scenario, Method to Fulfill the Basic Human Aspirations

UNIT II (12 Hrs.)

Harmony in the Human Being : Understanding Human being as the Co-existence of the Self and the Body Lecture 8: Distinguishing between the Needs of the Self and the Body, The Body as an Instrument of the Self, Understanding Harmony in the Self, Harmony of the Self with the Body, Programme to ensure self-regulation and Health

UNIT III (09 Hrs.)

Harmony in the Family and Society : Harmony in the Family – the Basic Unit of Human Interaction, Values in Human-to-Human Relationship, 'Trust' – the Foundational Value in Relationship, 'Respect' – as the Right Evaluation, Exploring the Feeling of Respect, Understanding Harmony in the Society, Vision for the Universal Human Order

UNIT IV (15 Hrs.)

Harmony in the Nature/Existence: Understanding Harmony in the Nature, Interconnectedness, self-regulation and Mutual Fulfilment among the Four Orders of Nature, Realizing Existence as Co-existence at All Levels, The Holistic Perception of Harmony in Existence

Implications of the Holistic Understanding – a Look at Professional Ethics: Natural Acceptance of Human Values, Definitiveness of (Ethical) Human Conduct, A Basis for

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

Humanistic Education, Humanistic Constitution and Universal Human Order, Competence in Professional Ethics, Holistic Technologies, Production Systems and Management Models- Typical Case Studies, Strategies for Transition towards Value-based Life and Profession

Suggested Readings:

Text Book and Teachers Manual

- a. The Textbook A Foundation Course in Human Values and Professional Ethics, R R Gaur, R Asthana, G P Bagaria, 2nd Revised Edition, Excel Books, New Delhi, 2019. ISBN 978-93-87034-47-1
- b. The Teacher's Manual Teachers' Manual for A Foundation Course in Human Values and Professional Ethics, R R Gaur, R Asthana, G P Bagaria, 2nd Revised Edition, Excel Books, New Delhi, 2019. ISBN 978- 93-87034-53-2 3.2

Recommended Books

1. Jeevan Vidya: Ek Parichaya, A Nagaraj, Jeevan Vidya Prakashan, Amarkantak, 1999.
2. Human Values, A.N. Tripathi, New Age Intl. Publishers, New Delhi, 2004.
3. The Story of Stuff(Book).
4. The Story of My Experiments with Truth - by Mohandas KaramchandGandhi
5. Small is Beautiful - E. F Schumacher.
6. Slow is Beautiful - Cecile Andrews
7. Economy of Permanence - J CKumarappa
8. Bharat Mein Angreji Raj - PanditSunderlal
9. Rediscovering India - by Dharampal
10. Hind Swaraj or Indian Home Rule - by Mohandas K. Gandhi
11. India Wins Freedom - Maulana Abdul Kalam Azad
12. Vivekananda - Romain Rolland (English)
13. Gandhi - Romain Rolland (English)

List of Humanities, Social Sciences & Management Subjects
AICTE Model Curriculum

UNDERSTANDING INTERPERSONAL DYNAMICS

Subject Code: BHSMC0-027

L T P C

Duration: 45 Hrs

3 0 0 3

Course Objectives

The main aim of this course is:

1. To get advance understanding regarding, interpersonal and group processes
2. To help the students in examine and develop effective interpersonal skills

Course Outcomes

After completing this course, students will be able to:

1. Apply Transactional Analysis in different situations
2. Apply various leadership theories in industry
3. Implement Group Decision Making Techniques

UNIT – I (14 Hrs)

Definition of Groups, Theories of Group Formation, Types of Groups in Organisation, Concept of Group Dynamics, Formation of Informal Groups, Processes and Behaviour, Group Cohesiveness.

UNIT – II (10 Hrs)

Leadership Theories: Traits, Behaviour, Transformational Leadership, Transactional Leadership, Motivational Techniques

UNIT – III (10 Hrs)

Nature of Decision Making, Decision Making by Groups, The Problem of Group Think, Problem of Polarisation or Group Shift, Techniques of Group Decision Making.

UNIT-IV (11 Hrs)

Transactional Analysis: Role of Self Concept, Ego States, Life Positions, Life Script, Strokes in TA, Type of Transactions

Recommended Books

1. Bannis, W.G. : Essay in interpersonal dynamics, USA Dorrey press,1979.
2. K. Shridhara Bhat : Management and behavioural processes, Himalaya Publishing house.
3. B. P. Singh & T.N. Chhabra : Organisation Theory and Behaviour, Dhanpat Rai & Co.(Pvt) Limited, Delhi.
4. R. K. Chopra & Vishwajeet Tyagi : Organisational Behaviour, Sun India Publications, Delhi.