

THE ICFAI UNIVERSITY JAIPUR

Faculty of Management Studies

Course Handout

Second Semester, 2011- 2012

Course Code/No.	Course title	L P U
EGL102	ENGLISH LANGUAGE SKILLS-II	3 0 3

1. Instructor-in-charge : Dr. Teenna Sawhney

Room No. 55 IUJ

Email: teenna.sawhney@gmail.com

Ph: +919414045704 (Cell)

2. Scope and Objective of the course:

The study of Language skills aims at making the students understand the principles of language skills and to be able to use them effectively.

3. (a) Textbook(s):

T1: English LanguageSkills-II	Author	Publication	Year
	Aruna Koneru	Icfai University Publication	2008

(b) Reference book(s):

R3:Communication Skills, 2 nd ed	Author	Publication	Year
	Leena Sen	Prentice Hall of India	2007

(c) Other readings: English Newspapers, Soft Skills Journal IUP

4.Lecture-wise plan

Lecture/Session Nos.	Learning Objectives	Topics to be covered	Reference (Chapter/Sec./Page Nos (of Text/Ref. Books)
1-2	Recognize stress pattern of English words-Identify prominent syllable in the word- Know the articulation of monosyllable and multisyllable words- Identify the accentual pattern of compound words- Identify how the change of stress brings change in meaning – Identify how the change of stress brings change in parts of speech also.	Word Accent	T1:Chapter 1

3-4	Know the stress pattern of the sentence- Know the pronunciation of words in isolation and in the connected speech- Identify the weak forms of auxiliary verbs, conjunctions, prepositions, articles, personal pronouns in the connected speech.	Sentence Accent	T1:Chapter 2
5-6	Overcome common problems of speech like elision, or transposition of sounds- Understand how pronunciation brings about change of meaning- Pronounce inflectional suffixes correctly- -Pronounce endings of words correctly- Overcome enunciation problems in speech- Acquire the pronunciation of consecutive consonants in words and in sentences	Effective Speech	T1:Chapter 3
7-8	Develop an idea into a meaningful paragraph- Know the purpose of writing a paragraph- Understand unity and coherence of a paragraph- Know the techniques to develop an effective paragraph- Know the various principles for writing an effective paragraph- Know how to write topic sentences- Know various types of paragraphs- Write an effective paragraphs.	Writing Paragraphs	T1:Chapter 6
9-12	Know the importance of group discussion- Develop the skill of analyzing the different aspects of the problem- Improve oral communication skills- Avoid interpersonal conflicts in the discussion- Convince others with your arguments- Develop intensive listening skills- Concede to other's	Group Discussions	T1:Chapter 5

	point of view- Present your views politely and courteously- Regulate the rate of your delivery.		
13-15	Learn to comprehend the passage- Identify the context- Identify the content and overall idea of the topic- Organize the material in a logical way without distorting the meaning- interpret the given material based on context- Express the given document in simple language.	Paraphrase Writing	T1:Chapter 7
16-17	Identify the main points of the document- Identify the overall idea of the given material- Organize the information in a logical way- Make notes after reading the document- Take notes while listening to a talk- Take notes while participating in a discussion.	Note Making	T1:Chapter 8
18-19	Identify the essential ideas of a given document- Identify non-essential ideas- Express an elaborated material in a concise way- Reproduce important ideas and supporting points effectively- Reduce the lengthy and repetitive explanation- Enhance the skill of reading- Increase the skill of quick comprehension- Develop the skill of summarizing the information- Develop the effective skill of writing.	Precis Writing	T1:Chapter 9
20-21	Develop the skill of comprehension- Identify the main points of the original material- Discriminate, evaluate and select the essential points- Organize the points effectively- Condense the information without changing the original meaning.	Writing Summaries	T1:Chapter 10

22-23	Know the important points to be covered in letters of enquiries and quotations- Write the openings and closings of these letters effectively- Know that what you have to write in the body of these letters- Develop the skill of drafting these letters.	Enquiries and Quotation Letters	T1:Chapter 11
24-25	Know the points to be covered in each of these letters- Write effective beginnings and closings of these letters- Know that what points you have to write in the body of these letters- Develop the skill of drafting these letters.	Orders and Acknowledgement Letters	T1:Chapter 12
26-27	Know the points to be covered in claim and adjustment letters- Write and closing of these letters effectively- Know how to develop the body of these letters- Develop the art of writing business letters.	Complaint and Adjustment Letters	T1:Chapter 13 R3:Chapter 7
28-29	Know the structure of sales letters- Features of sales letter- Arrest the attention of buyers towards your product- Arouse interest in the minds of the prospective buyer- Convert the reader of your letter into a buyer of your product- Know how to write an introductory paragraph of sales letter- Know how to develop the body of sales letter- Know how to conclude the sales letter.	Sales Letters	T1:Chapter 14
30-31	Know what is meant by circular letter- Know what points we have to cover in circular letters- Learn to use 'you-approach in circulars'.	Circulars	T1:Chapter 15

32-35	Analyze the given situation and formulate argument- Acquire clarity of expression- Present arguments with logical reasoning- Avoid convoluted arguments- Identify proposition, issue and argument- Acquire speaking skills- Convince others with your arguments.	Debate	T1:Chapter 4
36	Write correct spellings- Know different spellings for the same sound- remove confusion in spellings- Know the variant spellings- Develop self- confidence about your ability to spell accurately.	Learning Spelling	T1:Chapter 16
37-38	Write sentences correctly- Understand the meaning of the sentences- Identify different types of punctuation marks- use punctuation marks appropriately	Punctuation	T1:Chapter 17
39-42	Identify errors in using nouns, pronoun, prepositions, verbs, adjectives, adverbs and and conjunctions- Overcome your mistakes- Write without errors	Common errors in English	T1:Chapter 18

4.Evaluation Scheme:

Component	Duration (hr/min)	Weightage (%)	Course coverage/ Syllabus	Date	Remarks
Test I	50 min	10	Chp:1-3	3rd Feb 2012 Friday 4.10 -5.00 pm	Closed Book Written Test
Group Discussion	-	5	Chp:5	21 st Feb 2012 Tuesday 2.10-3.00pm/3.10-4.00pm	Each student will be evaluated individually for GD
Mid-term Examination	1 hr	20	Chp:4-10 (inclndg 5)	1 st March 2012 Thursday 3.00 -4.00 pm	Closed Book Written Examination
Test-III	50 min	12	Chp:11-14	13 Apr 2012 Friday 4.10 -5.00 PM	Closed Book Written Test
Debate	-	5	Chp:4	27 th April Friday 2.10-3.00pm/3.10-4.00pm	Each student will be evaluated individually for Debate
Academic Interaction	Continuous	4	-		Evaluated by the instructor in the middle and at the end of the semester
Regularity in class	Continuous	4	-		Assigned by the instructor *
Comprehensive Examination	03 hrs	40	Chp:1to 18 (incldg 4,5)	12th May 2012 Saturday 10.00AM-1PM	Closed Book Written Examination

* These 4 marks would be proportionally distributed for attendance of the student over and above the mandatory 75% attendance.

5. Chamber Consultation Hour:

Students can see the undersigned in her room between 5pm to 6pm every Monday.

6. Make-up Policy:

Make-up test will be administered to students under genuine circumstances. However, prior and proper intimation to the undersigned is a must.

8. General:

Lectures would be interactive and student centric requiring extensive class participation.

Group Discussion rounds would be of 10-20 min duration.

Students may speak 'For' or 'Against' the Topic in a Debate.

Date: **02.12.2011**

Teenna Sawhney
Name & Signature of I/C

THE ICFAI UNIVERSITY JAIPUR
Faculty of Management Studies

Course Handout
Second Semester: 2012 - 2013

Course Code/No.	Course title	L P U
CB152	Computer Programming	3 0 3

1. Instructor-in-charge : **Prof. Mukesh Srivastava**
Instructor(s) : Room No. 28
Email id: mk_sri@yahoo.com
Mobile No. : 9352280969

2. Scope & Objective of the course:

The course aims at providing the basic concepts of Computers and their application in the field of business and management.

Learning Outcomes

On successful completion of the Course, the students should be able to do the following:

1. Differentiate between different computer generations and developments.
2. Ability to demonstrate basic Binary mathematics operations
3. Discuss about different programming languages, computer memory and Operating systems.
4. Ability to describe the concepts of Computer Networks and Computer Graphics.

3. (a) Textbook(s):

T1	Fundamentals of Computers, Fifth Edition	V Rajaraman /PHI, 2011
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(b) Reference book(s):

R1	Fundamentals of Computers	C.S.V. Murthy/Himalaya Publishing House
R2	Mastering office 2003 for Business Professionals	Gini Courter, Annette Marquis/ BPB
R3	UNIX Operating System	Kaare Christian 2 nd edition/ Wiley

4.Lecture-wise plan

Lecture/ Session Nos.	Learning Objectives (the student is expected to be able to do.....)	Topics to be covered	Reference (Chapter/Sec./Page Nos. (of Text/ Ref. Books)
1-4	Algorithms, Simple Model of Computer, Characteristics of Computers, Problem Solving Using Computers.	Computer Basics	T1: Ch.1/Pg. 1-13
5-8	Representations of Characters in Computers, Representations of Integers, Representations of Fractions, Hexadecimal Representation of Numbers, Decimal to Binary Conversion, Error Detecting Codes.	Data Representation	T1: Ch.2/Pg. 14-28
9-12	First Generation of Computers, The Second Generation, The Third Generation, The Fourth Generation, The Fifth Generation, Moore's Law, Classification of Computers, Distributed Computer System, Parallel Computers.	Computer Generations & Classification	T1: Ch.12/Pg. 250-266
13-15	Description of Computer Input Units, Other Input Methods, Computer Output Units.	Input / Output Units	T1: Ch.3/Pg. 29-44
16-20	Memory Cell, Memory Organization, Read Only Memory, Serial Access Memory, Physical Devices Used to Construct Memories, Magnetic Hard Disk, Floppy Disk Drives, Compact Disk Read Only Memory, Magnetic Tape Drives.	Computer Memory	T1: Ch.4/Pg. 45-77
21-26	Binary Addition, Binary Subtraction, Signed Numbers, Two's Complement Representation of Numbers, Addition/Subtraction of Numbers in 2's complement Notation, Binary Multiplication, Binary Division, Floating Point Representation of Numbers.	Binary Arithmetic	T1: Ch.6/Pg. 95-111
27-29	Why Programming Language?, Assembly Language, Higher Level Programming Languages, Compiling High Level Language Program, Some High Level Languages.	Computer Languages	T1: Ch.9/Pg. 169-195
30-33	Why Do We Need an Operating System? Batch Operating System, Multiprogramming Operating System, Time Sharing Operating System, Personal Computer Operating System, The UNIX Operating System, Microkernel Based Operating System, On-line and Real Time Systems.	Operating Systems	T1: Ch.10/Pg. 196-221

34-38	Need for Computer Communication Networks, Internet and the World Wide Web, Communication Protocols, Local Area Networks, Token Ring Local Area Network, Interconnecting Networks, The Future of Internet Technology.	Computer Networks	T1: Ch.14/Pg. 314-343
39-42	Computer Graphics Applications, Display Devices, Overview of Display Method, Raster Scan Display Processing Unit, Input Devices for Interactive Graphics.	Computer Graphics	T1: Ch.15/Pg. 344-370
Total Number of Sessions			42

5.Evaluation Scheme:

Component	Duration (hr/min)	Weightage (%)	Course coverage/ Syllabus	Date /Time	Remarks
Test I	50 Min	8	Session 1 – 8	23-Jan-2012	Closed book written Test
Assignment-I	-	4	Session 1 – 15	9-Feb-2012	Hand Written Home Assignment
Presentation	10 Min	4	Session 16 – 20	23-Feb-2012	Individual Presentation
Mid Term Examination	90 min	20	Session 1 – 20	29-Feb-2012 3:30 PM to 5:00 PM	Closed book written Examination
Test II	50 Min	8	Session 21 – 26	22-Mar-2012	Open book written Test
CP Quiz	30 Min.	4	Open	12-Apr-2012	
Assignment-II	-	4	Session 27 – 33	26-Apr-2012	Hand Written Home Assignment
Academic Interaction	Continuous	4	----		Evaluated by the instructor in the middle and at the end of the semester
Regularity in class	Continuous	4	----		Evaluated by the instructor
End Term Examination	180 Min	40	Session 1 – 42	7-May-2012 Monday 10:00 AM to 1:00 PM	
	TOTAL	100			

* These 4 marks would be proportionally distributed for attendance of the student over and above the mandatory 75% attendance.

6. **Chamber Consultation Hours:** Wednesday & Friday (4:30 PM to 6:00 PM)

7. **Make-up Policy:** Make up tests will be allowed to the students only in case of genuine circumstances. However, there has to be a Prior and proper intimation to the undersigned or the Program Coordinator

Date: _____

Name & Signature of Instructor

THE ICAI UNIVERSITY JAIPUR
Faculty of Management Studies
Course Handout
BBA
Second Semester: 2011-2012

Course Code/No.	Course title	L P U
FM122	Financial Accounting-II	3 0 3

1. Instructor-in-charge : **G. D. Rathod**
 Instructor(s) : Room No. 47
 Email id: gdrathod@iujaipur.edu.in
 Mobile No. : +91 9829024490

2. Scope & Objective of the course:

The course intends to introduce and acclimatize the students with the fundamental principles, concepts, standards, and mechanics of financial accounting.

3. (a) Textbook(s):

T1	Accounting , Feduni, 2008
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(b) Other readings: Websites of www.icaai.org.in, www.icwai.org, www.wikipedia.org

Financial daily: The Times of India, The Economic Times, Business Standards etc.

(E-copy of finance news papers can be read from the respective websites)

Finance Magazines: Business India, Business World, Business Today etc.

Lecture-wise plan

Lecture/ Session Nos.	Learning Objectives	Topics to be covered	Reference (Chapter/Sec./ Page Nos. (of Text/ Ref. Books)
1-2	To know the distinction between Capital and Revenue Expenditures	Final Accounts	T1: Chapter VIII/Pg. 191
3-5	To understand how to prepare Trading account- Profit and Loss Account- Balance Sheet	Final Accounts	T1: Chapter VIII/Pg. 194
6-7	To understand how to prepare Balance Sheet with different types of adjustments	Final Accounts	T1: Chapter VIII/Pg. 201
8-10	To understand how to prepare Balance Sheet with different types of adjustments- Treatment of Bad Debts	Final Accounts	T1: Chapter VIII/Pg. 204
11-13	To know the essential Characteristics of Partnership and Partnership Deed and basis of preparation of final accounts	Partnership Accounts	T1: Chapter IX/Pg. 233
14-16	To understand Final Accounts with admission of a Partner	Partnership Accounts	T1: Chapter IX/Pg. 239
17-19	To study the partnership accounts with retirement of a Partner- Death of a Partner-	Partnership Accounts	T1: Chapter IX/Pg. 254, 260
20-21	To understand Dissolution of Partnership Firm -Insolvency of a Partner.	Partnership Accounts	T1: Chapter IX/Pg. 262, 270

COURSE HANDOUT –FM-II
THE ICAI UNIVERSITY, JAIPUR

22-23	To understand meaning and characteristics of a Company and know Kinds of Companies- Differences between a Public Limited Company and a Private Limited Company- Formation of a Company-Share Capital – Issue and Forfeiture of Shares	Company Accounts	T1: Chapter X/Pg. 280-287 Lesson-1
24-26	To understand the concepts of Final Accounts of Companies	Company Accounts	T1: Chapter X/Pg. 289-314, Lessons -2
27-29	To understand Forms of Balance Sheet	Company Accounts	T1: Chapter X/Pg. 316 Lessons -3
30-32	To learn how to prepare Final Accounts.	Company Accounts	T1: Chapter X/Pg. 324, Lessons -3
33-35	To understand the meaning and concept of Financial Analysis- Types of Financial Analysis- Procedure of Financial Statements Analysis- Methods or Devices of Financial Analysis.	Analysis of Financial Statements	T1: Chapter XI/Pg. 360-373
36-37	To know limitations of Financial Analysis and problem solving	Analysis of Financial Statements	T1: Chapter XI/Pg. 360-374
38-40	To understand Ratio Analysis concepts and classifications of ratios	Ratio Analysis	T1: Chapter XI/Pg. 374-399
41-42	To solve related problems and analysis.	Ratio Analysis	T1: Chapter XI/Pg. 374-399

5. Evaluation Scheme:

Component	Duration (hr/min)	Weightage (%)	Course coverage/ Syllabus	Date	Remarks
Assignment-I	--	5	Based on the topic related to pre-mid-term syllabus	Announcement date: 12/01/12 Submission date: 20/01/2012 Friday	Library/web research followed by Viva in Common House
Test -I	50 min	11	Up to 12 sessions	14/02/12 2.30 -3.00pm Tuesday	Closed Book Examination- Problems & theories
Mid Term Examination	90 min	20	Session 1 - 21	28/02/12 10-11.30 am Tuesday	Closed book written examination
Assignment-II	--	5	Based on the post	Announcement	Library/web research

**COURSE HANDOUT –FM-II
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			mid-term syllabus	date: 06/03/12 Submission date: 23/03/2012 Friday	followed by Viva in Common House
Test-II	50 min	11	22-32 sessions	03/04/12 Tuesday 2.10-3.00 pm	Closed Book Examinations. Problems & theories
Academic Interaction	continuous	4			Evaluated by the instructor in the middle and at the end of the semester
Regularity in class	continuous	4			Evaluated by the instructor *
End Term Examination		40	Lectures nos. 1-42, entire course	08/05/12 Tuesday 10.00 am - 1.00pm	Closed book written Examination
	TOTAL	100			

* These 4 marks would be proportionally distributed for attendance of the student over and above the mandatory 75% attendance.

6. **Chamber Consultation Hours:** Every Wednesday between 2.00 pm to 3.00 pm

7. **Make-up Policy:** Make up tests will be allowed to the students only in case of genuine circumstances. However, there has to be a prior and proper intimation to the undersigned.

8. General:

- a. Assignments topic will cover the given syllabus
- b. Tests will cover conceptual theories and problems

Date: ___ 12-01-2012 ___

G. D. Rathod
Name & Signature of I/C

Form: GT/2

THE ICFAI UNIVERSITY JAIPUR
Faculty of Management Studies

Course Handout
 Second Semester, 2011- 2012

Course Code/No.	Course title	L P U
LS112	INTRODUCTORY PSYCHOLOGY	3 0 3

1. Instructor-in-charge : Dr. Pragya Mathur Kumar
 Email: prakhar_pragya@yahoo.co.in

2. Scope and Objective of the course: This course will serve as an overview of the major fields within psychology with an emphasis on developing an understanding of psychology as the science of human thought and behavior.

3. (a) Textbook(s):

T1:	Publication	Year
General Psychology-1	Icfai University Publication	2004
T2:		
General Psychology-2	Icfai University Publication	2004

4. Lecture-wise plan

Lecture/Session Nos.	Learning Objectives	Topics to be covered	Reference (Chapter/Sec./Page Nos (of Text/Ref. Books)
1-3	What is Psychology-History of Psychology: Overview of different studies of Psychology, Psychology in India-Goals of Psychology-Psychology today-Branches of Psychology-Applications of Psychology.	Introduction to Psychology	T1:Chapter 1
4	The Nervous System: Neurons, Sending Information, The Central Nervous System, The	Biological Bases of Behavior	T1:Chapter 3

	Peripheral Nervous System-Endocrine System: Hormones, The Pituitary Gland, The Thyroid Gland-Influence of Genes on Behavior: Chromosomal Abnormalities, Dominant and Recessive Genes, Genotype and Phenotype.		
5-6	Basic Principles of Sensation: Sensory Thresholds, Sensory Adaptations-The Visual System: The Eye-The Auditory System: Structure and Functions of Ear, Auditory Pathways, Auditory Perception-The Chemical Senses: Taste and Smell-Skin Senses: Touch, Temperature, Pain-Other Senses: Kinesthetic Sense, Vestibular Sense.	Sensation and Sensory Process	T1:Chapter 4
7-9	Illusions-Selection: Selective Attention, Feature Detectors, Habituation-Organization: Form Perception, Perceptual Constancy, Depth Perception-Interpretation: Perceptual Adaptation, Perceptual Set, Motives, Frame of Reference-Subliminal Perception-Extrasensory Perception.	Perception	T1:Chapter 5
10-13	Meaning of Consciousness: Measuring Consciousness-Levels of Consciousness: Consciousness and Brain Activity-Circadian Rhythms: Free-running Circadian Rhythms-Sleep-Waking Cycle: Stages of Sleep, Changes in Sleep Patterns with Relation to Age, Changes in Sleep Patterns with Relation to Culture, the Neural Basis of Sleep, Sleep	State of Consciousness	T1:Chapter 6

	Deprivation, Functions of Sleep, Sleep Disorders-Dreams: The Nature of Dreams, Content of Dreams, Theories of Dreaming-Hypnosis: Effects of Hypnosis, Theories of Hypnosis-Meditation-Psychoactive Drugs: Factors Influencing the Effects of Drugs, Drug Dependence, How Drugs Work-Consciousness and Cultures.		
14-17	Learning about Stimuli-Classical Conditioning: Key Variables in Classical Conditioning, Processes in Classical Conditioning, Classical Conditioning in everyday Life-Operant Conditioning: Processes in Operant Conditioning, Reinforcement-Strengthening a Response, Punishment-Weakening a Response, Superstitious Behavior, Applications of Operant Conditioning-Cognitive Learning: Cognitive Aspects of Operant Conditioning, Insight Learning, Observational Learning, Application of Classical Conditioning in the Immune System, Getting Rid of Phobias.	Learning	T1:Chapter 7
18-21	The Nature of Memory-Encoding: The Role of Attention in Encoding, Levels of Processing, Improving Encoding-Storage: Sensory Register, Short-Term Memory,	Memory	T1:Chapter 8

	<p>Long-Term Memory- Retrieval: Using cues to help Retrieval, Encoding Specificity,</p> <p>Reconstructing Memories- Forgetting: Theories of Forgetting-The Physiology of Memory-Memory Systems.</p>		
20-22	<p>Cognition-Thinking: Types of Thinking, Elements of Thoughts- Reasoning: The Role of Mood States, The Role of Beliefs, Confirmation Bias-Decision-Making: Heuristics-Problem Solving: The Nature of Problem Solving, Different Strategies of Problem Solving, Enhancing Problem Solving Abilities, Factors that Interfere with Problem Solving-Artificial Intelligence-Creativity: The Process of Creativity, Creative Individuals-Language: The Structure of Language, Levels of Language, Basic Components of Language Development, Language and Thought-an intimate relation.</p>	Thought and Language	T1:Chapter 9
23-27	<p>Introduction-Theories of Intelligence: Factor Theories of Intelligence, Process Oriented Theories of Intelligence-Measuring Human Intelligence: The Stanford Binet Test, The Wechsler Tests, Group Tests-Reliability and Validity of Psychological Tests: Reliability, Validity-The Determinants of Intelligence: Evidence for</p>	Intelligence	T2:Chapter 1

	<p>Hereditary Influence, Evidence for Environmental Influence, The Interactive Hypothesis-Mental Retardation-The Intellectually Gifted-Emotional Intelligence: The Assessment of Emotional Intelligence and Competence.</p>		
<p>28-32</p>	<p>Introduction-Motivation-Theories of Motivation-The Instinct Theory: The drive-reduction theory, The Expectancy or Incentive Theory, The Humanistic Theory-Maslow's Hierarchy of Needs, The Arousal Theory-The Motivation of Hunger and Eating: Biological Factors in the Regulation of Hunger, Social Factors in Eating, Eating Disorders, The Need for Achievement-Measurement of Social Motives: Projective Tests-Types of Conflicts: Approach-Avoidance Conflict, Approach – Avoidance Conflict, Approach-Avoidance Conflict, Multiple Approach-Avoidance Conflicts-Emotions: Classification of Emotions, Bodily Response or Physiological Arousal, The Subjective Feelings or Conscious Experience, Overt Behavior or Expressive Response-Theories of Emotions: The James –Lange Theory, The Cannon-Bard Theory, The Schachter-Singer Theory, Measurement of Emotions-Non-verbal Behavior and The Expression of Emotions.</p>	<p>Motivation and Emotion</p>	<p>T2:Chapter 2</p>

33-36	<p>Meaning and Definition of Personality-Meaning and Definition of Theory: Criteria of a Good Theory-Theories of Personality: The Psychoanalytic Approach, Trait Approach, Learning Approach, Humanistic Approach-Assessment of Personality: Paper and Pencil Tests, Projective Tests, Behavioral Assessment.</p>	Personality	T2:Chapter 3
37-39	<p>Introduction-The Beginning of Life 'Conception'-The Pre-Natal Period: Environmental Factors Influencing Pre-natal Development-Infancy and Childhood: Perceptual Development, Hearing and Other Senses, Physical and Motor Development, Emotional Development, Social Development-The Beginning of Love and Attachment, Language Development, Language and Gender, Cognitive Development, Moral Development-Adolescence: Physical Development, Cognitive Development During Adolescence, Social and Emotional Development During Adolescence, Erikson's Eight Stage of Life-Development in</p>	Life-Span Development	T2:Chapter4

	Adult Years: Physical Changes During Adult Years, Social Development, Careers and Transitions in Work, Cognitive changes During Adulthood-Old Age: Consequences of Aging.		
40-42	Meaning and Definition of Health Psychology: Historical Traditions-the gradual emergence of a holistic viewpoint of health, The Social and Culture Basis of Health and Illness, The Study of Health Behavior-Stress: Its Nature and Relation to Illness: The Physiology of Stress, Genetic Contribution to Stress, Causes of Stress, Effects of Stress, Strategies of Coping with Stress, Other Ways of Coping with Stress.	Health Psychology	T2:Chapter 5
43-45	Attitudes-Behavior in Groups	Social Psychology	T2:Chapter 6

4.Evaluation Scheme:

Component	Duration (hr/min)	Weightage (%)	Course coverage/ Syllabus	Date	Remarks
ASSIGNMENT/ PRESENTATION	5MINUTES EACH	1+2+3	SESSIONS 1-5		WRITTEN+PRESENTATION(ORAL)

TEST	50 MINUTES	10	SESSIONS 5-15		WRITTEN
Mid term Examination	90 MINUTES	20	SESSIONS 1-22	28.2.2012 Tuesday 3.30-5.00PM	Closed Book Written Examination
ASSIGNMENT/ PRESENTATION	5MINUTES EACH	1+2+3	SESSIONS 23-30		WRITTEN+PRESENTATION(ORAL)
TEST	50 MINUTES	10	SESSIONS 30-45		WRITTEN
Academic Interaction	Continuous	4	-		Evaluated by the instructor in the middle and at the end of the semester
Regularity in class	Continuous	4	-		Assigned by the instructor *
Comprehensive Examination	03 hrs	40		11.05.2012 Friday 10am-1.0 pm	Closed Book Written Examination

* These 4 marks would be proportionally distributed for attendance of the student over and above the mandatory 75% attendance.

5. Chamber Consultation Hour:

Students can see the undersigned in her room betweenon.....day (NA)

6. Make-up Policy:

Make-up test will be administered to students under genuine circumstances. However, prior and proper intimation to the undersigned is a must.

7. General:

- Assignment: The students will have to prepare handwritten assignments on the assigned topic.
- Individual Presentations: Each student should make a presentation on any topic related to Psychology for 5 minutes in the class room.
- Written test: It is to test the students' conceptual skills.
- Students should attend classes regularly and be on time in class.

Date: **02.12.2011**

Name & Signature of I/C

THE ICFAI UNIVERSITY JAIPUR
Faculty of Management Studies
Course Handout
BBA
Second Semester: 2011-2012

Course Code/No.	Course title	L P U
EN 152	MANAGERIAL ECONOMICS II	3 0 3

1. Instructor-in-charge : **Shradha Banga**
 Instructor(s) : Room No. 25
 Email id: shradha.banga@gmail.com
 Mobile No. : +919887059390

2. Scope & Objective of the course:

The course aims to explain basic theories to develop an understanding of behavior of various economic agents.

3. (a) Textbook(s):

T1: Introduction to Economics	Icfai University Publication	IUP	2008
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(b) Other readings:

www.rbi.org.in

Economic and Business daily: The Economic Times, Business Standards etc.

Business Magazines: Business India

Lecture-wise plan

Lecture/Session Nos.	Learning Objectives	Topics to be covered	Reference (Chapter/Sec./Page Nos. (of Text/Ref. Books)
1-2	To understand Economic Growth and Economic Development.	Economic Growth, Impact of Economic Growth on the Economy, Economic Development	Economic Indicators / T1:Chapter 8/ Pg 26-33
3-4	To recognize Economic Indicators	National Income, Balance of Payments, Foreign Exchange Reserves, Inflation. Human Development Index as a measure of Economic Development.	Economic Indicators/ T1:Chapter 8/ Pg 34-44
5-7	To identify Economic Systems	Capitalism, Socialism, Mixed Economy. Economic Planning in	Economic Systems, Planning and LPG Strategy /

COURSE HANDOUT – Economics (BBA)
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		India	T1:Chapter 9/ Pg 147-151
8-9	To know objectives of Planning	Five Year Plans in India – An Appraisal, Tenth Five Year Plan. Liberalization, Privatization and Globalization (LPG).	Economic Systems, Planning and LPG Strategy/ T1:Chapter 9/ Pg 151-155
10-11	To understand the structural Characteristics of the Indian Industries	Industrial Pattern – Post Independence Era. Industrial Policy Resolutions: Industrial Policy Resolutions-1948, 1956,1977,1980,1991.	Industrial Environment / T1:Chapter 10/ Pg 156-160
12-13	To differentiate between Public versus Private Sector.	To know the role of Heavy Industries: Iron & Steel, Jute Industry, Textile Industry, Sugar Industry, Cement Industry, Paper Industry, Petrochemical Industry. Small-Scale and Cottage Industries: Case for Small-Scale Enterprises, Performance, Problems and Remedial Measures.	Industrial Environment / T1:Chapter 10/ Pg 161-169
14-16	To understand Industrial Sickness	Fundamental Reasons for Industrial Sickness, Measures for Revival of Sick units, Disinvestment in Industries. Changing Scenario of Indian Industry in the Era of Liberalization: Role of MNCs	Industrial Environment/ T1:Chapter 10/ Pg 170- 179
17	To understand Foreign Investment Policy.	An Appraisal of Indian Industrial Sector: Infrastructure- Power Sector, Governance.	Industrial Environment/ T1:Chapter 10/ Pg 180-187
18-19	To know functions of Financial System	Constituents of Financial System, Characteristics, Types of Financial Markets. Money Market: Need & its Functions: Indian Money Market, Money Market Players and	Financial System / T1:Chapter 11/ Pg 190-200

		Instruments, Repo Transactions, Classification of Capital Markets. Securities and Exchange Board of India: Objectives, Reforms.	
20-21	To understand Indian Money Market	Money Market Players and Instruments, Repo Transactions, Classification of Capital Markets. Securities and Exchange Board of India: Objectives, Reforms.	Financial System / T1:Chapter 11/ Pg 201-207
22-24	To know the meaning of Barter	The Pre-Monetary Society: Defects or Inconveniences of Barter. Evolution of Money: Theories of Money-Definitions, Different Schools of Thought-Definitions	Evolution of Money and Related Issues/ T1:Chapter 12/ Pg 209-216
25-26	To identify Functions of Money	Importance and Significance of Money, Defects of Money. Paper Money: Advantages, Defects of Paper Money, attributes of good money material, The Types of Modern money, Super Money. Value of Money: Index numbers.	Evolution of Money and Related Issues/ T1:Chapter 12/ Pg 217-224
27-28	To understand Commercial Banks	Their Meaning and Definition: Functions of Commercial Banks, Multiple Expansion of Credit and Nationalization of Commercial Banks: Objectives of Nationalization of Banks	Banking / T1:Chapter 13/ Pg 227-240
29-30	To recognize the Performance of Public Sector Banks, Specialized financial institutions, Central Banking	Meaning & Definition: Functions of a Central Bank, Methods of Credit Control, and Bank Rate. The Reserve Bank of India: Aims and Objectives of the RBI, Role of RBI in Economic Development. Monetary Policy: Main Objectives, Neutral Money, Working	Banking / T1:Chapter 13/ Pg 241-250

COURSE HANDOUT – Economics (BBA)
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		of the Monetary Policy.	
31-32	To understand International Issues	Globalization, Management of Foreign Exchange Reserves.	International Issues / T1:Chapter 14/ Pg 254-260
33-34	To know International Financial Institutions	International Monetary Fund, the World Bank. World Trade Organization: Functions, Ministerial Conferences	International Issues / T1:Chapter 14/ Pg 261-269
35-36	To identify Implications of WTO Proposals on India.	New International Economic Order: Important Issues of NIEO, NIEO – Some Reflections on India, Newly Incorporated Elements in NIEO	International Issues / T1:Chapter 14/ Pg 269-272
37-39	To understand Meaning – Phases of Business Cycles	Theories of Business Cycles: Schumpeter’s Innovations Theory of Trade Cycles, Hawtrey’s Monetary Theory of the Trade Cycles and Keynes Theory of the Trade Cycle	Business Cycles / T1:Chapter 6/ Pg 97-100
40-41	To know Stabilization Policies, Fiscal Policy, Monetary Policy, Expansionary Policy, and Contraction Policy.	Stabilization Policies, Fiscal Policy, Monetary Policy, Expansionary Policy, and Contraction Policy.	Business Cycles/ T1:Chapter 6/ Pg 101-104

5. Evaluation Scheme:

Component	Duration (hr/min)	Weightage (%)	Course coverage/ Syllabus	Date/Time	Remarks
Quiz I	20 min	5	Lecture 1-4	12/1/2011 12-1pm Wednesday	Short answer Test
Written Test I	50 min	10	Lecture 5-17	25/1/2012 12-1pm Wednesday	Closed Book Written test Will include: 10 Short answer questions and 2 descriptive questions.
Mid-term Examination	1.5 hrs	20	Lecture 1-21	01.03.2012 10-11.30 am Thursday	Closed Book Written Examination
Written Test II	50 min	10	Lecture 22-36	11/4/2012 12-1pm Wednesday	Closed Book Exam Will include: 10 Short answer questions and 2 descriptive questions.
Assignment And Presentation	20/4/2011-25/4/2011	7 (4+3)	Lecture 31-41	Presentation on 25/4/2012 12-1pm Wednesday	Evaluation criteria: application of current affairs and conceptual understanding of topics covered in sessions
Academic Interaction*	Continuous	4			Evaluated by the instructor in the middle and at the end of the semester
Regularity in class	Continuous	4	-		Assigned by the instructor
Comprehensive Examination	03 hrs	40	Full Syllabus Lecture 1-41	10.05.2012 Thursday	Closed Book Written Examination

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				10am -1 pm	
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* These 4 marks would be proportionally distributed for attendance of the student over and above the mandatory 75% attendance.

6. **Chamber Consultation Hours:** 12-1 pm every Wednesday.

7. **Make-up Policy:** Make up tests will be allowed to the students only in case of genuine circumstances. However, there has to be a Prior and proper intimation to the undersigned or the Program Coordinator.

8. General:

a. Assignment topics will cover the given syllabus but it should be aligned with the current business scenario.

Date: _____

Name & Signature of I/C

Form: GT/2

THE ICFAI UNIVERSITY JAIPUR

Faculty of Management Studies

Course Handout

Second Semester: 2011- 2012

Course Code/No.	Course title	L	P	U
MA132	QUANTITATIVE METHODS	3	0	3

1. Instructor-in-charge:

Dr. Rajiv Lochan Pareek

Room No. 50

Email: rlpareek@iujaipur.edu.in

2. Scope & Objective of the course: Quantitative methods are the tools that social scientists use to find measurable results of various phenomena from hypothesis to evaluation. Here we give an introduction to the use of various quantitative techniques for analyzing business situations.

3. (a) Textbook(s):

T	Quantitative Methods, The ICFAI University Press © ICFAI April, 2004.
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(b) Reference book(s):

R1	Statistics for Management, Richard I Levin and David S Rubin – PHI Publication, Seventh Edition 2008.
R2	Statistical Method, S.P. Gupta-S Chand & Sons Third Edition 2004
R3	Statistics Concepts and Applications, Nabendu Pal and Sahadeb Sarkar PHI 2005

4. Lecture-wise plan

Lecture Nos.	Learning Objective	Topics to be covered	Reference (Chap./Sec./ Page Nos. of Text Book)
1,2	To analyze data for decision making	The Concept of Probability, the Venn Diagram, probability rules	T; Ch VII page no. 177-184
3,4	To calculate the ultimate outcome of an experiment that depends on the outcomes of various intermediate stages	Unconditional and Conditional Probability, Bayes' Theorem	T; Ch VII page no. 185-193
5,6	Concerned with measuring something and recording it as a number	Random variable, Probability Distributions, Expected value, Variance, Discrete and Continuous random variable, Covariance	T; Ch IX page no.236-245

7-9	The Probability Distributions	The Uniform Distribution ,The Binomial Distribution and the Hyer geometric distribution	T; Ch IX page no. 245-247
10,11	To reflect the various values taken by many real life variables	Normal Distribution, Standard Normal Distribution	T; Ch IX page no. 248-250
12,13	Correlation facilitates decision-making in business organizations	Cause and Effect, significance of correlation, Types of Correlation	R2; Ch X page no. 377-381
14-16	To study the deviations of items from actual mean and not from assumed mean	Methods of Correlation, Karl Pearson's Coefficient of Correlation, Coefficient of Correlation and Probable Error	R2; Ch X page no. 383-401
17-19	Method to find coefficient of correlation	Coefficient of Determination, Rank Correlation, Concurrent Deviation.	R2; Ch X page no. 401-412
20,21	To study the functional relationship between the variables and thereby provide a mechanism for prediction, or forecasting	Use of Regression Analysis, Difference between Correlation and Regression Analysis	R2; Ch XI page no.435-436
22-24	To estimate the relationship among economic variables that constitute the essence of economic theory and economic life	Regression Line, Regression Equations, Regression Equation of X on Y, Regression Equation of Y on X, Deviations taken from Actual and Assumed Mean	R2; Ch XI page no. 439-445
25		Graphical Regression Line, Standard Error of Estimate.	R4; Ch XI page no. 447-453
26,27	Used in comparing production, sales or changes in exports or imports over a certain period of time	Concept of Index Numbers, Uses of Index Numbers, Types of Index Numbers	T; Ch XIII page no. 341-344
28-30	For constructing index numbers	Aggregates Method of Constructing Index Numbers, Value Index Numbers, Average Relative Method of Constructing Index Numbers	T; Ch XIII page no. 344-354
31-33		Chain Index Numbers, Tests for Consistency, Consumer Price Index Number.	T; Ch XIII page no. 354-357, 362-366
34,35	To make estimates in business for the future	Time Series Analysis, Secular Trend, Cyclical Variation	T; Ch XIV page no. 370-378

36,37		Seasonal Variation and Irregular Variation	T; Ch XIV page no.378-387
38	The <i>planning of activities</i> to obtain an optimal result	The Graphical Method of Linear Programming	T; Ch IV page no. 99-106
39	For moving from an extreme point with a low profit value to another with a higher value until the maximum value of the objective function is achieved	The Simplex Method of Linear Programming,	T; Ch IV page no. 106-116
40-42	To be viewed as a restatement in linear programming terms	Post Optimality Analysis, Duality	T; Ch IV page no. 117-121

5.Evaluation Scheme:

Component	Duration (hr/min)	Weightage (%)	Course coverage (lect. no.)	Date	Remarks
Test-1	50 min	12	1-10	05-02-2012 Class Hours	Closed Book
Surprise Quiz-1	15 min	4	1-18	Any time after Test-1 and before Mid Term	Closed Book
Mid Sem Exam	1:30 hr	20	1-22	29-02-2012 10:00--11:30 AM Wednesday	Closed Book
Test-2	50 min	12	23-32	05-04-2012 Class Hours	Closed Book
Surprise Quiz-2	15 min	4	22-36	Any time after Test-2 and before Compre	Closed Book
Comprehensive Examination	3 hr	40	1-42 (Entire Syllabus)	09-05-2012 10:00—1:00 PM Wednesday	Closed Book
Academic Interaction	continuous	4	----	----	Evaluated by the instructor in the middle and at the end of the semester
Regularity in class	continuous	4	----	-----	Evaluated* by the instructor

* These 4 marks would be proportionally distributed for attendance of the student over and above the mandatory 75% attendance.

6.Chamber Consultation Hour: 5:00 PM to 6:00 PM (Wednesday)

7.Make-up Policy: Make-up test will be administered to students under genuine circumstances. However, prior and proper intimation to the concerned instructor is a must.

Date: ___18.01.2012 _____

Name & Signature of I/C

Dr.Rajiv Lochan Pareek