



माँ विन्ध्यवासिनी विश्वविद्यालय, मीरजापुर

Maa Vindhyavasini University, Mirzapur

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Semester First

Course Code	Course Title	Load Allocation			Marks Distribution		Total Marks	Credits
		L	T	P	Internal	External		
MC 101	Accounting for Managerial Decisions	60	15		25	75	100	05
MC 102	Financial Management	60	15		25	75	100	05
MC 103	Marketing Management	60	15		25	75	100	05
MC 104	Human Resource Management	60	15		25	75	100	05
	* One Elective Paper	60	15		25	75	100	04
MC 105	Survey Research Project Report						100	04
Total							500/600	24-28

L: Lectures T: Tutorial P: Practical

Note:

(a) Minor Elective paper will be opted by our students only once either in I Semester or II Semester from **other Faculty.*

*(b) * Minor Elective Paper "Management Concepts& Practices" will be offered By the Commerce Department as Minor Elective in Semester I which will be opted by the **other faculty Students**.*

*** Minor Elective Paper "**Business Environment**" will be offered by the Commerce Department as Minor Elective in Semester II to be opted by the **other faculty Students**.*

*(c) **MC105** Students have to do Survey Research Project Report in Intra/ Inter faculty related to main subject.*

*(d) **Internal Assessment of 25 will include 10 Marks on Sessional Test (Two Sessional Test), 10 Marks on Assignment and 05 Marks on Attendance& Discipline.***

Semester Second

Course Code	Course Title	Load Allocation			Marks Distribution		Total Marks	Credits
		L	T	P	Internal	External		
MC201	Advanced Statistical Analysis	60	15		25	75	100	05
MC202	Organisational Behaviour	60	15		25	75	100	05
Select any two from the following								
MC 203	Corporate Tax Planning & Management	60	15		25	75	100	05
MC 204	Business Environment	60	15		25	75	100	05
MC 205	Sales Management	60	15		25	75	100	05
MC 206	Management Training and Development	60	15		25	75	100	05
MC 207	Strategic Management	60	15		25	75	100	05
	* One Elective Paper	60	15		25	75	100	04
MC 208	Survey Research Project Report						100	04
Total							500 / 600	24- 28

L: Lectures T: Tutorial P: Practical

Note: *(a) Minor Elective paper will be opted by our students **only once either in I Semester or II Semester from other Faculty.**

(b) * Minor Elective Paper “Management Concepts & Practices” will be offered by the Commerce Department as Minor Elective in Semester I which will be opted by the **other faculty Students.**

**** Minor Elective Paper “Business Environment” will be offered by the Commerce Department as Minor Elective in Semester II to be opted by the other faculty Students.**

(c) **MC 208** Students have to do Survey Research Project Report in Intra / Inter faculty related to main subject.

(d) **Internal Assessment of 25 will include 10 Marks on Sessional Test (Two Sessional Test), 10 Marks on Assignment and 05 Marks on Attendance& Discipline.**

{ Year- 1 } First Semester						
Course Code:	MANAGEMENT CONCEPTS AND PRACTICES			L- 48, T-12, P-0 Total=60		Credit – 04 (Minor Elective) For other faculty
Pre-requisite: Max. Marks: 25+75&Min. Passing Marks: 40 ,						
Course Objective: This course familiarizes the students with the basics and principles of management.						
Course Outcomes: At the end of the course, the student will be able to						
CO1	Understand the various approaches, thought and practices of management.					
CO2	Learn about the strategic planning process and organisation activity in management process.					
CO3	Know the various direction and coordination techniques with its implications.					
CO4	Comprehend the different leadership and motivation theories.					
CO5	Provide insight of controlling, change management and assessing the significance of communication in it.					
Mapping of course outcomes with the program outcomes						
	PO1	PO2	PO3	PO4	PO5	
CO1	2	3	1	2	3	
CO2	2	3	3		3	
CO3	2	2	2	2	3	
CO4	2	3	3	1	2	
CO5	1	3	2	2	3	

**1- Slightly correlated, 2- Moderately correlated, 3- Highly correlated, Blank space indicates no Correlation*

Unit-1 Introduction: Concept, Nature, Process and Significance of Management; An overview of functional areas of Management; Development of Management Thought; Classical and Neo-Classical System; Contingency Approach. **(No. of Lectures 15)**

Unit-II Planning: Concept, Process Importance and Types. Decision-Making: Concept, Process and Importance Management by Objectives, **Organizing:** Concept, Nature, Process and Significance: Authority and Responsibility Relationships: Centralization and Decentralization; Organizational Structure-Forms. **(No. of Lectures 15)**

Unit-III Direction: Concept and Techniques, Coordination as an Essence of Management, **Motivation-** Concept, Importance Theories-Maslow, Herzberg, McGregor, Financial and Non-Financial Incentives, **Leadership-** Concept and Leadership styles, Likert's Four System of Leadership. **(No. of Lectures 15)**

Unit-IV Communication- Nature, Process, Networks and Barriers. Effective Communication. **Controlling:** Importance, Concept and Process, Effective Control System. Techniques of Control; **Management of Change:** Concept, Nature and Process of Planned Change, Resistance to Change. **(No. of Lectures 15)**

Textbooks:

1. *Gupta, C.B.*, “Business Organisation”, Mayur Publication, (2014).
2. *Singh, B.P., Chhabra, T.N.*, “An Introduction to Business Organisation & Management”, Kitab Mahal, (2014).
3. *Bhusan Y. K.*, “Business Organization”, Sultan Chand & Sons, (1970).
4. *Jagdish Prakash*, “Business Organisation and Management”, Kitab Mahal publishers, (1997).
5. *Agarwal K.K.*, “Business Organisation and Management”
6. *Shukla, Sudhir*, “Vyavasayik Sanghathan Avam Prabandha”
7. *Shukla, Sudhir*, “Management Concept & Principles”

Reference Books:

1. *Sherlekar, S.A. and Sherlekar, V.S.*, “Modern Business Organization & Management Systems Approach Mumbai”, Himalaya Publishing House, (2000).
2. *Jolshi, G.L.*, “Vyavasayik Sanghathan Avam Prabandha”
3. *Prasad, Jagdish*, “Vyavasayik Sanghathan Avam Prabandha”