

Lecture Planning Starting w.e.f]

Name of the Institute : Aravali College of Engineering and Management

Name of teacher with designation: Rashmi Chauhan (Assistant Professor)

Department: Management

Subject: HRM (MBA 2ND Sem)

Month	Class	Topic/ Chapter to be covered
UNIT 1		
January	C1,C2	HRM concept evolution and scope.
	C3, C4	Objectives of HRM,roles responsibilities.
	C5,C6	Competencies of HR managers.
	C7	Challenges to HR .
	C8,C9	HRP&forecasting
	C10	HRIS Significance and process.
UNIT 2		
February	C11,C12	HR sourcing
	C13	Recruitment & Selection.
	C14	Placement & Induction
	C15	Job Analysis, Job design.
	C16	Job description, specification, Approaches and methods
UNIT 3		
	C17	Performance management system
	C18	Performance appraisal system

March	C19	TNA methods of training
	C20	Training evaluation
	C21	Career planing.
UNIT 4		
April	C22	Employee compensation basic concepts .
	C23	New trends in compensation management.
	C24	I.R&Grievance handling
	C33,	Employee welfare.Dispute resolution.
	C34,	Innternational HRM.
	C35	Knowledge management.
	C36	HR Audit&Accounting
	C37	CSR
	C38	Revision.

Marketing Management (Lecture Planning Sheet)
MBA 2nd Semester

Name of the Institute : Aravali College of Engineering and Management

Name of teacher with designation: Munish Nagar (Assistant Professor)

Department: Management Studies

Month	Class	Topic/ Chapter to be covered
Unit -1		
January	1	Nature and scope of marketing
January	1	Philosophies of marketing management
January	1	Attracting, retaining and developing Customers
January	1	Relationship with customers
January	1	Marketing environment
January	1	Marketing research
January	1	Marketing information system
February	1	Ethical issues in marketing

February	1	Revision
February	1	Test
Unit -2		
February	1	Understanding consumer behavior
February	1	Factors influencing consumer buying behavior
February	1	Organizational buying behavior
February	1	Market segmentation
February	1	Targeting and positioning
February	1	Marketing strategies in the different stage of the product life cycle
February	1	New product development process
February	1	Revision
Unit- 3		
March	1	Product mix
March	1	Product line decisions
March	1	Branding and packaging decisions
March	1	Pricing strategies and practices
March	1	Factors affecting selection of marketing channels
March	1	Introduction to wholesaling and retailing
March	2	Promotion Mix: Advertising, Sales promotion
March	1	Public relations, Personal selling
March	1	Revision
March	1	Test
Unit -4		
April	1	Marketing organization structures
April	1	Implementation and Control of the marketing programme
April	1	Sales Forecasting Methods
April	1	Green Marketing, Event Marketing
April	1	Direct marketing, Network Marketing
April	1	Holistic Marketing, Permission Marketing, Social Marketing
April	1	Revision
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Lecture Planning Starting w.e.f]

Name of the Institute : ARAVALI COLLEGE OF ENGINEERING AND MANAGE

Name of teacher with designation: DEEKSHA BHATLA,ASSOCIATE PROFESSOR

Department:

MANAGEMENT

Month	Class	Topic/ Chapter to be covered
		UNIT-I
January	1	Financial management-Meaning
January	2	Financial management-scope
January	3	functions of Financial management
January	4	objectives of financial management
January	5	time value of money
January	6	time value of money-numericals
febraury	7	sources of long term finance
febraury	8	Revision
		Unit-II
febraury	9	Investment decision
febraury	10	Investment decisions importance
febraury	11	difficulties
febraury	12	determining cash flows
febraury	13	methods of capital budgeting
febraury	14	methods of capital budgeting with excel
febraury	15	risk analysis
febraury	16	(risk adjusted discount rate method and certainty equivalent method)
febraury	17	cost of different sources of raising capital
febraury	18	weighted average cost of capital
febraury	19	Revision
		Unit-III
March	20	Capital structure decisions
March	21	financial and operating leverage
March	22	EBIT/EPS Analysis
March	23	EBIT/EPS Analysis numericals
March	24	capital structure theories
March	25	NI, NOI
March	26	traditional and M-M theories
March	25	M-M theories
March	26	determinants of dividend policy
March	27	dividend models
March	28	Walter
March	29	Gordon & M.M. models.
March	30	Revision
		Unit-IV
April	31	Working Capital- meaning
April	32	Working Capital needs
April	33	determinants of working capital

April	34	working capital need
April	35	Estimation of working capital need
April	36	management of cash
April	37	Inventory and Receivables
April	38	Receivables
April	39	Revision

Lecture Planning Starting w.e.f]

Name of the Institute : Aravali College of Engineering and Management

Name of teacher with designation: Rashmi Chauhan (Assistant Professor)

Department: Management

Subject: IBE (MBA 2ND Sem)

Month	Class	Topic/ Chapter to be covered
UNIT 1		
January	C1,C2	Introduction of IBE.
	C3, C4	Domestic vs International business
	C5,C6	Stages of internationalization
	C7	Tariff and non tariff barriers.
	C8,C9	Risk involved in International business
	C10	Revision of First unit
UNIT 2		
February	C11,C12	Theories of international trade.
	C13	Adam Smith,Ricardo and Ohlin
	C14	PLC
	C15	Leontif paradox
	C16	Approaches of International business
	C17	Revision.
UNIT 3		
March	C18	International Monetary Systems
	C19	Historical background & structure
	C20	International Financial Institution
	C21	IMF
	C22	World bank,Euro Currency
	C23	International Financial markets.
UNIT 4		
	C24	Free trade zones

April	C25	Bilateral & Multilateral trade laws
	C26	General Agreements on Trade&Tariff
	C27,	GATT,WTO,IPR,TRIPS,TRIMS,GATS.
	C28	Regional Economic Integrations.
	C29	NAFTA,EU
	C30	Trade Blocks,ASEAN
	C31	SAAARC,BRICS
		Revision.

Lecture Planning Starting w.e.f]		
Name of the Institute :	ARAVALI COLLEGE OF ENGINEERING	
Name of teacher with designation :	GEETIKA PATEL (ASSISTANT	
Department	MANAGEMENT	
Month	Class	Topic/ Chapter to be covered
Jän.18	1	Unit – 1 Concept and scope of Operations Management.
	2	System perspectives of Operations Management.
	3	Operations as a competitive strategy.
	4	Emerging trends and implications for operations.
	5	Facility location
	6	Types of manufacturing system
	7	Layouts and its types
	8	Line balancing and Material handling
	9	Principles and equipment used in material handling.
	10	Class test-1 and Assignment - 1
Feb.18	11	Unit – 2 Capacity planning – its techniques
	12	Aggregate planning – its strategy

	13	Analytical models in APP
	14	Master production scheduling
	15	Maintenance management
	16	Work study – Method study
	17	Work measurement
	18	Material management
	19	Inventory control
	20	Purchase and store management
	21	Class test-2 and Assignment - 2
Feb/Mar 2018	22	Unit – 3 JIT Manufacturing
	23	Business Process Reengineering
	24	Enterprise resource planning
	25	Supply chain management
	26	Techniques of supply chain management
	27	Lean manufacturing
	28	Poka yoke
	29	Class test -3 and Assignment - 3
Apr.18	30	Unit – 4 Quality and its management
	31	Cost of quality
	32	Continuous improvement kaizen
	33	5'S
	34	ISO
	35	Six Sigma
	36	Statistical quality control
	37	Control tools
	38	TQM
	39	Class test – 4 and Assignment - 4
	40	Revision

Lecture planning Starting w.e.f. January 2018 (Legal)

1. Name of the Institute: Aravali College of Engineering & Management
2. Name of the Teacher with Designation: Dr. Dolly Kumar, Assistant Professor
3. Department: Management

Month	Class	Topic to be covered
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		Unit-1
Jan. 18	1...4	Essentials of a valid contract, void Agreements
	5...8	Performance of contracts, Breach of contract
	9,10	Quasi contracts, Contract of sale of goods
	11..13	Conditions & Warranties, Transfer of Property
	13-15	Rights of an unpaid seller, Rights of Consumers
		Unit-2
Feb. 18	16-17	Nature & types of Negotiable Instruments Holder in due course, Dishonour & Discharge
	18-20	Arbitration, Objective, Anti competitive Agreements
	21-23	Abuse of dominant Position
	24-25	Regulations of Combinations, Powers & Functions
		Unit-3
18.Mär	26-28	Nature & Types of Companies, Incorporation
	29-30	Memorandum & Articles of Association, Prospectus
	31	Meaning & Essential Elements of Partnership
	32	Formation, Registration & Types of partners
	33	Rights & Duties of partners
		Unit-4
18.Apr		Listing of Securities, Penalties & Procedures
		Rights & Obligations of Depositories
		Depository Participants, Issuers & Beneficial
		Foreign Exchange Management Act, Cyber Law

If any lecture is cancelled due to unavoidable circumstances, another lecture shall be held.

Lesson Planning for the semester start

Name of Institute : Aravali College of Engineering and Management
Name of teacher with designation : Mrs. Himanshi Gupta, Assistant Professor
Department : Department of Applied Sciences and Humanities

Month	Class	Topic/Chapter covered
Jan	Lecture 1	Selection interview-1
Jan	Lecture 2	Selection interview-2

Jan	Lecture 3	Selection interview-3
Jan	Lecture 4	Selection interview-4
Jan	Lecture 5	Placement Interview-1
Feb	Lecture 6	Placement Interview-2
Feb	Lecture 7	Placement Interview-3
Feb	Lecture 8	Placement Interview-4
Feb	Lecture 9	Appraisal Interview-1
Feb	Lecture 10	Appraisal Interview-2
Feb	Lecture 11	Appraisal Interview-3
Feb	Lecture 12	Appraisal Interview-4
Feb	Lecture 13	Exit Interview-1
Feb	Lecture 14	Exit Interview-2
March	Lecture 15	Exit Interview-3
March	Lecture 16	Exit Interview-4
March	Lecture 17	Personal Interview-1
March	Lecture 18	Personal Interview-2
March	Lecture 19	Personal Interview-3
March	Lecture 20	Personal Interview-4
March	Lecture 21	Telephonic Interview-1
March	Lecture 22	Telephonic Interview-2
March	Lecture 23	Telephonic Interview-3
April	Lecture 24	Telephonic Interview-4
April	Lecture 25	Group Mock Interviews
April	Lecture 26	Group Mock Interviews
April	Lecture 27	Group Mock Interviews
April	Lecture 28	Group Mock Interviews
April	Lecture 29	Group Mock Interviews
April	Lecture 30	Group Mock Interviews

Strategic Management (Lecture Planning Sta

MBA 2nd Semester

Name of the Institute : Aravali College of Engineering and Management

Name of teacher with designation: Munish Nagar (Assistant Professor)

Department: Management Studies

Month	Class	Topic/ Chapter to be covered
Unit -1		
January	1	An introduction to strategy
January	2	Nature, Objective and importance of Strategies
January	1	An overview of strategic management

January	1	Strategic Management Process
January	1	Company's vision, mission and objectives
January	1	Revision
January	1	Test
Unit -2		
February	1	Strategic Formulation:
February	1	Overview of Environmental and Organisational Appraisal
February	1	Concentration, Integration, Diversification,
February	1	Internationalization, stability, retrenchment
February	1	Strategic Analysis and choice using BCG Matrix,
February	1	General Electric matrix,
February	1	Balance score card approach, Types of strategies.
February	1	Revision
Unit- 3		
March	1	Strategy implementation
March	1	Designing organizational structure
March	1	Structural, Behavioral Implementation
March	2	Functional and operational implementation.
March	1	Revision
March	1	Test
March	1	GD
Unit -4		
April	1	Strategy Evaluation
April	1	Strategy Control
April	1	Nature and Importance
April	1	Strategic Control
April	1	Operational Control
April	1	Techniques of evaluation and control
April	1	Revision
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January 2018

Academic Activity	Test / Assignment
Discussion on Competencies of HR manager and challenges.	Assignment
Case study on HRM	
Presentation on various topics related to HRM	Test of first unit
Presentation on Performance management	Assignment

Roles plays on Training&Development	Assignment.
Revision	Class test on Employee Compensation Management.
Case study on Employee welfare	
Discussion on CSR	Revision test

starting w.e.f January 2018)

Academic Activity	Test / Assignment
PPT	Test

Case Study	Assignment
Group Discussion	Test
Marketing Quiz	Assignment

January 2018

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Academic Activity	Test / Assignment
<p style="text-align: center;">presentation on functions of financial management.</p>	<p style="text-align: center;">Assignment on sources of finance</p>
	<p style="text-align: center;">Test on methods of capital budgeting</p>
<p style="text-align: center;">group discussion on advantages and disadvantages of theories of capital structure</p>	<p style="text-align: center;">Test of practical problems on capital structure</p>

Presentation on working capital management	assignment on working capital management
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January 2018

Academic Activity	Test / Assignment
C11:Discussion: US Policies and its impact on India's International trade	Assignment
Comparisons of different theories of IBE	Test of first unit
Presentation by students on International Monetary System	Class test on International financial market
Discussion on role of International agencies	
presentation by students on	

International agencies	
Case studies on IBE	
Discussion on SAARC & BRICS	Revision test

January 2018	
3 AND MANAGEMENT	
7 PROFESSOR)	
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Academic Activity	Test / Assignment
Make Design of layout with proper line balancing and material handling.	Assignment on Layout of different companies and their benefits.

Make a list of examples of capacity planning, purchase and store management	Assignment on Material management and inventory control
Case Study on Toyota company	Assignment on different types of techniques for manufacturing
Case study on General Cable	Minor project file on different quality control tools

Aspect of Business, MBA/115)

Academic Activity	Test/Assignment
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Test	ASSIGNMENT
Presentation	ASSIGNMENT
Written Test	ASSIGNMENT
Test	ASSIGNMENT

be rescheduled within the same week against it.

started w.e.f Januray

Academic activity	Test/assignment

PPT	Test
Case Study	Assignment
Group Discussion	Test
Business Quiz	Assignment