

Curriculum Book
and
Assessment and Evaluation Scheme

based on

Outcome Based Education (OBE)

in

Master of Business Administration in
Logistics & Supply Chain Management
MBA (LSCM)

2 Years Degree Program

Revised as on 01 August 2023
Applicable w.e.f. Academic Session 2023-24



AKS University

Satna 485001, Madhya Pradesh, India

Faculty of Management Studies
Department of Business Administration

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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Forwarding

I am delighted to present the updated curriculum of the Department of Business Administration for the specialized MBA Program in Logistics and Supply Chain Management (LSCM). This curriculum is meticulously designed to integrate the latest trends and advancements specific to logistics and supply chain management, while still adhering to the guidelines set forth by AICTE and UGC. The curriculum aligns with the transformative directives of NEP-2020, with a special emphasis on the dynamic and rapidly evolving domain of LSCM.

The alignment of course outcomes (COs), Programme Outcomes (POs), and Programme Specific Outcomes (PSOs) has been carefully executed, ensuring a comprehensive understanding and expertise in logistics management, supply chain analytics, global distribution strategies, and sustainable supply chain practices. This alignment is in perfect sync with the requisites of NEP-2020 and NAAC standards, particularly focusing on the distinctive competencies required in the LSCM sector.

I firmly believe that this specialized syllabus will not only enhance the skills of our students but also significantly elevate their employability by providing them with the tools and knowledge necessary to excel in the dynamic field of Logistics and Supply Chain Management.

With immense satisfaction, I hereby present the revised curriculum for the MBA in Logistics and Supply Chain Management program for implementation in the upcoming session.

01 August 2023

ER. Anant Soni
Pro Chancellor & Chairman
AKS University, Satna



AKS University

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From the Desk of the Vice-Chancellor

AKS University is currently undergoing a process to revamp its curriculum into an outcome-based approach, with the aim of enhancing the teaching and learning process. The foundation of quality of quality education lies in the implementation of a curriculum that aligns with both societal and industrial needs, focusing on relevant outcomes. This entails dedicated and inspired faculty members, as well as impactful industry internships.



Hence, it is of utmost importance to begin this endeavor by crafting an outcome-based curriculum in collaboration with academia and industry experts. This curriculum design should be informed by the latest technological advancements, market demands, the guidelines outlined in the National Education Policy (NEP) of 2020, and sustainable goals.

I'm delighted to learn that the revised curriculum has been meticulously crafted by the Department of Business Administration, in consultation with an array of experts from the industry, research institutes, and academia. This curriculum effectively integrates the principles outlined in the NEP-2020 guidelines, as well as sustainable goals. It also adeptly incorporates the latest advancements in the field of business management.

Furthermore, the curriculum takes into account the specific needs of the Indian Industries, focusing on the creation of effective and efficient managers as well as entrepreneurs. This curriculum will not only impart knowledge but also encourages students' independent thinking for potential enhancements in the area of business management.

The curriculum goes beyond theoretical learning and embraces practical applications. To enhance students' skills, the curriculum integrates industrial visits, and On-Job Training experiences, research projects. This well-rounded approach ensures that students receive a comprehensive education, fostering their skill development and preparing them for success in the field of Business Management.

I am confident that the updated curriculum for Department of Business Administration will not only enhance students' managerial skills but also contribute significantly to their employability. During the process of revising the curriculum, I am pleased to observe that the Department of Business Administration has diligently adhered to the guidelines provided by the AICTE and UGC. Additionally, they have maintained a total credit requirement of 102 for the MBA program.

It's worth noting that curriculum revision is an ongoing and dynamic process, designed to address the continuous evolution of managerial and technological advancements and both local and global concerns. This ensures that the curriculum remains responsive and attuned to the changing landscape of education and industry.

AKS University warmly invites input and suggestions from industry experts and technocrats and Alumni students to enhance the curriculum and make it more student-centric. Your valuable insights will greatly contribute to shaping an education that best serves the needs and aspirations of our students.

Professor B. A. Chopade
Vice- Chancellor
AKS University, Satna

01 August 2023



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Faculty of Management Studies **Department of Business Administration**
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Preface

As part of our commitment to ongoing enhancement, the Department of Business Administration consistently reviews and updates its MBA program curriculum every three years. Through this process, we ensure that the curriculum remains aligned with the latest managerial developments, as well as local and global industrial and social demands.

During this procedure, the existing curriculum for the MBA Program undergoes evaluation by a panel of industry specialists, and academicians. Following meticulous scrutiny, the revised curriculum has been formulated and is set to be implemented starting from August 01, 2023. This implementation is contingent upon the endorsement of the curriculum by the University's Board of Studies and Governing Body.

This curriculum closely adheres to the AICTE model syllabus distributed in May 2023. It seamlessly integrates the guidelines set forth by the Ministry of Higher Education, Government of India, through NEP-2020, as well as the principles of Sustainable Development Goals. In order to foster the holistic skill development of students, a range of practical activities, including Industrial Visits, Project planning and execution, Report Writing, Seminars, and Industrial On-Job Training, have been incorporated. Furthermore, in alignment with AICTE's directives, the total credit allocation for the MBA program is capped at 102 credits.

This curriculum is enriched with course components in alignment with AICTE guidelines, encompassing various disciplines such as Management Core Course (MCC): 24 credits, Logistics and Supply Chain Management (LSC): 23 credits, Projects (PJT) OJT Training: 54 credits.

To ensure a comprehensive learning experience, detailed evaluation schemes and rubrics have also been meticulously provided.

For each course, a thorough mapping of Course Outcomes, Program Outcomes, and Program Specific Outcomes has been undertaken. As the course syllabus is being meticulously developed, various elements such as session outcomes, laboratory instruction, classroom instruction, self-learning activities, assignments, and mini projects are meticulously outlined.

We hold the belief that this dynamic curriculum will undoubtedly enhance independent thinking, skills, and overall employability of the students.

Professor (Dr.) Harshwardhan Shrivastava
Dean, Faculty of Management Studies
AKS University, Satna

01 August 2023



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Faculty of Management Studies Department of Business Administration
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Introduction:

The Faculty of Management Studies offers various courses for students to impart the key concepts of management and its applications in an organization. Apart from the basic courses of management like BBA and MBA, the department has also designed some major courses i.e. Ph.D. (Management), MBA in Logistics and Supply Chain Management. Our professional courses emphasize on the combination of core business subjects and skill courses which lead to the holistic development of the students.

VISION

Our vision encompasses the overall development of the professionals who would become the torchbearer of the financial planning revolution. We strive to impart management education to prepare business leaders and entrepreneurs to stand up to the global competition.

MISSION

M 1: The Faculty of Management Studies provides programs that meet educational needs required by industries and other institutions.

M 2: Our aim is to provide and maintain an emphasis on the continuous improvement of programs and services.

M 3: We believe in nurturing the young minds of students by effective training in the concerned subject and guiding them to lay the strong foundation for a successful career.

Program Educational Objectives (PEOs):

PEO 1: To facilitate high-quality management education to the students of the management program and prepare them to meet the local & global challenges through their managerial competence.

PEO 2: To incorporate the spirit of learning and support the leaders with the recent managerial skills in the various dimensions of the business domain for attaining the organizational excellence.

PEO 3: To encourage the leaders, both in the field of business management and public administration to maintain human values in their leadership roles.

PEO 4: To motivate the students, researchers, and corporate participants in the management program for developing their entrepreneurial skills to bring positive changes for the development of the economy.

Program Outcomes (POs):

PO 1: Business Environment and Domain Knowledge: Socio-economic, legal and technological environment of Indian business. Students are able to improve their awareness and knowledge about functioning of local and global business environment and society. This helps in recognizing the functioning of businesses, identifying potential business opportunities, involvement of business enterprises and exploring the entrepreneurial opportunities.

PO 2: Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions:



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Competencies in quantitative and qualitative techniques. Students are expected to develop skills on analyzing the business data, execution of relevant analysis, and problem solving in other functional areas such as marketing, business strategies.

PO 3: International Exposure and Cross-Cultural Understanding: Demonstrate a global outlook with the ability to identify aspects of the international business and Cross Cultural Understanding.

PO 4: Social Responsiveness and Ethos: Developing responsiveness to contextual social issues/ problems and exploring solutions, understanding business ethos and resolving ethical dilemmas. Students are expected to identify the contemporary social problems, exploring the opportunities for social entrepreneurship, designing business solutions and demonstrate ethical standards in organizational decision making.

PO 5: Effective Business Communication: Usage of various forms of business communication, supported by effective use of appropriate technology, logical reasoning, articulation of ideas. Students are expected to develop effective oral and written communication, especially in business applications, with the use of appropriate digital technologies.

PO 6: Leadership Development and Synergy: Understanding leadership roles at various levels of the organization and leading teams. Students are expected to collaborate and lead teams across organizational boundaries and demonstrate leadership qualities, maximize the usage of diverse skills of team members in the related context. Students are expected to work in different form of organizational groups.

PO 7: R&D Aptitude: Develop a Research Aptitude and learn hands-on practical experience with respect to critical business problems and challenges using Data Analysis Techniques, Case Studies, Summer Internship, and Major Project Works, ultimately learning to solve business problems in real-life situations.

PO 8: Contemporary issues: Learning and understanding the latest developments in the management field related to contemporary issues through an extensive review of literature and research work.

Program Specific Outcomes (PSOs):

PSOs 1: Theoretical as well as practical knowledge: After studying for 2 years, the students get the theoretical as well as practical knowledge about the different aspects of the business perspectives which prepare them to work in the government and private organizations at executive, middle and top level posts.

PSOs 2: Work in various functional areas: Students can work in various functional areas like Marketing, Finance, Human Resource Management, Agri-business, and Operations Management.

PSOs 3: Work in various industries: Students will work in various industries like manufacturing, service, retail, telecommunication, automobile, banking and finance etc.

PSOs 4: To set up business enterprise: Program prepares the students to set up business enterprise and manage diversified growth of entrepreneurship.



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Consistency / Mappings of PEOs with Mission of the Department

PEO	M 1	M 2	M 3
PEO 1	H	M	H
PEO 2	H	H	H
PEO 3	H	M	H
PEO 4	M	H	H

Correlation Indices: H=High, M=Medium, L=Low, N=Nil

GENERAL COURSE STRUCTURE & THEME

1. Definition of Credit

1 Hr. Lecture (L) per week	1 Credit
1 Hr. Tutorial (T) per week	1 Credit
2 Hours Practical (P) per week	1 Credit

2. Range of Credits:

In the light of the fact that a typical Model Two-year Post Graduate degree program in Management has about 100 credits, the total number of credits proposed for the Two-year Master of Business Administration in LSCM is kept as 101 considering NEP-20 and NAAC guidelines.

3. Structure of PG Program in Master of Business Administration:

The structure of PG Program in Master of Business Administration in LSCM shall have essentially the following categories of courses with the breakup of credits as given:



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Components of the Curriculum (Program curriculum grouping based on course components)

S I No	Course Component	% of total number of credits of the Program	Total number of Credits
1	Management Core Course (MCC)	24	24
2	Logistics and Supply Chain Management (LSC)	23	23
3	Projects (PJT)	53	54
	Total	100%	101

General Course Structure and Credit Distribution

Curriculum of Master of business administration in LSCM

Semester –I		Semester – II	
Course Title	Credit	Course Title	Credit
1. Basics of Management Principles	6:0:0 = 6	1. Managerial Economics	6:0:0 = 6
2. Account for Managers	6:0:0 = 6	2. Financial Management	6:0:0 = 6
3. Strategic Supply Chain Management	2:0:0 = 2	3. Warehouse Management	2:0:0 = 2
4. Logistics Management & Information System	2:0:0 = 2	4. Principles of Enterprise Resource Planning	2:0:0 = 2
5. Procurement and Inventory Management	2:0:0 = 2	5. Global Trade Operations and Forwarding	2:0:0 = 2
6. Liner and Shipping Business	1:0:0 = 1	6. Production and Operations Management	1:0:0 = 1
7. Workshop on Commercial Geography	1:0:0 = 1	7. Workshop on MS Excel	1:0:0 = 1
8. Workshop on Recent Trends in SCM	1:0:0 = 1	8. Logistics Sales Management	1:0:0 = 1
9. E-Commerce	2:0:0 = 2	9. Workshop on Business Communication	1:0:0 = 1
10. Workshop GST & Logistics Documentation	1:0:0 = 1	10. Workshop on SCM Analytics	1:0:0 = 1
Total Credit	24	Tota Credit	23
Semester –III		Semester – IV	
Course Title	Credit	Course Title	Credit
1. OJT+ Minor Project+ Viva	0:0: 27 = 27	1. OJT+ Major Project+ Viva	0:0: 27 = 27
Total Credit	27	Total Credit	27

- i. Major Projects: major projects are compulsory for all IIIrd and IVth Semester students in a particular topic of management.



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Course code and definition:

L	=	Lecture
T	=	Tutorial
P	=	Practical
C	=	Credit
BSC	=	Basic Science Courses
ESC	=	Engineering Science Courses
HSMC	=	Humanities and Social Sciences including Management courses
PCC	=	Professional core courses
PEC	=	Professional Elective courses
OEC	=	Open Elective courses
LC	=	Laboratory course
MC	=	Mandatory courses
IKS	=	Indian Knowledge System
SDGs	=	Sustainable Development Goals

Course level coding scheme:

Three-digit number (odd numbers are for the odd semester courses and even numbers are for even semester courses) used as suffix with the Course Code for identifying the level of the course. Digit at hundred's place signifies the year in which course is offered. e.g. 101, 102 etc. for first year. 201, 202. Etc. for second year. 301, 302 for third year. 401. 402 for Fourth year



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Category-wise Courses Management Core Course (MCC)

(i) Number of Management Core Course (MCC): 04, Credits: 24

Sl.	Code No.	Subject	Semester	Credits
1	32LSC104	Basics of Management Principles	1	6:0:0 = 6
2	32LSC112	Account for Managers	1	6:0:0 = 6
3	32LSC204	Managerial Economics	2	6:0:0 = 6
4	32LSC205	Financial Management	2	6:0:0 = 6
Total Credits				24

Logistics and Supply Chain Management (LSC)

(ii) Number of Logistics and Supply Chain Management (LSC): 16, Credits: 23

Sl.	Code No.	Subject	Semester	Credits
1	32LSC101	Strategic Supply Chain Management	1	2:0:0 = 2
2	32LSC106	Logistics Management & Information System	1	2:0:0 = 2
3	32LSC107	Procurement and Inventory Management	1	2:0:0 = 2
4	32LSC103	Liner and Shipping Business	1	1:0:0 = 1
5	32LSC108	Workshop on Commercial Geography	1	1:0:0 = 1
6	32LSC109	Workshop on Recent Trends in SCM	1	1:0:0 = 1
7	32LSC110	E-Commerce	1	2:0:0 = 2
8	32LSC111	Workshop GST & Logistics Documentation	1	1:0:0 = 1
9	32LSC201	Warehouse Management	2	2:0:0 = 2
10	32LSC202	Principles of Enterprise Resource Planning	2	2:0:0 = 2
11	32LSC206	Global Trade Operations and Forwarding	2	2:0:0 = 2
12	32LSC207	Production and Operations Management	2	1:0:0 = 1
13	32LSC208	Workshop on MS Excel	2	1:0:0 = 1
14	32LSC209	Logistics Sales Management	2	1:0:0 = 1
15	32LSC210	Workshop on Business Communication	2	1:0:0 = 1
16	32LSC211	Workshop on SCM Analytics	2	1:0:0 = 1
Total Credits				23



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Projects (PJT) (6)

Sl.	Code No.	Subject	Semester	Credits
1	32LSC351	OJT and Major Project	3	0:0:54 = 27
2	32LSC451	OJT and Major Project	4	0:0:54 = 27
Total Credits				54

Induction Program

Induction program for students to be offered right at the start of the first year. It is mandatory. AKS University has designed an induction program for 1st year student, details are below:

- i. Physical activity
- ii. Creative Arts
- iii. Universal Human Values
- iv. Literary
- v. Proficiency Modules
- vi. Lectures by Eminent speakers
- vii. Visits to local Areas
- viii. Familiarization to Dept./Branch & Innovations

Mandatory Visits/ Workshop/Expert Lectures:

- i. It is mandatory to arrange one industrial visit every semester for the students.
- ii. It is mandatory to conduct a One-week workshop during the winter break after third semester on professional/ industry/ entrepreneurial orientation.
- iii. It is mandatory to organize at least one expert lecture per semester for each branch by expert resource persons from industry.

Evaluation Scheme:

1. For Theory Courses:
 - i. The weightage of Internal assessment is 50% and
 - ii. End Semester Exam is 50%
The student has to obtain at least 40% marks individually both in internal assessment and end semester exams to pass.
2. For Practical Courses:
 - i. The weightage of Internal assessment is 50% and
 - ii. End Semester Exam is 50%
The student has to obtain at least 40% marks individually both in internal assessment and end semester exams to pass.
3. For Summer Internship / Projects / Seminar etc.:
Evaluation is based on work done, quality of report, performance in viva-voce, presentation etc.
4. For On-The-Job Training>.
 - i. The weightage of Major project is 100%
The student has to obtain at least 40% marks individually project to pass.



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Semester wise Course Structure

Semester wise Brief of total Credits and Teaching Hours

Semester	L	T	P	Total Hours Per Week	Total Week	Total Credit
Semester –I	24	0	0	24	24X15 = 360	24
Semester –II	23	0	0	23	23X15 = 345	23
Semester –III	0	0	27	54	54X15 = 810	27
Semester – IV	0	0	27	54	54X15 = 810	27
Total	47	0	54	155	2325 Hours	101

Details of Semester Wise Course Structure Semester – I

SN	Category	Code	Cours Title	L	T	P	Total Hour	Credit
1	LSC	32LSC101	Strategic Supply Chain Management	2	0	0	2	2
2	LSC	32LSC103	Liner and Shipping Business	1	0	0	1	1
3	MCC	32LSC104	Basics of Management Principles	6	0	0	6	6
4	LSC	32LSC106	Logistics Management & Information System	2	0	0	2	2
5	LSC	32LSC107	Procurement and Inventory Management	2	0	0	2	2
6	LSC	32LSC108	Workshop on Commercial Geography	1	0	0	1	1
7	LSC	32LSC109	Workshop on Recent Trends in SCM	1	0	0	1	1
8	LSC	32LSC110	E-Commerce	2	0	0	2	2
9	LSC	32LSC111	Workshop GST & Logistics Documentation	1	0	0	1	1
10	MCC	32LSC112	Account for Managers	6	0	0	6	6
Total				24	0	0	24	24



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Semester - II

SN	Category	Code	Course Title	L	T	P	Total Hour	Credit
1	LSC	32LSC201	Warehouse Management	2	0	0	2	2
2	LSC	32LSC202	Principles of Enterprise Resource Planning	2	0	0	2	2
3	MCC	32LSC204	Managerial Economics	6	0	0	6	6
4	MCC	32LSC205	Financial Management	6	0	0	6	6
5	LSC	32LSC206	Global Trade Operations and Forwarding	2	0	0	2	2
6	LSC	32LSC207	Production and Operations Management	1	0	0	1	1
7	LSC	32LSC208	Workshop on MS Excel	1	0	0	1	1
8	LSC	32LSC209	Logistics Sales Management	1	0	0	1	1
9	LSC	32LSC210	Workshop on Business Communication	1	0	0	1	1
10	LSC	32LSC211	Workshop on SCM Analytics	1	0	0	1	1
Total				23	0	0	23	23

Semester - III

SN	Category	Code	Course Title	L	T	P	Total Hour	Credit
1	PJT	32LSC351	OJT+ Major Project+ Viva	0	0	27	54	27
Total				0	0	27	54	27

Semester - VI

SN	Category	Code	Course Title	L	T	P	Total Hour	Credit
1	PJT	32LSC451	OJT+ Major Project+ Viva	0	0	27	54	27
Total				0	0	27	54	27

Total Credit: 101



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Semester - I

Course Code: 32LSC101

Course Title: Strategic Supply Chain Management

Pre-requisite: Students should have a foundational knowledge of basic business concepts and principles, particularly in operations management.

Rationale: This course dives into the strategic aspects of supply chain management, providing students with the knowledge to design, implement, and analyse supply chains. It places emphasis on strategic decision-making to manage and coordinate all elements of the supply chain effectively, from procurement to product delivery, ensuring alignment with business goals.

Course Outcomes:

32LSC101.1: Discuss the concept and components of supply chain management.

32LSC101.2: Identify and describe different types and flows in a supply chain.

32LSC101.3: Analyze and make strategic decisions related to supply chain management.

32LSC101.4: Identify key drivers and metrics of supply chain performance.

32LSC101.5: Design and implement global supply chain networks effectively.

Scheme of Studies:

CODE	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC101	Strategic Supply Chain Management	2	0	1	1	4	2

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
CO DE	Cou rse Cod e	Course Name	Class/H ome Assign ment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Semi na r one (SA)	Class Activi ty any one (CAT)	Class Attenda nce (AT)	Total Marks (CA+CT+ SA+CAT +AT)	End Seme ster Asses sment (E S A)	Total Mark s (PR A+ ESA)
LSC	32LSC 101	Strategic Supply Chain Managem Ent	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC101.1: Discuss the concept and components of supply chain management.

Approximate Hours

Item	App X Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Understand the evolution of supply chain management and its current trends. SOA.2: Recognize the key issues and objectives of supply chain management. SOA.3: Compare and contrast lean and agile supply chains. SOA.4: Examine the role of uncertainty and risk in supply chains. SOA.5: Identify the key performance indicators in supply chain management.		Unit 1 - Overview of Supply Chain (Hrs.06) 1.1: Introduction to the core concepts of supply chain management. 1.2: Discussion on the evolution and key issues in supply chain management. 1.3: Analysis of the objectives of supply chain management. 1.4: Examination of lean vs. agile supply chain strategies. 1.5 Philosophy of SCM 1.6 Case example of SCM	Study of industry case studies to understand the application of lean and agile principles.

SW-A Suggested Sessional Work (SW):

- Analysis of the impact of risk on supply chain decision
- Research assignment on KPIs in supply chain management.



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32LSC101.2: Identify and describe different types and flows in a supply chain.

Approximate Hours

Item	App X Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOB.1: Describe the various flows in a supply chain and their significance.</p> <p>SOB.2: Understand the flow of finance across the supply chain.</p> <p>SOB.3: Analyze the flow of product and information across supply chains.</p> <p>SOB.4: Evaluate different supply chain strategies such as MTS, BTO, ATO, ETO.</p> <p>SOB.5: Discuss the upstream and downstream aspects of supply chain flow.</p>		<p>Unit 2 - Flows and Types of SCM (Hrs.06)</p> <p>2.1 : Detailed examination of supply chain flows.</p> <p>2.2 : Strategic importance of finance flow in supply chains.</p> <p>2.3: Impact of product and information flow on supply chain efficiency.</p> <p>2.4: Comparative analysis of different supply chain strategies.</p> <p>2.5 cash and product flow</p> <p>2.6 Risk flow</p>	Investigation of the role of information flow in supply chain optimization.

SW-B Suggested Sessional Work (SW):

- Development of supply chain flow diagrams for different strategies.
- Case study on the financial aspects of supply chain management.



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32LSC101.3: Analyze and make strategic decisions related to supply chain management.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOC.1: Critically evaluate competitive supply chain strategies.</p> <p>SOC.2: Formulate strategies to achieve strategic fit within supply chains.</p> <p>SOC.3: Assess the challenges in achieving and maintaining strategic fit.</p> <p>SOC.4: Make informed make or buy decisions.</p> <p>SOC.5: Develop frameworks for strategic alliances and partnerships.</p>		<p>Unit 3 - Supply Chain Strategic Decisions (Hrs.06)</p> <p>3.1 : Formulation of competitive supply chain strategies.</p> <p>3.2: Achieving and maintaining strategic fit in supply chains.</p> <p>3.3: Challenges in strategic decision-making for supply chains.</p> <p>3.4 : Make or buy decisions and their implications.</p> <p>3.5 Push and Pull Decision</p> <p>3.6 Logistics related decisions</p>	Case studies on strategic fit in supply chains.

SW-C Suggested Sessional Work (SW):

- Role-playing for make or buy decision-making.
- Analysis of strategic alliances in the supply chain industry.



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32LSC101.4: Identify key drivers and metrics of supply chain performance.

Approximate Hours

Item	App X Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Identify the drivers of supply chain performance.</p> <p>SOD.2: Construct a framework for structuring supply chain drivers.</p> <p>SOD.3: Analyze factors influencing distribution network design.</p> <p>SOD.4: Evaluate the impact of globalization on supply chain networks.</p> <p>SOD.5: Apply key performance indicators in supply chain management.</p>		<p>Unit 4 - Performance Metrics and Drivers in SCM (Hrs.06)</p> <p>4.1 : Key drivers of supply chain performance.</p> <p>4.2 : Frameworks for structuring supply chain drivers.</p> <p>4.3: Distribution network design and its strategic impact.</p> <p>4.4: Globalization and supply chain management.</p> <p>4.5 Forbes model in SCM</p> <p>4.6 Mumbai dabba wala case example</p>	<p>Study of global supply chain strategies and performance measurement.</p>

SW-D Suggested Sessional Work (SW):

- Project on designing a distribution network.
- KPI analysis for supply chain performance evaluation.



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32LSC101.5: Design and implement global supply chain networks effectively.

Approximate Hours

Item	App X Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Understand the concepts and importance of supply chain risk management. SOE.2: Identify and assess supply chain risks. SOE.3: Formulate risk mitigation strategies for supply chains. SOE.4: Develop a resilient and secure supply chain. SOE.5: Integrate sustainability into supply chain practices.		Unit 5 - Supply Chain Risk Management and Sustainability (Hrs.06) 5.1: Overview of supply chain risk management. 5.2: Risk identification and assessment in supply chains. 5.3: Risk mitigation strategies and supply chain resilience. 5.4: Supply chain security management. 5.5 demand chain management 5.6 benchmarking uses	Exploration of sustainable supply chain models and security management.

SW-E Suggested Sessional Work (SW):

- Creation of a supply chain risk management plan.
- Presentation on sustainable supply chain initiatives.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self Learning (SI)	Total hour (CI+SW+SI)
CO1: Discuss the concept and components of supply chain management.	6	1	1	8
CO2: Identify and describe different types and flows in a supply chain.	6	1	1	8
CO3: Analyze and make strategic decisions related to supply chain management.	6	1	1	8
CO4: Identify key drivers and metrics of supply chain performance.	6	1	1	8
CO5: Design and implement global supply chain networks effectively.	6	1	1	8
Total Hours	30	5	5	40

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Overview of SupplyChain					
CO-2	Flows and Types of SCM					
CO-3	Supply Chain Strategic Decisions					
CO-4	Performance Metrics and Drivers in SCM					
CO-5	Supply Chain Risk Management and Sustainability					
	Total					50

Legend: **Ap:** Apply, **an:** Analyze, **Ev:** Evaluate **Cr:** Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	Supply Chain Management: Strategy, Planning, and Operation	Sunil Chopra (Author), Peter Meindl	Pearson Education	2015
2	Logistics and Supply Chain Management	Dr. Saikumari V., Dr. S. Purushothaman	Sultan Chand & Sons	2023
3	Textbook of Logistics and Supply Chain Management	D K Agrawal	Macmillan Publishers India Limited	2003
4	Supply Chain Management Text and Cases	Janat Shah	Pearson Education	2009
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

Curriculum Development Team:

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Code: 32LSC101

Course Title: Strategic Supply Chain Management Cos. POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1 Discuss the concept and components of supply chain management.	3	2	2	1	1	1	1	2	3	2	3	2
CO2 Identify and describe different types and flows in a supply chain.	3	3	3	1	1	1	1	1	3	3	3	1
CO3 Analyze and make strategic decisions related to supply chain management.	2	3	1	1	1	2	1	1	3	3	2	2



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CO4 Identify key drivers and metrics of supply chain performance.	3	3	2	2	1	2	2	1	3	3	3	2
CO5 Design and implement global supply chain networks effectively.	3	3	2	1	1	3	2	2	3	3	3	2

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Discuss the concept and components of supply chain management.	SO1.1 SO1.2 SO1.3		Unit A - Overview of Supply Chain A.1, A.2, A.3, A.4	As mentioned in page number
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Identify and describe different types and flows in a supply chain.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Flows and Types of SCM B.1, B.2, B.3, B.4	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Analyze and make strategic decisions related to supply chain management.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Supply Chain Strategic Decisions C.1, C.2, C.3, C.4	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Identify key drivers and metrics of supply chain performance.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Performance Metrics and Drivers in SCM D.1, D.2, D.3, D.4	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Design and implement global supply chain networks effectively.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Supply Chain Risk Management and Sustainability E.1, E.2, E.3, E.4	



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Course Code: 32LSC103

Course Title: Liner and Shipping Business

Pre-requisite: Students should have basic knowledge of international trade, maritime law, and logistics management.

Rationale: This course provides an in-depth view of the liner shipping industry, a pivotal component of global trade. It covers the services liners offer, the structural and operational aspects of liner shipping companies, containerization, cargo handling, and the regulatory environment. Understanding these elements is crucial for professionals involved in the global shipping and logistics sectors.

Course Outcomes:

32LSC103.1: Discuss the services offered by liners, such as round-the-world, hub and spoke, and end-to-end services.

32LSC103.2: Analyze factors that affect liner freight structure, including basic freight and surcharges.

32LSC103.3: Identify different types of containers and their features and applications.

32LSC103.4: Gain insights into cargo claims procedures and the role of parties involved, including the ISPS Code.

32LSC103.5: Explain the structure of the liner industry and the balancing of supply and demand.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC103	Liner and Shipping Business	1	0	1	0	2	1

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
Cod e	Cous e Code	Course Title	Class/ Home Assign ment 5 numbe r 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Semi na r one (SA)	Class Activity any one (CAT)	Class Attenda nce (AT)	Total Marks (CA+C T+SA +CAT+ AT)	End Semester Assessm ent (ESA)	Total Marks (PRA + ESA)
LSC	32LSC 103	Liner and Shippin g Busines S	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC103.1: Discuss the services offered by liners, such as round-the-world, hub and spoke, and end-to-end services.

Approximate Hours

Item	App X Hrs
CI	3
LI	0
SW	1
SL	0
Total	4

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Articulate the characteristics and types of liner services. SOA.2: Compare the advantages and disadvantages of various liner services. SOA.3: Distinguish between liner and tramp shipping services. SOA.4: Describe the services offered by liners, including RTW and hub & spoke. SOA.5: Understand the differences between direct and transshipment services.		Unit 1 - Introduction to Liners (Hrs.03) 1.1 : Fundamentals of Liner Shipping Services. 1.2 : Break Bulk vs Container Liner Services. 1.3 Liners guide lines	

SW-A Suggested Sessional Work (SW):

- Analysis of a liner service company's route and service offerings.
- Comparison of direct and transshipment services in liner shipping.



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32LSC103.2: Analyze factors that affect liner freight structure, including basic freight and surcharges.

Approximate Hors

Item	App X Hrs
CI	3
LI	0
SW	1
SL	0
Total	4

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Outline the organizational structure of a liner shipping company. SOB.2: Examine factors influencing liner freight rates and surcharges. SOB.3: Understand the economics of a typical liner voyage. SOB.4: Explore the role of electronic data interchange in liner shipping. SOB.5: Analyze freighting for different cargo types and consolidation services.		Unit 2 - Organizational structure (Hrs.03) 2.1: Liner Shipping Company Functions. 2.2: Freight Structure in Liner Shipping. 2.3 chart of organization	

SW-B Suggested Sessional Work (SW):

- Project on liner freight rate structure.
- Simulation on economic decision-making for liner voyages.



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32LSC103.3: Identify different types of containers and their features and applications.

Approximate Hours

Item	App X Hrs
CI	3
LI	0
SW	1
SL	0
Total	4

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Understand the process of stevedoring and handling liner cargo. SOC.2: Identify the types of cranes and equipment used for liner cargo handling. SOC.3: Discuss the evolution and benefits of containerization. SOC.4: Evaluate container leasing options and terminal operations. SOC.5: Examine the features and applications of different container types.		Unit 3 - Stevedoring and Container Leasing (Hrs.03) 3.1: Liner Cargo Handling and Stevedoring. 3.2: Containerization and Unitization of Cargo 3.3. Cargo divisions	

SW-C Suggested Sessional Work (SW):

- Analysis of container leasing versus purchase options.
- Project on the operational setup of an inland container depot.



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32LSC103.4: Gain insights into cargo claims procedures and the role of parties involved, including the ISPS Code.

Approximate Hours

Item	App X Hrs
CI	3
LI	0
SW	1
SL	0
Total	4

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Describe the appointment and management of liner agencies.</p> <p>SOD.2: Interpret the standard liner agency agreement.</p> <p>SOD.3: Analyze the role and responsibilities of port agencies.</p> <p>SOD.4: Evaluate cargo claims procedures and the ISPS Code.</p> <p>SOD.5: Understand carriers' and merchants' responsibilities and limitations of liability.</p>		<p>Unit 4- Liner Agencies (Hrs.03)</p> <p>4.1 : Liner Agency Functions.</p> <p>4.2 : Liner Agency Agreements.</p> <p>4.3 : agency durations</p>	

SW-D Suggested Sessional Work (SW):

- Case study on the management of a liner agency.
- Role-play exercise on resolving a cargo claim dispute.



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32LSC103.5: Explain the structure of the liner industry and the balancing of supply and demand.

Approximate Hours

Item	App X Hrs
CI	3
LI	0
SW	1
SL	0
Total	4

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Analyze the structure of the liner industry. SOE.2: Investigate capacity management in liner shipping. SOE.3: Discuss the rationale behind liner conferences and alliances. SOE.4: Compare different capacity management agreements. SOE.5: Study statutory control and regulations impacting the liner industry.		Unit 5 - Liner Industry (Hrs.03) 5.1 : Liner Industry Supply and Demand Balance. 5.2 : Capacity Management Strategies. 5.3: industry trends	

SW-E Suggested Sessional Work (SW):

- a. Analysis of capacity management techniques in liner shipping.
- b. Discussion on the role of quality management systems in the liner industry.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self Learning (SI)	Total hour (CI+SW+SI)
CO1: Discuss the services offered by liners, such as round-the-world, hub and spoke, and end-to-end services.	3	1	0	4
CO2: Analyze factors that affect liner freight structure, including basic freight and surcharges.	3	1	0	4
CO3: Identify different types of containers and their features and applications.	3	1	0	4
CO4: Gain insights into cargo claims procedures and the role of parties involved, including the ISPS Code.	3	1	0	4
CO5: Explain the structure of the liner industry and the balancing of supply and demand.	3	1	0	4
Total Hours	15	5	0	20

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Introduction to Liners					
CO-2	Organizational structure					
CO-3	Stevedoring and Container Leasing					
CO-4	Liner Agencies					
CO-5	Liner Industry					
	Total					50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit



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7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	Handbook of LOGISTICS, SHIPPING & Commercial Terminologies	Benny John	Notion Press	2019
2	Liner Trades	Institute of Chartered Shipbrokers	Institute of Chartered Shipbrokers	2018
3	The Handbook of Maritime Economics and Business	Costas Grammenos	Taylor & Francis	2013
4	Containerization and Multimodal Transport in India	K. V. Hariharan	Shroff Publishers & Distributors	2003
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

Curriculum Development Team:

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Code: 32LSC103

Course Title: Liner and Shipping Business Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1 Discuss the services offered by liners, such as round-the-world, hub and spoke, and end-to-end services.	2	2	1	1	1	1	1	2	3	1	2	1
CO2: Analyze factors that affect liner freight structure, including basic freight and surcharges.	2	3	1	1	2	1	2	2	3	2	3	1
CO3: Identify different types of containers	2	2	2	1	2	1	2	2	3	2	3	1



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and their features and applications.												
CO4: Gain insights into cargo claims procedures and the role of parties involved, including the ISPS Code.	2	3	1	2	2	1	2	2	3	2	3	1
CO5: Explain the structure of the liner industry and the balancing of supply and demand.	2	2	1	1	1	1	1	3	3	2	3	1

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning(SL)
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Discuss the services offered by liners, such as round-the-world, hub and spoke, and end-to-end services.	SO1.1 SO1.2 SO1.3		Unit A - Introduction to Liners A.1, A.2	As mentioned in page number
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Analyze factors that affect liner freight structure, including basic freight and surcharges.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Organizational structure B.1, B.2	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Identify different types of containers and their features and applications.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Stevedoring and Container Leasing C.1, C.2	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Gain insights into cargo claims procedures and the role of parties involved, including the ISPS Code.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Liner Agencies D.1, D.2	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Explain the structure of the liner industry and the balancing of supply and demand.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Liner Industry E.1, E.2, E.3	



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SEMESTER: I

Course Code:	32LSC104
Course Title:	Basics of Management Principles
Pre-requisite:	Course assessment methods: CT & EA
Rationale:	The students studying principles and practice of management will be able to understand the application of principles of management which makes the manager more realistic, thoughtful, justifiable and free from personal bias. The decisions taken on the basis of principles of management are subject to evaluation and objective assessment.

Course Outcomes:

32LSC104.1: Application of management and understanding the management school thought and role of managers.

32LSC104.2: Summarize the overview of planning and objective in management.

32LSC104.3: Write the role of strategies in management.

32LSC104.4: Illustrate the concept of organizing and staffing,

32LSC104.5: Analyze the organizational power and politics.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits(C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	32LSC104	Basics of Management Principles	6	0	2	1	9	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture(L)and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW&SLhastobepannedandperformedunderthecontinuousguidanceandfeedbackofteacherto ensure outcome of Learning.



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Scheme of Assessment:

Theory

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ESA)
			Class/Home Assignment number 3 mark each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar (SA)	Class Activity (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MC C	32LSC104	Basics of Management Principle	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should how case their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC104.1: Application of management and understanding the management school thought and role of managers.

Approximate Hours

Item	App x Hrs.
CI	19
LI	0
SW	1
SL	1
Total	21

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
SO1.1 Understanding organization and Management. SO1.2 Analysing Functions and responsibilities of manager. SO1.3 School of management thoughts. SO1.4 Developing excellent managers. SO1.5 Cross culture issues in management.		Unite:1- Function of manager (Hrs.19) 1.1. Introduction of Organization 1.2. Introduction of management 1.3. Responsibility of manager 1.4. Concept and school management 1.5. Concept and school management thought 1.6. concept of management 1.7. theory in management. 1.8. Classification of management theories 1.9. classical management theory 1.10. Scientific management 1.11. Administrative management 1.12. Bureaucratic management 1.13. Criticism on classical management theory 1.14. neo classical theory 1.15. modern management theory 1.16. System theory 1.17. contingency theory 1.18. organizational humanism theory 1.19. management science	1. Principles of management by Henry Fayol. 2. Techniques of Scientific Management. 3. Levels of management. 4. Skills of an ideal manager. 5. Cross culture challenges in business.

SW-1 Suggested Sessional Work (SW):

a. Assignments:

- Discuss the contribution of Henry Fayol in the field of administrative management.

b. Mini Project:

- Evolution of school of management thoughts.

c. Other Activities (Specify):

- Group discussion, presentation



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32LSC104.2: Summarize the overview of planning and objective in management.

Approximate Hours

Item	App X Hrs
CI	17
LI	0
SW	1
SL	1
Total	19

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
<p>SO2.1 Understand purpose of planning process.</p> <p>SO2.2 Types of planning.</p> <p>SO2.3 Advantages and limitations of planning</p> <p>SO2.4 Understanding Concept and nature of objective, types of objectives.</p> <p>SO2.5 Importance of objective, Management by objective (MBO), Process, benefits and weakness of MBO.</p>		<p>Unite:2- purpose of planning (Hrs.17)</p> <p>2.1. principles of planning</p> <p>2.2. concept of planning</p> <p>2.3. the planning processes</p> <p>2.4. types of planning</p> <p>2.5. advantages of planning</p> <p>2.6. advantages of planning</p> <p>2.7. objective of planning</p> <p>2.8. limitation of planning</p> <p>2.9. types of objectives</p> <p>2.10. sitting of objectives</p> <p>2.11. Benefits of MBO</p> <p>2.12. importance of objectives</p> <p>2.13. MBO Process</p> <p>2.14. introduction of MBO</p> <p>2.15. management by objectives</p> <p>2.16. weakness of MBO</p> <p>2.17. Management in MBO</p>	<p>1.Planning process</p> <p>2.Types of planning</p> <p>3.Pros of Planning</p> <p>4. Use of Management by objective to enhance the performance of the organization.</p> <p>5.Benefits and weakness of MBO.</p>

SW-2 Suggested Sessional Work (SW):

a. Assignments:

- Explain nature and the purpose of planning and write the planning process, principles of planning types of planning, process advantage or limitation of planning.

b. Mini Project:

- Process of management by objective

c. Other Activities (Specify):

- Case analysis, presentation



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32LSC104.3: Write the role of strategies in management.

Approximate Hours

Item	App X Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
<p>SO3.1 Concept of corporate strategies, formation of strategies, types of Strategies</p> <p>SO3.2 The strategic planning process, TOWS matrix, Portfolio Matrix.</p> <p>SO3.3 Three generic competitive, strategy by porter, effective implementation of strategy</p> <p>SO3.4 Types of policies, principles of formulation of policies.</p> <p>SO3.5 Decision making process, individual decision-making models.</p>		<p>Unite:1-Strategies and policy (Hrs.15)</p> <p>3.1. introduction of corporate</p> <p>3.2. strategy</p> <p>3.3. The tows matrix</p> <p>3.4. the portfolio matrix</p> <p>3.5. concept of corporate strategy</p> <p>3.6. formulation of corporate</p> <p>3.7.strategy</p> <p>3.8. strategy planning process</p> <p>3.9. types of strategy</p> <p>3.10. Three generics competitive</p> <p>3.11. strategies of porter</p> <p>3.12.Effective implementation of</p> <p>3.13. strategies</p> <p>3.14. types of policy</p> <p>3.15. decision making process</p>	<p>Different corporate strategies.</p> <p>TOWS matrix analysis of an organization.</p> <p>Effective implementation of strategy.</p> <p>Difference between policies and strategies.</p> <p>Effective decision making.</p>

SW-3 Suggested Sessional Work (SW):

a. Assignments:

- Explain different types of Strategies with Examples.

b. Mini Project:

- Prepare chart of Different types of strategies.

c. Other Activities (Specify):

- Case analysis and group discussion



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32LSC104.4: Illustrate the concept of organizing and staffing,

Approximate Hours

Item	App X Hrs
CI	20
LI	0
SW	1
SL	1
Total	22

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
<p>SO4.1 Nature and purpose of organizing, Bases of departmentation.</p> <p>SO4.2 Span of management, Determinants of Span of Management.</p> <p>SO4.3 Line and Staff Relationship, Line and Staff conflict</p> <p>SO4.4 Bases of delegation, kinds of delegation and decentralization, method of decentralization</p> <p>SO4.5 Staffing: meaning and importance.</p>		<p>Unite:1- introduction of nature of organizing organizing (Hrs.20)</p> <p>4.1. purpose of organizing 4.2. function of organizing 4.3. importance of organizing 4.4. bases of departmentation 4.5. determinants of span of management 4.6. line and staff relationship 4.7. line and staff conflict 4.8. conflict 4.9. delegation 4.10. bases of delegation 4.11. kinds of delegation 4.12. decentralization 4.13. centralization 4.14. method of decentralization 4.15. staffing 4.16. staffing meaning 4.17. staffing objective staffing 4.18. importance of staffing 4.19. characteristics of staffing 4.20. case study</p>	<p>Importance of Organizing in achieving company's objective and Goal</p> <p>Different types of Spans</p> <p>Two main categories within which employees are organized in a company.</p> <p>How to delegate effectively. Importance of Staffing in HR management</p>

SW-4Suggested Sessional Work (SW):

a. Assignments:

- Explain Nature and purpose of organizing and discuss meaning or Importance of Staffing.

b. Mini Project:

- Explain Recruitment and different sources of recruitment

c. Other Activities (Specify):

- Case analysis and group discussion



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32LSC104.5: Analyze the organizational power and politics.

Approximate Hours

Item	App X Hrs.
CI	19
LI	0
SW	1
SL	1
Total	21

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
<p>SO5.1 Direction: meaning, nature and principles</p> <p>SO5.2 Controlling: Concept and Process of control, control techniques, human aspects of control</p> <p>SO5.3 Control as a feedback system, feedforward control, preventive control, profit and loss control</p> <p>SO5.4 Control through return on investment, the use of computer for controlling and decision making.</p> <p>SO5.5 Challenges created by IT as a control tool</p>		<p>Unite-1 introduction of directing(19 Hrs.)</p> <p>5.1. meaning of directing</p> <p>5.2. objective of directing</p> <p>5.3. importance of directing</p> <p>5.4. nature and principle of controlling.</p> <p>5.4. nature and principle of direction</p> <p>5.5 controlling introduction</p> <p>5.6. concept of controlling</p> <p>5.7. process of controlling</p> <p>5.8. techniques of controlling</p> <p>5.9. Human aspects of control</p> <p>5.10. control as a feedback system</p> <p>5.11. feed forward control</p> <p>5.12. preventive control</p> <p>5.13. profit and loss control</p> <p>5.14. the use of computer for</p> <p>5.15. controlling</p> <p>5.16. the use for controlling and</p> <p>5.17. decision making</p> <p>5.18. challenge in controlling</p> <p>5.19. controlling tools</p>	<p>I. Importance of Direction in management</p> <p>ii. Human aspects of control</p> <p>iii. control as a feedback system</p> <p>iv. Use of computers for controlling</p> <p>v. Issues created by IT as a control tool</p>

SW-5 Suggested Sessional Work (SW):

a. Assignments:

- What do you understand by direction. Write nature and principles of direction.

b. Mini Project:

- Techniques of controlling

c. Other Activities (Specify):

- Case analysis and group discussion



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
1: Application of management and understanding the management school thought and role of managers.	19	1	1	21
2: Summarize the overview of planning and objective in management.	17	1	1	19
3: Write the role of strategies in management.	15	1	1	17
4: Illustrate the concept of organizing and staffing.	20	1	1	22
5: Analyze the organizational powers and politics.	19	1	1	21
Total Hours	90	5	5	100

Suggestion for End Semester Assessment

Suggested Specification Table (ForESA)

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Function of manager					
CO-2	purpose of planning					
CO-3	Strategies and policy					
CO-4	introduction of organizing					
CO-5	introduction of directing					
Total						

Legend: **Ap: Apply** **An: Analyze** **Ev: Evaluate** **Cr: Create**

The end of semester assessment for Introduction to Portland cement will be held with written examination of 50 marks

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.

Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role play
6. Visit to cement plant
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, WhatsApp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Fundamentals of management	Stephen P. Robbins David A DeCenzo	Pearson Education	2009
2	Management theory and application	Kreitner	Cengage learning, India	2009
3	Management	Robbins	Pearson Education	9th edition, 2008
4	Management principles and application	Griffin	Cengage learning, India	First edition

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Cos. Pos and PSOs Mapping

Course Title: MBA (LSCM)

Course Code: 32LSC104

Course Title: Basics of Management Principles

Course Outcomes	Program outcomes								Program Specific Outcome			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO 1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analyse, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding:	Social Responsiveness and Ethos:	Effective Business Communication	Leadership Development and Synergy:	R&D Aptitude	Contemporary issues:	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1: Application of management and understanding the management school thought and role of managers.	3	1	1	2	3	2	3	2	3	3	3	1



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CO 2: Summarize the overview of planning and objective in management.	3	2	1	1	3	2	1	3	3	3	3	1
CO3: Write the role of strategies in management.	3	3	3	3	3	2	2	2	3	1	2	1
CO 4: Illustrate the concept of organizing and staffing.	3	1	1	1	2	2	1	2	3	3	3	1
CO 5: Analyse the organizational powers and politics.	3	2	1	2	3	3	3	2	2	3	3	1

Legend: 1–Low,2–Medium,3–High



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Course Curriculum Map:

Pos & PSOs No.	Cos No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6,7,8 PSO 1,2,3,4	CO-1: Application of management and understanding the management school thought and role of managers.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1 Concept of management 1,2,3,4,5,6,7,8,9,10,11,12,13,14,15,16,17,18,19	As mentioned in page number 3 to 11
POs 1,2,3,4,5,6,7,8 PSO 1,2,3,4	CO 2: Summarize the overview of planning and objective in management.	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2 Planning and objectives 1,2,3,4,5,6,7,8,9,10,11,12,13,14,15,16,17	
POs 1,2,3,4,5,6,7,8 PSO 1,2,3,4	CO3: Write the role of strategies in management.	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3: Strategies and policies 1,2,3,4,5,6,7,8,9,10,11,12,13,14,15	
POs 1,2,3,4,5,6,7,8 PSO 1,2,3,4	CO 4: Illustrate the concept of organizing and staffing.	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4: Organizing and Staffing 1,2,3,4,5,6,7,8,9,10,11,12,13,14,15,16,17,18,19,20	
POs 1,2,3,4,5,6,7,8 PSO 1,2,3,4	CO 5: Analyze the organizational powers and politics.	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit5: Directing and controlling 1,2,3,4,5,6,7,8,9,10,11,12,13,14,15,16,17,18,19	



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Course Code: 32LSC106

Course Title: Logistics Management and Information System

Pre-requisite: Students should have basic knowledge of supply chain management principles and information systems.

Rationale: Understanding logistics and the effective use of information systems within this domain is critical for the seamless flow of goods, services, and information. This course explores the strategic role of logistics in supply chain management and the application of information technology to optimize logistics and transportation processes.

Course Outcomes:

- 32LSC106.1:** Describe the role and importance of logistics in supply chain management.
32LSC106.2: Analyze the various modes of freight transport and their advantages and disadvantages.
32LSC106.3: Apply maritime transport and intermodal equipment to logistics and transportation planning.
32LSC106.4: Analyze the transportation network analysis to optimize logistics and transportation performance.
32LSC106.5: Utilize logistics and transportation IT solutions to enhance supply chain performance.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits(C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC106	Logistics Management and Information System	2	0	1	1	4	2

Legend:

CI: Classroom Instruction
LI: Not Applicable
SW: Sessional Work
SL: Self Learning
C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
CODE	COURSE Code	Course Title	Class/H ome Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Semi na r one (SA)	Class Activ ity any one (CAT)	Class Atten dance (AT)	Total Marks (CA+CT+S A+CAT+A T)	End Semester Assessm ent (ESA)	Total Marks (PRA+ ESA)
LSC	32LSC1 06	Logistics Managem ent and Informatio n System	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC106.1: Describe the role and importance of logistics in supply chain management.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOA.1: Understand the fundamental concepts and importance of logistics.</p> <p>SOA.2: Examine the relationship between supply chain and logistics.</p> <p>SOA.3: Discuss the 7Rs in logistics and their impact on customer service.</p> <p>SOA.4: Evaluate service quality models and measurement of customer service in logistics.</p> <p>SOA.5: Identify key external environmental factors that impact logistics.</p>		<p>Unit 1 - Overview of Logistics (Hrs.04)</p> <p>1.1: Introduction to logistics and its role in supply chains.</p> <p>1.2: The interrelation between supply chain and logistics.</p> <p>1.3: Concepts of service quality and customer service in logistics.</p> <p>1.4: Overview of the challenges in logistics management.</p>	<p>Study of contemporary logistics challenges and strategies.</p>

SW-A Suggested Sessional Work (SW):

- Analysis of a logistics service quality case study.
- Research on the impact of logistics functions on supply chain performance.



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C32LSC106.2: Analyze the various modes of freight transport and their advantages and disadvantages.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOB.1: Analyze Road freight transport operations and vehicle selection.</p> <p>SOB.2: Understand vehicle costing and types of operation in road transport.</p> <p>SOB.3: Assess the planning and resourcing issues in road freight transport.</p> <p>SOB.4: Evaluate the strengths and weaknesses of rail transport.</p> <p>SOB.5: Discuss air transport operations and documentation.</p>		<p>Unit 2 - Transportation and Freight Planning (Hrs.04)</p> <p>2.1 : Vehicle selection and costing for road freight transport.</p> <p>2.2 : Routing and scheduling issues in road transport.</p> <p>2.3 : Overview of rail and air transport in logistics.</p> <p>2.4 : Documentation and handling in air transport.</p>	<p>Comparison of different transportation modes and their operational nuances.</p>

SW-B Suggested Sessional Work (SW):

- Project on transportation mode analysis for a given product.
- Exercise on route planning for freight transport.



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32LSC106.3: Apply maritime transport and intermodal equipment to logistics and transportation planning.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
<p>SOC.1: Apply various methods to solve transportation problems.</p> <p>SOC.2: Conduct network analysis for transportation.</p> <p>SOC.3: Understand the role of distribution centres and warehouses in logistics.</p>		<p>Unit 3 - Network Analysis in Transportation (Hrs.04)</p> <p>3.1 : Solving transportation problems with different methods.</p> <p>3.2 : Network analysis in transportation and logistics.</p> <p>3.3 : Network analysis in distribution centres.</p> <p>3.4 : Strategic importance of distribution centres and warehouses.</p>	<p>Problem-solving exercises using network analysis methods.</p>

SW-C Suggested Sessional Work (SW):

- Case study on distribution centre location analysis.
- Application of network analysis techniques in logistics scenarios.



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32LSC106.4: Analyze the transportation network analysis to optimize logistics and transportation performance.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Comprehend warehouse management fundamentals.</p> <p>SOD.2: Design warehouse layout for operational efficiency.</p> <p>SOD.3: Manage inventory within warehousing.</p> <p>SOD.4: Operate warehouse management effectively.</p> <p>SOD.5: Implement safety and security measures in warehousing.</p>		<p>Unit 4 - Warehouse Management and Operations (Hrs.04)</p> <p>4.1 : Principles of warehouse management.</p> <p>4.2 : Warehouse design and layout considerations.</p> <p>4.3 : Inventory management strategies in warehousing.</p> <p>4.4 : Operations management in warehouses.</p>	<p>Exploration of modern warehousing techniques and technologies.</p>

SW-D Suggested Sessional Work (SW):

- Design of a warehouse layout for a given scenario.
- Safety audit simulation for warehouse operations.



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32LSC1065: Utilize logistics and transportation IT solutions to enhance supply chain performance.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Investigate the role of IT in enhancing supply chain performance. SOE.2: Understand the functionalities of warehouse management systems. SOE.3: Examine the impact of forecasting and inventory management systems. SOE.4: Evaluate the role of EDI, RFID, and barcoding in logistics. SOE.5: Assess the role of CRM and TMS in logistics.		Unit 5 - Role of IT in Logistics (Hrs.04) 5.1 : Supply chain IT and its strategic role in logistics. 5.2 : Overview of warehouse and transport management systems. 5.3 : Application of forecasting and inventory management systems. 5.4 : EDI, RFID, barcoding, and their applications in logistics.	Review of IT solutions that drive logistics and supply chain efficiency.

SW-E Suggested Sessional Work (SW):

- Evaluation of an IT solution for logistics management.
- Role-playing exercise for CRM implementation in a logistics scenario.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self Learning (SI)	Total hour (CI+SW+SI)
CO1: Describe the role and importance of logistics in supply chain management.	4	1	1	6
CO2: Analyze the various modes of freight transport and their advantages and disadvantages.	4	1	1	6
CO3: Apply maritime transport and intermodal equipment to logistics and transportation planning.	4	1	1	6
CO4: Analyze the transportation network analysis to optimize logistics and transportation performance.	4	1	1	6
CO5: Utilize logistics and transportation IT solutions to enhance supply chain performance.	4	1	1	6
Total Hours	20	5	5	30

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Overview of Logistics					
CO-2	Transportation and Freight Planning					
CO-3	Network Analysis in Transportation					
CO-4	Warehouse Management and Operations					
CO-5	Role of IT in Logistics					
	Total					50

Legend: Ap: Apply, an: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, WhatsApp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	Logistics Management	S. L. Ganapathi, S. K. Nandi	Oxford University Press	2015
2	Logistics Management	Reji Ismail	Excel Books	2008
3	Logistics Management	Sople, Vinod V.	Pearson Education India	2009
4	Supply Chain and Logistics Management	Shaila Boot Wala	Nirali Prakashan	2017
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

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Faculty of Management Studies Department of Business Administration
Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Code: 32LSC106

Course Title: Logistics Management and Information System Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1 Describe the role and importance of logistics in supply chain management.	3	2	2	1	1	1	1	2	3	2	3	2
CO2 Analyze the various modes of freight transport and their advantages and disadvantages.	2	2	3	1	2	1	1	1	3	3	3	1



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CO3 Apply maritime transport and intermodal equipment to logistics and transportation planning.	2	3	1	1	1	2	3	2	3	3	2	1
CO4 Analyze the transportation network analysis to optimize logistics and transportation performance.	3	2	2	1	3	1	1	1	3	2	3	2
CO5 Utilize logistics and transportation IT solutions to enhance supply chain performance.	2	2	3	1	3	1	2	3	3	3	2	1

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Describe the role and importance of logistics in supply chain management.	SO1.1 SO1.2 SO1.3		Unit A - Overview of Logistics A.1, A.2, A.3, A.4	As mentioned in page number
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Analyze the various modes of freight transport and their advantages and disadvantages.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Transportation and Freight Planning B.1, B.2, B.3, B.4	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Apply maritime transport and intermodal equipment to logistics and transportation planning.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Network Analysis in Transportation C.1, C.2, C.3, C.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Analyze the transportation network analysis to optimize logistics and transportation performance.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Warehouse Management and Operations D.1, D.2, D.3, D.4	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Utilize logistics and transportation IT solutions to enhance supply chain performance.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Role of IT in Logistics E.1, E.2, E.3, E.4	



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Course Code: 32LSC107

Course Title: Procurement and Inventory Management

Pre-requisite: Students should have a basic understanding of supply chain fundamentals and principles of financial management.

Rationale: Procurement and inventory management are critical components of supply chain operations that directly impact a company's cost structure and service levels. This course will provide students with the skills necessary to manage procurement and sourcing effectively and to implement inventory controls that optimize supply chain performance.

Course Outcomes:

32LSC107.1: Describe the process of purchasing in supply chain management.

32LSC107.2: Apply strategic sourcing and procurement principles to supply chain management.

32LSC107.3: Analyze pricing and revenue management strategies in procurement.

32LSC107.4: Implement effective inventory management techniques.

32LSC107.5: Use inventory control methods to optimize supply chain performance.

Scheme of Studies:

CODE	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC 107	Procurement and Inventory Management	2	0	1	1	4	2

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
COD E	C O U R S E C o d e	Cour se Title	Class/Ho me Assignm ent 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Semi na r one (SA)	Class Activi ty any one (CAT)	Clas s Att end anc e (AT)	Total Marks (CA+CT +SA+CA T+AT)	End Semester Assessment (ESA)	Total Marks (PRA + ESA)
LSC	32LS C107	Proc urem ent and Inven tory Mana geme nt	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC107.1: Describe the process of purchasing in supply chain management.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Understand the overarching role of the purchasing function in SCM. SOA.2: Appreciate the importance of buyer-seller relationships. SOA.3: Comprehend the principles of negotiation within procurement. SOA.4: Analyze the factors influencing negotiation outcomes. SOA.5: Grasp the concept of codification and its importance in price analysis.		Unit 1 - Purchasing Function (Hrs.04) 1.1: Introduction to the Purchasing Function. 1.2: Significance of Strong Seller-Buyer Relations. 1.3 : Key Principles of Procurement Negotiation. 1.4 : Codification in the Procurement Process.	Case studies on negotiation strategies and their impact on procurement.

SW-A Suggested Sessional Work (SW):

- Role-playing negotiation scenarios.
- Analysis of price setting in procurement contracts.



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32LSC107.2: Apply strategic sourcing and procurement principles to supply chain management.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Recognize the role of sourcing in the supply chain. SOB.2: Implement supplier selection processes including auctions and negotiations. SOB.3: Understand the contractual elements in procurement. SOB.4: Master the procurement process and the use of RFPs & RFQs. SOB.5: Manage risks associated with sourcing activities.		Unit 2 - Sourcing and Procurement (Hrs.04) 2.1: Strategic Sourcing and its Components. 2.2: Supplier Selection Techniques. 2.3: Contract Management Principles. 2.4: Developing and Issuing RFPs & RFQs.	Exploration of risk management in procurement through industry reports.

SW-B Suggested Sessional Work (SW):

- Development of a comprehensive RFP for a supply chain scenario.
- Risk assessment exercise for a sourcing project.



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32LSC107.3: Analyze pricing and revenue management strategies in procurement.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Articulate the importance of pricing and revenue management in SCM. SOC.2: Employ pricing strategies for perishable assets. SOC.3: Analyze case studies on revenue management for seasonal demand. SOC.4: Evaluate pricing for bulk and spot contracts. SOC.5: Apply revenue management strategies in various supply chain contexts.		Unit 3 - Key Role of Pricing and Revenue Management (Hrs.04) .1: Fundamentals of Pricing and Revenue Management. 3.2 : Pricing Strategies for Perishable and Seasonal Products. 3.3 : Case Study Analysis on Revenue Management. 3.4 : Pricing Considerations for Bulk and Spot Contracts.	Review of academic and industry literature on revenue management.

SW-C Suggested Sessional Work (SW):

- Pricing strategy development for a new product launch.
- Case study analysis on revenue management in different market conditions.



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32LSC107.4: Implement effective inventory management techniques.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Define inventory management and its functions.</p> <p>SOD.2: Identify different types of inventories and their components.</p> <p>SOD.3: Examine the various costs associated with inventory.</p> <p>SOD.4: Discuss the rationale behind holding inventory.</p> <p>SOD.5: Explore different inventory models and their applications.</p>		<p>Unit 4 - Inventory Management (Hrs.04)</p> <p>4.1: Overview of Inventory Management Practices.</p> <p>4.2: Types and Components of Inventory.</p> <p>4.3: Analysing Inventory Costs.</p> <p>4.4: Strategic Reasons for Holding Inventory.</p>	<p>Study of inventory models and their use in optimizing stock levels.</p>

SW-D Suggested Sessional Work (SW):

- Inventory cost analysis for a product line.
- Simulation of inventory model applications.



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32LSC107.5: Use inventory control methods to optimize supply chain performance.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Comprehend the objectives and benefits of inventory control. SOE.2: Implement ABC inventory planning. SOE.3: Maintain inventory accuracy through cycle counting. SOE.4: Manage inventory uncertainties and establish safety stocks. SOE.5: Evaluate the advantages and disadvantages of inventory standardization.		Unit 5 - Inventory Control Techniques (Hrs.04) 5.1 : Essential Inventory Control Practices. 5.2: ABC Inventory Planning Methodology. 5.3: Techniques for Inventory Accuracy and Cycle Counting. 5.4: Strategies for Managing Inventory Uncertainty.	Analysis of the impact of inventory control on supply chain efficiency.

SW-E Suggested Sessional Work (SW):

- ABC classification project for warehouse inventory.
- Development of a safety stock strategy for a high-demand item.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self Learning (SI)	Total hour (CI+SW+SI)
CO1: Describe the process of purchasing in supply chain management.	4	1	1	6
CO2: Apply strategic sourcing and procurement principles to supply chain management.	4	1	1	6
CO3: Analyze pricing and revenue management strategies in procurement.	4	1	1	6
CO4: Implement effective inventory management techniques.	4	1	1	6
CO5: Use inventory control methods to optimize supply chain performance.	4	1	1	6
Total Hours	20	5	5	30

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Purchasing Function					
CO-2	Sourcing and Procurement					
CO-3	Key Role of Pricing and Revenue Management					
CO-4	Inventory Management					
CO-5	Inventory Control Techniques					
	Total					50

Legend: Ap: Apply, an: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	BASICS OF STRATEGIC SOURCING	Selvan Athishtaraj V	Notion Press	2020
2	Strategic Global Sourcing Best Practices	Fred Sollish, John Semanik	Wiley	2011
3	Sourcing and Supply Chain Management	Robert B. Handfield, Robert M. Monczka, James L. Patterson, Larry C. Giunipero	South-Western Cengage Learning	2011
4	Inventory Management-principles and Practices	P. Narayan, Jaya Subramanian	Excel Books	2009
5	INVENTORY MANAGEMENT: Controlling in a Fluctuating Demand Environment	R. S. Saxena	Global India Publications Pvt. Limited	2009
6	Lecture note provided by Faculty of Management, AKS University, Satna.			

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Code: 32LSC107

Course Title: Procurement and Inventory Management
Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsibility and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1 Describe the process of purchasing in supply chain management.	3	3	2	1	2	1	1	2	3	3	3	1
CO2 Apply strategic sourcing and procurement principles to supply chain management.	2	3	2	2	2	3	2	2	3	3	3	1



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CO3 Analyze pricing and revenue management strategies in procurement.	2	3	2	1	2	1	1	3	3	1	2	1
CO4 Implement effective inventory management techniques.	3	3	1	1	2	2	2	2	3	3	3	1
CO5 Use inventory control methods to optimize supply chain performance.	2	3	1	1	2	2	2	1	3	3	3	1

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Describe the process of purchasing in supply chain management.	SO1.1 SO1.2 SO1.3		Unit A - Purchasing Function A.1, A.2, A.3, A.4	As mentioned in page number
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Apply strategic sourcing and procurement principles to supply chain management.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Sourcing and Procurement B.1, B.2, B.3, B.4	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Analyze pricing and revenue management strategies in procurement.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Key Role of Pricing and Revenue Management C.1, C.2, C.3, C.4	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Implement effective inventory management techniques.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Inventory Management D.1, D.2, D.3, D.4	
POs 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Use inventory control methods to optimize supply chain performance.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Inventory Control Techniques E.1, E.2, E.3, E.4	



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Course Code: 32LSC108

Course Title: Workshop on Commercial Geography

Pre-requisite: Students should have a basic understanding of world geography and international trade principles.

Rationale: The course integrates the concepts of geography with commercial activities, particularly transportation. It covers the influence of physical geographical features on shipping and trade, major ocean routes, trade patterns, and the impact of trade blocs on global commerce, providing a comprehensive overview of how geography affects and shapes international trade and transportation.

Course Outcomes:

32LSC108.1: Recognize the continents, countries, seas, and oceans and their role in transportation.

32LSC108.2: Describe the physical geographical features and their impact on commercial activities, particularly climate.

32LSC108.3: Identify major ocean routes, trade patterns, and the influence of waterways and canals on shipping.

32LSC108.4: Examine the commodities transported by sea, including raw materials, agricultural products, crude oil, and finished goods.

32LSC108.5: Analyze the formation, objectives, and implications of trade blocs.

Scheme of Studies:

CODE	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC 108	Workshop on Commercial Geography	1	0	1	0	2	1

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
COD E	COURSE Code	Course Title	Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)	End Semester Assessment (ESA)	Total Marks (PRA+ESA)
LSC	32LSC108	Workshop on Commercial Geography	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC108.1: Recognize the continents, countries, seas, and oceans and their role in transportation.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Understand the relationship between freight transportation and geography. SOA.2: Analyze how physical geographical features, like climate and tides, affect shipping. SOA.3: Discuss the geographical aspects of trade and transportation networks. SOA.4: Recognize the impact of environmental factors on maritime operations. SOA.5: Understand time zones and their significance in global trade.		Unit 1 - Transportation and Commercial Geography (Hrs.02) 1.1: Fundamentals of Freight Transportation Geography. 2.2: Transportation and Spatial Structure.	

SW-A Suggested Sessional Work (SW):

- Mapping exercise on major shipping routes and their geographic features.
- Analysis of the effects of seasonal weather patterns on maritime transport.



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32LSC108.2: Describe the physical geographical features and their impact on commercial activities, particularly climate.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Describe the role and significance of transportation terminals in commercial geography. SOB.2: Apply transport geography methods to solve location-related issues. SOB.3: Address current challenges in commercial geography. SOB.4: Case study analysis of the Vizhinjam Port project.		Unit 2 - Transportation Terminal and Geography (Hrs.02) 2.1 : Transportation Terminal Functions and Location Importance. 2.2 : Case Study on Vizhinjam Port.	

SW-B Suggested Sessional Work (SW):

- Comparative analysis of transportation terminal locations.
- Discussion on multidisciplinary methods in transport geography.



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32LSC108.3: Identify major ocean routes, trade patterns, and the influence of waterways and canals on shipping.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Discuss the impact of daylight-saving time on cargo transportation. SOC.2: Identify key ocean trade routes and their characteristics. SOC.3: Evaluate the significance of major waterways and canals in shipping. SOC.4: Understand the importance of load line zones in maritime transport.		Unit 3 - Load line & Major Trade Routes (Hrs.02) 3.1: Daylight Saving Time and its Effect on Shipping. 3.2: Characteristics of Major Ocean Trade Routes.	

SW-C Suggested Sessional Work (SW):

- a. Project on optimizing shipping routes considering daylight saving time.
- b. Research on the impact of canal expansions on global trade patterns.



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32LSC108.4: Examine the commodities transported by sea, including raw materials, agricultural products, crude oil, and finished goods.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOD.1: Analyze the functions and types of major world ports. SOD.2: Examine the commodities transported by sea and their sources and destinations. SOD.3: Discuss the effects of crude oil prices on global trade. SOD.4: Case study analysis of port hinterland dynamics.		Unit 4 - Ports and Major Trading Commodities (Hrs.02) 4.1: Overview of Ports and their Hinterlands. 4.2: Types of Commodities Transported by Sea.	

SW-D Suggested Sessional Work (SW):

- Analysis of a port's trade commodities and hinterland connections.
- Discussion on the fluctuation of crude oil prices and its trade impacts.



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32LSC108.5: Analyze the formation, objectives, and implications of trade blocs.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Gain insights into major global trade blocs like EU, NAFTA, and ASEAN. SOE.2: Analyze the role of trade blocs in commercial geography. SOE.3: Evaluate regional trade blocs such as SAARC, CIS, GCC, and OPEC. SOE.4: Understand the impact of trade blocs on commercial interactions and supply chains.		Unit 5 - Trade Blocs and Its Impact on Commercial Geography (Hrs.02) 5.1 : Structure and Objectives of Major Trade Blocs. 5.2 : Influence of Trade Blocs on Global Trade Patterns.	

SW-E Suggested Sessional Work (SW):

- Case study on the impact of a trade bloc on member economies.
- Comparative study of the operational dynamics of different trade blocs.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self Learning (Sl)	Total hour (Cl+SW+Sl)
CO1: Recognize the continents, countries, seas, and oceans and their role in transportation.	2	1	0	3
CO2: Describe the physical geographical features and their impact on commercial activities, particularly climate.	2	1	0	3
CO3: Identify major ocean routes, trade patterns, and the influence of waterways and canals on shipping.	2	1	0	3
CO4: Examine the commodities transported by sea, including raw materials, agricultural products, crude oil, and finished goods.	2	1	0	3
CO5: Analyze the formation, objectives, and implications of trade blocs.	2	1	0	3
Total Hours	10	5	0	15

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Transportation and Commercial Geography					
CO-2	Transportation Terminal and Geography					
CO-3	Load line & Major Trade Routes					
CO-4	Ports and Major Trading Commodities					
CO-5	Trade Blocs and Its Impact on Commercial Geography					
	Total					50

Legend: **Ap: Apply,** **An: Analyze,** **Ev: Evaluate** **Cr: Create**

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	Economic Geography of India	T. C. Sharma	Rawat Publications	2013
2	Handbook of Commercial Geography	George Goudie Chisholm	Creative Media Partners, LLC	2018
3	The Geography of Transport Systems	Jean-Paul Rodrigue, Claude Comtois, Brian Slack	Taylor & Francis	2013
4	Trade Routes to India	Bridey Heing	Cavendish Square Publishing LLC	2017
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

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Code: 32LSC108

Course Title: Workshop on Commercial Geography
Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1: Recognize the continents, countries, seas, and oceans and their role in transportation.	2	3	1	1	2	1	1	2	2	2	1	1
CO2: Describe the physical geographical features and their impact on commercial activities, particularly climate.	2	3	2	1	3	2	1	2	3	2	1	1



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CO3: Identify major ocean routes, trade patterns, and the influence of waterways and canals on shipping.	2	2	1	1	2	1	1	2	2	2	1	1
CO4: Examine the commodities transported by sea, including raw materials, agricultural products, crude oil, and finished goods.	2	3	2	2	3	2	1	2	3	3	2	2
CO5: Analyze the formation, objectives, and implications of trade blocs.	3	3	2	2	3	2	1	3	3	2	1	2

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self Learning(SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Recognize the continents, countries, seas, and oceans and their role in transportation.	SO1.1 SO1.2 SO1.3		Unit A - Transportation and Commercial Geography A.1, A.2	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Describe the physical geographical features and their impact on commercial activities, particularly climate.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Transportation Terminal and Geography B.1, B.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Identify major ocean routes, trade patterns, and the influence of waterways and canals on shipping.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Loadline & Major Trade Routes C.1, C.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Examine the commodities transported by sea, including raw materials, agricultural products, crude oil, and finished goods.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Ports and Major Trading Commodities D.1, D.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Analyze the formation, objectives, and implications of trade blocs.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Trade Blocs and Its Impact on Commercial Geography E.1, E.2	



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Faculty of Management Studies Department of Business Administration
Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Course Code: 32LSC109

Course Title: Workshop on Recent Trends in SCM

Pre-requisite: Students should have a foundational understanding of supply chain management principles, basic logistics operations, and familiarity with information technology.

Rationale: In a rapidly evolving landscape, supply chain management is undergoing significant transformations due to technological advancements, sustainability demands, and shifting global market dynamics. This workshop offers a deep dive into the latest trends that are shaping the future of supply chains, providing students with the knowledge and skills necessary to innovate and lead in this dynamic field.

Course Outcomes:

32LSC109.1: Gain knowledge and insights into the latest trends and developments in supply chain management, including emerging technologies, sustainability practices, and global market dynamics.

32LSC109.2: Develop the ability to analyze the impact of recent trends on supply chain management strategies, operations, and performance, and identify opportunities for improvement and innovation.

32LSC109.3: Acquire skills to design and implement sustainable supply chain practices, such as green logistics, and ethical sourcing, to enhance environmental and social responsibility.

32LSC109.4: Discuss the role of technology in modern supply chain management and explore how emerging technologies, such as blockchain, artificial intelligence, and IoT, can be leveraged to optimize supply chain processes and improve efficiency.

32LSC109.5: Develop a global mindset and the ability to adapt supply chain strategies to navigate changing market dynamics, including global trade policies, geopolitical factors, and customer demands in diverse international markets.

Scheme of Studies:

CODE	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC109	Workshop on Recent Trends in SCM	1	0	1	0	2	1

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning



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Scheme of Assessment:

Theory

			Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)							
COD E	COU RSE Code	Cours e Title	Class/Ho me Assignme nt 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Se mi na r on e (S A)	Class Activit y any one (CAT)	Class Atten dance (AT)	Total Marks (CA+CT+ SA+CAT+ AT)	End Semeste r Assessm ent (ESA)	Total Mark s (PRA + ESA)
LSC	32LS C109	Works hop on Recent Trends in SCM	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC109.1: Gain knowledge and insights into the latest trends and developments in supply chain management, including emerging technologies, sustainability practices, and global market dynamics.

Approximate Hours

Item	App X Hrs.
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Understand the role and benefits of Third-Party Logistics (3PL) in modern supply chains. SOA.2: Analyze the process and advantages of cross-docking in logistics. SOA.3: Evaluate the principles of lean and agile supply chains. SOA.4: Explore the concept and implementation of green supply chains. SOA.5: Apply case study analysis to lean supply chain practices.		Unit 1 - 3PL & Lean Supply Chain (Hrs.02) 1.1: Introduction to Third-Party Logistics and Cross-docking. 1.2: Lean vs. Agile Supply Chain Methodologies.	

SW-A Suggested Sessional Work (SW):

- Project on designing a lean supply chain for a product.
- Analysis of the environmental impact of supply chain practices.



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32LSC109.2: Develop the ability to analyze the impact of recent trends on supply chain management strategies, operations, and performance, and identify opportunities for improvement and innovation.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Examine the applications of augmented reality in supply chain operations. SOB.2: Discuss the integration of artificial intelligence in supply chain management. SOB.3: Explore the impact of the Internet of Things and cloud computing on supply chains. SOB.4: Analyze the potential of digital twins and blockchain technology in SCM. SOB.5: Investigate the feasibility and implications of hyperloop technology for logistics.		Unit 2 - Modern Techn Supply Chain (Hrs.02) 2.1: Emerging Technologies in SCM: AR, AI, and IoT.2B.2: The Role of Cloud Computing in Supply Chain Integration.	Exploration of the latest technological innovations in SCM and their real-world applications.

SW-B Suggested Sessional Work (SW):

- a. Simulation exercise on the use of AI in inventory management.
- b. Discussion on the implementation challenges of blockchain in SCM.



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32LSC109.3: Acquire skills to design and implement sustainable supply chain practices, such as green logistics, and ethical sourcing, to enhance environmental and social responsibility.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Understand hyper-local logistics and its significance in SCM. SOC.2: Assess the role of telematics in enhancing logistics operations. SOC.3: Examine the trends of digitization in the supply chain. SOC.4: Evaluate the advancements in warehouse robotic automation. SOC.5: Case study analysis on the integration of modern technology in logistics.		Unit 3 - Modern Techin Logistics (Hrs.02) 3.1: Hyper-local Logistics and Last-mile Delivery Innovations. 3.2: Telematics and Real-time Tracking in Logistics.	Review of articles and reports on the digitization of logistics and supply chains.

SW-C Suggested Sessional Work (SW):

- Design of a digitized logistics network for an e-commerce company.
- Evaluation of robotic process automation in warehouse settings.



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32LSC109.4: Discuss the role of technology in modern supply chain management and explore How emerging technologies, such as blockchain, artificial intelligence, and IoT, can be leveraged to optimize supply chain processes and improve efficiency.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Delve into the use of information technology in logistics management.</p> <p>SOD.2: Explore modern logistics infrastructure developments.</p> <p>SOD.3: Discuss logistics outsourcing and its strategic implications.</p> <p>SOD.4: Understand the concept of supply chain resilience.</p> <p>SOD.5: Case study on IT systems and their transformative impact on logistics.</p>		<p>Unit 4 - Information Tech in Logistics (Hrs.02)</p> <p>4.1: The Intersection of IT and Logistics.</p> <p>4.2: Innovations in Logistics Infrastructure.</p>	

SW-D Suggested Sessional Work (SW):

- Analysis of IT infrastructure in a logistics company.
- Role-playing on decision-making for logistics outsourcing.



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32LSC109.5: Develop a global mindset and the ability to adapt supply chain strategies to navig changing market dynamics, including global trade policies, geopolitical factors, and customer demands in diverse international markets.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Evaluate the concept of omni-channel services and their impact on SCM. SOE.2: Investigate Supply Chain as a Service (SCaaS) and its business model. SOE.3: Analyze vendor-managed inventory strategies and their benefits.		Unit 5 - Future SupplyChain Services (Hrs.02) 5.1 : Omni-channel Services and Customer-Centric SCM. 5.2 : Supply Chain as a Service (SCaaS) Model.	

SW-E Suggested Sessional Work (SW):

- Project on implementing an omni-channel strategy for a retail business.
- Discussion on the advantages and challenges of SCaaS adoption.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self Learning (Sl)	Total hour (Cl+SW+Sl)
CO1: Gain knowledge and insights into the latest trends and developments in supply chain management, including emerging technologies, sustainability practices, and global market dynamics.	2	1	0	3
CO2: Develop the ability to analyze the impact of recent trends on supply chain management strategies, operations, and performance, and identify opportunities for improvement and innovation.	2	1	0	3
CO3: Acquire skills to design and implement sustainable supply chain practices, such as green logistics, and ethical sourcing, to enhance environmental and social responsibility.	2	1	0	3
CO4: Discuss the role of technology in modern supply chain management and explore how emerging technologies, such as blockchain, artificial intelligence, and IoT, can be leveraged to optimize supply chain processes and improve efficiency.	2	1	0	3
CO5: Develop a global mindset and the ability to adapt supply chain strategies to navigate changing market dynamics, including global trade policies, geopolitical factors, and customer demands in diverse international markets.	2	1	0	3
Total Hours	10	5	0	15

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	3PL & Lean SupplyChain					
CO-2	Modern Tech inSupply Chain					
CO-3	Modern Tech inLogistics					
CO-4	Information Technin Logistics					
CO-5	Future SupplyChain Services					
	Total					50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.



AKS University

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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	Technology in Supply Chain Management and Logistics Current Practice and Future Applications	Anthony M. Pagano, Matthew Liotine	Elsevier Science	2019
2	Industry 4.0 and Hyper-Customized Smart Manufacturing Supply Chains	Manoj Kumar Tiwari, Nachiappan Subramanian, Sivalinga Govinda Ponnambalam, Wan Azhar Wan Yusoff	IGI Global	2019
3	Intelligent Control for Modern Transportation Systems	Arunesh Kumar Singh, Asheesh Kumar Singh, Bhavnes Kumar, Ibraheem, Shahida Khatoon	CRC Press	2023
4	Utilizing Blockchain Technologies in Manufacturing and Logistics Management	Mangesh M. Ghonge, Nijalingappa Pradeep, Piyush Kumar Shukla, Renjith V. Ravi, S. B. Goyal	IGI Global	2022
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

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Code: 32LSC109

Course Title: Workshop on Recent Trends in SCM Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1: Gain knowledge and insights into the latest trends and developments in supply chain management, including emerging technologies, sustainability practices, and global market dynamics.	3	3	2	1	2	2	2	3	3	2	1	2
CO2: Develop the ability to analyze the impact of recent trends on supply chain management strategies, operations, and performance, and identify opportunities for improvement and innovation.	3	3	2	1	2	2	2	3	3	2	1	2



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CO3: Acquire skills to design and implement sustainable supply chain practices, such as green logistics, and ethical sourcing, to enhance environmental and social responsibility.	3	2	2	2	3	2	1	3	3	3	2	2
CO4: Discuss the role of technology in modern supply chain management and explore how emerging technologies, such as blockchain, artificial intelligence, and IoT, can be leveraged to optimize supply chain processes and improve efficiency.	3	3	2	1	2	2	2	3	3	2	1	2
CO5: Develop a global mindset and the ability to adapt supply chain strategies to navigate changing market dynamics, including global trade policies, geopolitical factors, and customer demands in diverse international markets.	2	2	3	2	3	3	1	2	2	3	3	2

Legend: 3=High, 2=Medium, 1=Low



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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning (SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Gain knowledge and insights into the latest trends and developments in supply chain management, including emerging technologies, sustainability practices, and global market dynamics.	SO1.1 SO1.2 SO1.3		Unit A - 3PL & Lean Supply Chain A.1, A.2	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Develop the ability to analyze the impact of recent trends on supply chain management strategies, operations, and performance, and identify opportunities for improvement and innovation.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Modern Tech in Supply Chain B.1, B.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Acquire skills to design and implement sustainable supply chain practices, such as green logistics, and ethical sourcing, to enhance environmental and social responsibility.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Modern Tech in Logistics C.1, C.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Discuss the role of technology in modern supply chain management and explore how emerging technologies, such as blockchain, artificial intelligence, and IoT, can be leveraged to optimize supply chain processes and improve efficiency.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Information Tech in Logistics D.1, D.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Develop a global mindset and the ability to adapt supply chain strategies to navigate changing market dynamics, including global trade policies, geopolitical factors, and customer demands in diverse international markets.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Future Supply Chain Services E.1, E.2	



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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Course Code: 32LSC110

Course Title: E-commerce

Pre-requisite: Students should have a basic understanding of business operations, marketing principles, and familiarity with digital platforms.

Rationale: As digital commerce continues to reshape the landscape of retail and business transactions, it is essential to comprehend the intricacies of e-commerce. This course explores the fundamental concepts, business models, operational processes, and security concerns within the e-commerce domain, enabling students to engage effectively in the digital marketplace.

Course Outcomes:

32LSC110.1: Discuss the role of e-commerce and its significance in modern business.

32LSC110.2: Analyze the impact of e-commerce on business models and strategies.

32LSC110.3: Describe the major types of e-commerce business models.

32LSC110.4: Identify the key security threats in the e-commerce environment.

32LSC110.5: Outline the e-commerce operations functions necessary to deliver orders and meet service levels.

Scheme of Studies:

Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
		CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
32LSC110	E-commerce	2	0	1	1	4	2

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
Board of Study	Course Code	Course Title	Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)	End Semester Assessment (ESA)	Total Marks (PRA + ESA)
LSC	32LSC110	E-commerce	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC110.1: Discuss the role of e-commerce and its significance in modern business.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Understand the fundamentals and significance of e-commerce. SOA.2: Differentiate between various types of e-commerce. SOA.3: Analyze e-commerce business models. SOA.4: Explore the e-commerce value chain.		Unit 1 - Introduction to E-commerce (Hrs.04) 1.1 : Defining E-commerce and Its Scope. 1.2 : Types and Models of E-commerce. 1.3 : Business Models in E-commerce. 1.4 : Components of the E-commerce Value Chain.	Research on the evolution of e-commerce and its current market trends.

SW-A Suggested Sessional Work (SW):

- Case study on the transformation of traditional business models due to e-commerce.
- Analysis of a successful e-commerce value chain.



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32LSC110.2: Analyze the impact of e-commerce on business models and strategies.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Learn to build e-commerce stores using no-code tools. SOB.2: Understand catalogue management and product listing processes. SOB.3: Conduct competition mapping and manage e-commerce store operations. SOB.4: Grasp the order processing cycle and inventory management. SOB.5: Engage with omni-channel sales strategies and customer interaction tools.		Unit 2 - Business E-commerce (Hrs.04) 2.1: Building E-commerce Stores and Catalogue Management. 2.2 : Managing Product Listings and Specifications. 2.3 : E-commerce Store Management and Order Processing. 2.4 : Omni-channel Sales and Distribution Management.	Study of no-code platforms for e-commerce and best practices in catalogue management.

SW-B Suggested Sessional Work (SW):

- Project on creating an e-commerce store with an integrated catalogue.
- Simulation of omni-channel sales and distribution strategies.



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32LSC110.3: Describe the major types of e-commerce business models.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Examine e-sourcing and e-procurement strategies. SOC.2: Manage warehousing for e-commerce fulfilment. SOC.3: Implement stock handling and inventory control systems. SOC.4: Participate in hands-on practical demonstrations of e-commerce applications.		Unit 3 - E-commerce Operations (Hrs.04) 3.1 : E-sourcing and E-procurement in E-commerce. 3.2 : Warehousing Operations for E-commerce. 3.3 : Inventory Management for E-commerce Platforms. 3.4: Practical Demonstrations on E-commerce Operations.	Application of e-sourcing and e-procurement in real-world e-commerce operations.

SW-C Suggested Sessional Work (SW):

- Analysis of warehousing strategies for online fulfilment.
- Hands-on activity with inventory control software.



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32LSC110.4: Identify the key security threats in the e-commerce environment.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Delineate the distribution process in e-commerce.</p> <p>SOD.2: Compare channel and physical distribution methods.</p> <p>SOD.3: Address common shipping methods in e-commerce logistics.</p> <p>SOD.4: Optimize local deliveries and last-mile fulfilment.</p> <p>SOD.5: Manage return-to-origin (RTO) processes in e-commerce.</p>		<p>Unit 4 - E-commerce Logistics and Distribution (Hrs.04)</p> <p>4.1: E-commerce Distribution Channels.</p> <p>4.2: Shipping Methods and Physical Distribution in E-commerce.</p> <p>4.3: Logistics Processes in E-commerce.</p> <p>4.4: Last-Mile Fulfilment and Local Delivery Management.</p>	<p>Case studies on the challenges and innovations in e-commerce logistics.</p>

SW-D Suggested Sessional Work (SW):

- Project on optimizing last-mile delivery for an e-commerce company.
- Case study on managing returns and RTO processes.



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32LSC110.5: Outline the e-commerce operations functions necessary to deliver orders and meet service levels.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Understand the transactional aspect of e-commerce SOE.2: Explore various e-commerce revenue models. SOE.3: Familiarize with payment methods and digital wallets. SOE.4: Assess security measures in e-commerce transactions.		Unit 5 - E-commerce Transactions (Hrs.04) 5.1 : Transaction Mechanisms in E-commerce. 5.2 : Revenue Models in Online Business. 5.3: Payment Solutions and Digital Wallet Integration. 5.4: Security Protocols and Best Practices in E-commerce.	Investigation of secure payment systems and their integration into e-commerce platforms.

SW-E Suggested Sessional Work (SW):

- Analysis of revenue generation in different e-commerce models.
- Examination of security threats and countermeasures in e-commerce.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self Learning (Sl)	Total hour (Cl+SW+Sl)
CO1: Discuss the role of e-commerce and its significance in modern business.	4	1	1	6
CO2: Analyze the impact of e-commerce on business models and strategies.	4	1	1	6
CO3: Describe the major types of e-commerce business models.	4	1	1	6
CO4: Identify the key security threats in the e-commerce environment.	4	1	1	6
CO5: Outline the e-commerce operations functions necessary to deliver orders and meet service levels.	4	1	1	6
Total Hours	20	5	5	30

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Introduction to E-commerce					
CO-2	E-commerce Business					
CO-3	E-commerce Operations					
CO-4	E-commerce Logistics and Distribution					
CO-5	E-commerce Transactions					
	Total					50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	E-Commerce in India: Economic and Legal Perspectives	Pralok Gupta	SAGE Publications	2020
2	E-Commerce An Indian Perspective	P. T. Joseph	Prentice Hall India Pvt., Limited	2015
3	Failing to Succeed The Story of India's First E-commerce Company	K. Vaitheeswaran	Maven, Rupa	2017
4	E-Commerce, Fundamentals And Applications	Henry Chan, Raymond Lee, Tharam Dillon, Elizabeth Chang	Wiley India Pvt. Limited	2007
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

Curriculum Development Team:

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Code: 32LSC110

Course Title: E-commerce
Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1: Discuss the role of e-commerce and its significance in modern business.	3	2	2	1	2	2	1	3	3	2	1	2
CO2: Analyze the impact of e-commerce on business models and strategies.	3	3	2	1	2	2	2	3	3	2	1	2
CO3: Describe the major types of e-commerce business models.	3	2	2	1	2	2	1	3	3	2	1	2



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CO4: Identify the key security threats in the e-commerce environment.	3	3	2	1	2	2	2	3	3	2	1	2
CO5: Outline the e-commerce operations functions necessary to deliver orders and meet service levels.	3	2	1	1	2	2	1	2	3	2	1	2

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning (SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Discuss the role of e-commerce and its significance in modern business.	SO1.1 SO1.2 SO1.3		Unit A - Introduction to E-commerce A.1, A.2, A.3, A.4	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Analyze the impact of e-commerce on business models and strategies.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - E-commerce Business B.1, B.2, B.3, B.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Describe the major types of e-commerce business models.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - E-commerce Operations C.1, C.2, C.3, C.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Identify the key security threats in the e-commerce environment.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - E-commerce Logistics and Distribution D.1, D.2, D.3, D.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Outline the e-commerce operations functions necessary to deliver orders and meet service levels.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - E-commerce Transactions E.1, E.2, E.3, E.4	



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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Course Code: 32LSC111

Course Title: Workshop on GST and Logistics Documentation

Pre-requisite: Students should have a basic understanding of taxation, logistics operations, and business law.

Rationale: The introduction of the Goods and Services Tax (GST) has revolutionized the tax system in India, significantly impacting logistics operations. Understanding GST's intricacies and the associated documentation is vital for compliance and optimizing logistics processes. This workshop aims to provide a practical understanding of GST-related logistics documentation and procedures, ensuring that students are well-equipped to manage the complexities of modern logistics operations.

Course Outcomes:

32LSC111.1: Gain a comprehensive understanding of the Goods and Services Tax (GST) framework and its implications on logistics operations.

32LSC111.2: Discuss the necessary documentation and compliance procedures for GST in logistics, including invoices, e-way bills, and tax returns.

32LSC111.3: Develop skills in calculating GST and incorporating it into logistics costing and pricing strategies.

32LSC111.4: Explain the legal and regulatory requirements related to GST in logistics and ensure compliance with applicable laws.

32LSC111.5: Practice the best practices for managing logistics documentation, including record-keeping, filing, and maintaining accurate and up-to-date documentation.

Scheme of Studies:

Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
		CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
32LSC111	Workshop on GST and Logistics Documentation	1	0	1	0	2	1

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

COD E	Cou se Cod e	Cour se Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Ho me Assignme nt 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Semin a r one (SA)	Class Activ ity any one (CAT)	Class Attenda nce (AT)	Total Mark s (CA+ CT+S A+C AT+ AT)		
LS C	32L SC11	Work shop on GST and Logis tics Docu ment ation	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC111.1: Gain a comprehensive understanding of the Goods and Services Tax (GST) framework and its implications on logistics operations.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Recognize the importance and procedures of logistics documentation within India. SOA.2: Understand the mandatory domestic freight movement documents. SOA.3: Examine transit documents and their purposes in logistics operations. SOA.4: Practice creating dummy logistics documents like waybills.		Unit 1 - Mandatory Documents for Transportation of Goods & Operations Related Documents (Hrs.02) 1.1: Overview of Logistics Documentation and Mandatory Documents. 1.2: Domestic Freight Movement Documents.	

SW-A Suggested Sessional Work (SW):

- a. Simulation exercise on preparing and processing logistics documents.
- b. Group workshop on creating a complete set of logistics documents for a hypothetical shipment.



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32LSC111.2: Discuss the necessary documentation and compliance procedures for GST in logistics, including invoices, e-way bills, and tax returns.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Gain an in-depth understanding of the export and import procedures and documentation. SOB.2: Differentiate between principal and auxiliary export/import documents. SOB.3: Analyze case studies related to international freight documentation.		Unit 2 - International Freight Documentation (Hrs.02) 2.1: Export and Import Procedures and Documentation. 2.2: Principal vs. Auxiliary Documents in International Trade.	

SW-B Suggested Sessional Work (SW):

- Case study analysis on the documentation process for an international logistics operation.
- Role-play on managing documentation for an export/import transaction.



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32LSC111.3: Develop skills in calculating GST and incorporating it into logistics costing and pricing strategies.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Understand the documentation involved in warehouse operations. SOC.2: Learn about special documents related to defense goods, exhibition goods, and other categories. SOC.3: Examine procedures for handling accidents, breakdowns, and deviations.		Unit 3 - Other Types of Documents & Procedures to Follow (Hrs.02) 3.1 : Warehouse Documentation and Reporting. 3.2 : Special Documents for Unique Goods and Situations.	

SW-C Suggested Sessional Work (SW):

- a. Development of a documentation checklist for warehouse management.
- b. Case study on the documentation process for transporting specialized goods.



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32LSC111.4: Explain the legal and regulatory requirements related to GST in logistics and ensure compliance with applicable laws.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOD.1: Understand the evolution of indirect taxation in India. SOD.2: Compare indirect taxes during the pre-GST and post-GST eras. SOD.3: Study case scenarios involving GST implementation in logistics.		Unit 4 - Indirect Taxation & Intro to GST (Hrs.02) 4.1 : Indirect Taxation in India's Context. 4.2 : Transition from Pre-GST to Post-GST Taxation.	

SW-D Suggested Sessional Work (SW):

- Analysis of a logistics company's transition to the GST regime.
- Discussion on tax compliance and optimization strategies under GST.



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32LSC111.5: Practice the best practices for managing logistics documentation, including record-keeping, filing, and maintaining accurate and up-to-date documentation.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Explore the structure and mechanisms of GST and e-waybill. SOE.2: Analyze the impact of GST on supply chains. SOE.3: Understand e-waybill regulations for transporters and customers. SOE.4: Learn about the application of GST across various sectors. SOE.5: Engage with FAQs and prepare e-waybills.		5.1: Overview of GST and E-waybill Operations. 5.2: Sector-Specific GST Implications.	

SW-E Suggested Sessional Work (SW):

- a. Simulation on GST calculation for logistics operations.
- b. Workshop on e-waybill generation and compliance.



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Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self Learning (Sl)	Total hour (Cl+SW+Sl)
CO1: Gain a comprehensive understanding of the Goods and Services Tax (GST) framework and its implications on logistics operations.	2	1	0	3
CO2: Discuss the necessary documentation and compliance procedures for GST in logistics, including invoices, e-way bills, and tax returns.	2	1	0	3
CO3: Develop skills in calculating GST and incorporating it into logistics costing and pricing strategies.	2	1	0	3
CO4: Explain the legal and regulatory requirements related to GST in logistics and ensure compliance with applicable laws.	2	1	0	3
CO5: Practice the best practices for managing logistics documentation, including record-keeping, filing, and maintaining accurate and up-to-date documentation.	2	1	0	3
Total Hours	10	5	0	15

Brief of Hours suggested for the Course Outcome

Suggestion for End Semester Assessment

Suggested Specification Table

Unit Titles	Marks Distribution				Total Marks
	Ap	An	Ev	Cr	
Unit A - Mandatory Documents for Transportation of Goods & Operations Related Documents					
Unit B - International Freight Documentation					
Unit C - Other Types of Documents & Procedures to Follow					
Unit D - Indirect Taxation & Intro to GST					
Unit E - GST Structure					
Total					50

Legend: **Ap:** Apply, **an:** Analyze, **Ev:** Evaluate **Cr:** Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:



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1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, WhatsApp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	GST in India A Critical Review	Madhu Bala	SSRN	2020
2	E-Way Bill Provisions under Goods and Services Tax Act	Dr. (CA) Mahesh Bhiwandikar	Ashok Yakkaldevi	2020
3	Export and Import Documentation and Procedures	J. Senthilvelmurugan, S. Mahalakshmi	MJP Publishers	2019
4	EXPORT BUSINESS-A BEGINNER'S GUIDE A practical guide for starting export business	RAJ KUMAR SHARMA	Sharma Raj Kumar	2022
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

Curriculum Development Team:

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Dr. Pradeep Chaurasia, Associate Professor, FMS, AKS University, Satna.

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Code: 32LSC111

Course Title: Workshop on GST and Logistics Documentation
Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1: Gain a comprehensive understanding of the Goods and Services Tax (GST) framework and its implications on logistics operations.	3	2	2	1	2	2	1	3	3	2	1	2
CO2: Discuss the necessary documentation and compliance procedures for GST in logistics, including invoices, e-way bills, and tax returns.	3	3	2	1	2	2	2	3	3	2	1	2



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CO3: Develop skills in calculating GST and incorporating it into logistics costing and pricing strategies.	3	2	2	1	2	2	1	3	3	2	1	2
CO4: Explain the legal and regulatory requirements related to GST in logistics and ensure compliance with applicable laws.	3	3	2	1	2	2	2	3	3	2	1	2
CO5: Practice the best practices for managing logistics documentation, including record-keeping, filing, and maintaining accurate and up-to-date documentation.	3	2	1	1	2	2	1	2	3	2	1	2

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning (SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Gain a comprehensive understanding of the Goods and Services Tax (GST) framework and its implications on logistics operations.	SO1.1 SO1.2 SO1.3		Unit A - Mandatory Documents for Transportation of Goods & Operations Related Documents A.1, A.2	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Discuss the necessary documentation and compliance procedures for GST in logistics, including invoices, e-way bills, and tax returns.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - International Freight Documentation B.1, B.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Develop skills in calculating GST and incorporating it into logistics costing and pricing strategies.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Other Types of Documents & Procedures to Follow C.1, C.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Explain the legal and regulatory requirements related to GST in logistics and ensure compliance with applicable laws.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Indirect Taxation & Intro to GST D.1, D.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Practice the best practices for managing logistics documentation, including record-keeping, filing, and maintaining accurate and up-to-date documentation.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - GST Structure E.1, E.2	



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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Course Code:	32LSC112
Course Title:	Account for Managers
Pre-requisite:	Students hold have basic knowledge of Accounting Knowledge, Financial Analysis Skills, Budgeting and Forecasting, Cost Accounting and IT and Accounting Software
Rationale:	The students studying will able to understand accounting lies in its ability to provide relevant, accurate, and timely financial information, enabling managers to make informed decisions, allocate resources effectively, comply with legal requirements, and contribute to the overall success and sustainability of the organization.

Course Outcomes:

32LSC112.1: Define basic accounting terms and principles.

32LSC112.2: Explain the purpose of financial statements and their interrelationships.

32LSC112.3: Apply accounting principles to solve practical business problems.

32LSC112.4: Analyze the impact of financial decisions on a company's overall performance.

32LSC112.5: Assess the effectiveness of different accounting methods in specific business scenarios.

Scheme of Studies:

CODE	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	32LSC112	Account for Managers	6	0	2	1	9	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

CO DE	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 mark each (CA)	Class Test 2 (2 best out of 3) 10 mark each (CT)	Seminar (SA)	Class Activity (CA T)	Class Attendance (AT)	Total Marks (CA+CT+SA+ CAT+AT)		
MCC	32LSC	Account for Manager	15	20	10		5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC112.1: Define basic accounting terms and principles

Approximate Hours

Item	App X Hrs
CI	19
LI	0
SW	1
SL	1
Total	21

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
<p>SO1.1 Define key accounting terms such as assets, liabilities, revenue, and expenses.</p> <p>SO1.2 Interpret the significance of financial transactions and their impact on the accounting equation</p> <p>SO1.3 Apply the accounting equation to analyze simple business transactions.</p> <p>SO1.4 Analyze how different accounting principles are applied in various business scenarios.</p> <p>SO1.5 Assess the accuracy and reliability of financial information</p>		<p>Unit-1.0: Introduction Of Financial Accounting (Hrs.19)</p> <p>1.1. Basic Concept of Accounting</p> <p>1.2. Principals of Double Entry System</p> <p>1.3. Branches of Accounting</p> <p>1.4. Rules of Accounting</p> <p>1.5. Journal Entry</p> <p>1.6. Journal Entry of Discount</p> <p>1.7. Journal Entry of Bad Debt</p> <p>1.8. Subsidiary Books: Cash Book, Petty Cash Book</p> <p>1.9. Subsidiary Books: Purchase Book, Purchase Return Book</p> <p>1.10. Subsidiary Books: Sales Book, Sales Return Book, B/R, B/R</p> <p>1.11. Introduction of Trial Balance</p> <p>1.12. Total method of Trial Balance</p> <p>1.13. Balance method of Trial Balance</p> <p>1.14. Introduction of Accounting for Depreciation (According to Accounting Standard-6)</p> <p>1.15. Journal entries of depreciation</p> <p>1.16. Depreciation of Fixed Instalment method</p> <p>1.17. Depreciation of Diminishing Balance method</p> <p>1.18. Introduction of Ledger</p> <p>1.19. Numerical of Ledger</p>	<p>Types of Accounting</p> <p>Practice of Double Entry System</p> <p>Practice of Journal Entries</p> <p>Practice of Ledger</p> <p>Practice of Trial Balance</p> <p>Practice of Depreciation</p>

SW-1 Suggested Sessional Work (SW):

- Assignments:**
 - What is accounting? Outline the need, types and accounting rules of accounts.
- Mini Project:**
 - Diagram of Types of Accounting.
- Other Activities (Specify):**
 - Class presentation on different types of accounting.



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32LSC112.2: Explain the purpose of financial statements and their interrelationships

Approximate Hours

Item	App X Hrs
CI	24
LI	0
SW	1
SL	1
Total	26

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
SO2.1 Define the basic accounting principles and concepts. SO2.2 Explain the double entry accounting system and how transactions impact the accounting equation SO2.3 Apply the rules of debit and credit to record transactions in various accounts. SO2.4 Evaluate the impact of accounting policies on financial statements. SO2.5 Design and implement internal controls to ensure the accuracy of financial reporting.	.	Unit-2.0: Financial Accounting (Hrs.24) 2.1. Introduction of Indian Accounting Standard 2.2. Define AS-1 to AS32 2.3. Final Accounts Introduction 2.4. Manufacturing A/c 2.5. Introduction of Trading A/c 2.6. Numerical of Trading A/c 2.7. Introduction of P&L A/c 2.8. Numerical of P&L A/c 2.9. Introduction of Balance Sheet 2.10. Numerical of Balance sheet 2.11. Introduction of Final Account with Adjustment 2.12. Numerical of Final Account with Adjustment 2.13. Introduction of Departmental A/c 2.14. Format of Departmental A/c 2.15. Important Points Regarding Departmental A/c 2.16. Numerical of allocation of expenses 2.17. Inter-departmental transactions numerical 2.18. Reserve of unrealised profit numerical 2.19. Introduction of Royalty Account 2.20. Important Definition of Royalty Account 2.21. Format of Royalty Account 2.22. Analytical Table numerical 2.23. Land lord A/c numerical 2.24. Royalty and Short working A/c numerical	Practice of manufacturing account Practice of trading account Practice of balance sheet Practice of departmental accounts Practice of royalty accounts

SW-2 Suggested Sessional Work (SW):

a. Assignments:

- What is meant by Balance Sheet, Trading and Profit & Loss Account? Explain and give Trading account and Profit & Loss account proforma.

b. Mini Project:

- Trading account and Profit & Loss account proforma.

c. Other Activities (Specify):

- Class presentation



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32LSC112.3: Apply accounting principles to solve practical business problems

Approximate Hours

Item	App X Hrs.
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
SO3.1 Memorize different costing methods, including job order costing and process costing SO3.2 Apply costing methods to allocate costs to products or services SO3.3 Break down variances in budgeted versus actual performance SO3.4 Evaluate the relevance of different performance measures in managerial decision-making SO3.5. Design a comprehensive budget for a specific business scenario.	.	Unit-3.0: MANAGEMENT ACCOUNTING (Hrs.14) 3.1. Introduction of Management Accounting 3.2. Introduction of Ratio Analysis 3.3. Profitability Ratio: GPR 3.4. Profitability Ratio: NPR 3.5. Turnover Ratio, Financial Ratio 3.6 Introduction Budget and Budgeting 3.7. Types of Budgets 3.8. Budgetary Control 3.9. Operating v/s Financial Budgets 3.10. Introduction of Sales Budgets 3.11. Numerical of Sales Budget 3.12. Introduction and Numerical of Purchase Budgets 3.13. Introduction of Flexible Budgets 3.14. Numerical of Flexible Budgets	Practice of ratio analysis Practice of budgeting Practice of operating v/s financial budgets Practice of preparation of sales, purchase and flexible budget.

SW-3 Suggested Sessional Work (SW):

a. Assignments:

- What Ratios would you use to measure: (i) Profitability, (ii) Liquidity, and (iii) Solvency of a concern? Give formulae for computing these ratios.

b. Mini Project:

- Preparation of Sales, Purchase and Flexible Budget proforma.

c. Other Activities (Specify):

- Class presentation



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32LSC112.4: Analyze the impact of financial decisions on a company's overall performance

Approximate Hours

Item	App X Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
<p>SO4.1 Define key cost accounting terminology, such as direct costs, indirect costs, variable costs, and fixed costs</p> <p>SO4.2 Interpret the significance of cost accounting in decision-making and financial reporting</p> <p>SO4.3 Apply costing methods to allocate indirect costs to products or services</p> <p>SO4.4 Analyze cost structures to identify cost drivers and understand cost behaviour</p> <p>SO4.5 Evaluate the relevance of different costing methods in specific business contexts</p>	.	<p>Unit-4.0: COST ACCOUNTING(Hrs.15)</p> <p>4.1. Basic Concept of Cost Accounting</p> <p>4.2. Need for Cost information</p> <p>4.3. Cost Objectives</p> <p>4.4. Element of Cost</p> <p>4.5. Classification of Cost</p> <p>4.6. Standard Costing</p> <p>4.7. Introduction</p> <p>4.8. Material Cost Introduction</p> <p>4.9. Numerical of Volume Material Cost A/c</p> <p>4.10. Numerical of Material usages</p> <p>4.11. Labour Cost (Variances only) Introduction</p> <p>4.12. Labour cost numerical</p> <p>Overtime labour cost numerical</p> <p>4.13. Introduction of Cost Volume Profit Analysis</p> <p>4.14. Cost Volume Profit Analysis Numerical</p> <p>4.15. Variable cost and Direct cost numerical</p>	<p>Concept of cost accounting</p> <p>Need for cost information</p> <p>Practice of standard costing</p> <p>Practice of material cost</p> <p>Practice of labour cost</p> <p>Practice of marginal costing</p> <p>Practice of volume profit analysis</p>

SW-4 Suggested Sessional Work (SW):

a. Assignments:

- What do you understand by Marginal Costing? State some of the important applications of marginal costing for managerial decisions.

b. Mini Project:

- Volume profit analysis proforma.

c. Other Activities (Specify):

- Class presentation



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32LSC112.5: Assess the effectiveness of different accounting methods in specific business scenarios

Approximate Hours

Item	App X Hrs
CI	18
LI	0
SW	1
SL	1
Total	20

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
SO5.1 Define basic terms related to computerized accounting, such as ledger, journal, and trial balance SO5.2 Explain the fundamental principles of how computerized accounting systems operate SO5.3 Apply computerized tools to generate financial reports, such as income statements and balance sheets SO5.4 Analyse the impact of data entry errors on the accuracy of financial information in a computerized system SO5.5 Evaluate the security measures and controls in computerized accounting systems .	.	Unit-5.0: COMPUTERIZED ACCOUNTING SYSTEM (CAS)(Hrs.18) 5.1. Introduction of Computerized Accounts 5.2. Introduction of Accounting Software 5.3. Creating a Company in Tally 5.4. Creating Groups in Tally 5.5. Configure and Features of Tally 5.6 Creating Accounting Ledgers in Tally 5.7. Creating Stock items in Tally 5.8. Creating Stock through 5.9. Discount, Batch No, 5.10. Manufacturing date, Expiry date 5.11. Voucher Entry (With Maintenance of Vouchers 5.13. Voucher Entry with Inventory Voucher 5.14. Generating Report: Cash Book Generating Report: Ledger Accounts Format of Trial Balance 5.15. Journal Entry relating to Trial Balance 5.16. Format of P&L A/c 5.17. Journal Entry relating to P&L A/c Format of Balance Sheet 5.18. Journal Entry relating to Balance Sheet	Practical of generating various reports Accounting and Inventory Vouchers Final Accounting Concept Computerized Accounting Concept Basic of accounting software's

SW-5 Suggested Sessional Work (SW):

a. Assignments:

- What is Computerized Accounting System? Explain the various versions of the Tally and also write the procedure of creation a new company in Tally ERP9.

b. Mini Project:

- Model of Tally using Final Accounts

c. Other Activities (Specify):

- PPT Presentation



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
32LSC112.1: Define basic accounting terms and principles	19	1	1	21
32LSC112.2: Explain the purpose of financial statements and their interrelationships	24	1	1	26
32LSC112.3: Apply accounting principles to solve practical business problems	14	1	1	16
32LSC112.4: Analyze the impact of financial decisions on a company's overall performance	15	1	1	17
32LSC112.5: Assess the effectiveness of different accounting methods in specific business scenarios	18	1	1	20
Total Hours	90	5	5	100

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Introduction of financial accounting					
CO-2	Financial accounting					
CO-3	Management accounting					
CO-4	Cost accounting					
CO-5	Computerized accounting system (CAM)					
Total						50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

Improved Lecture

Tutorial

Case Method

Group Discussion

Demonstration

ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, WhatsApp, Mobile, Online sources)

Brainstorming



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Suggested Learning Resources:

(a) Books:

S.No.	Title	Author	Publisher	Edition & Year
1	Financial Accounting	Dr. S.K. Singh	SBPD Publication	Edition2021
2	Management Accounting	Dr. K.L. Gupta	Sahitya Bhawan Publication	
3	Cost Accounting	Dr. M.L. Agrawal	Sahitya Bhawan Publication	
4	Cost and Management Account	Satish Inamdar	Everest Publishing House	
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

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Cos, POs and PSOs Mapping

Course Title: MBA (Logistics and Supply Chain Management)

Course Code: 32LSC112

Course Title: Account for Managers

Course Outcomes	Program Outcomes								Program Specific Outcome			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International exposure and cross-cultural understanding	Social responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R & D Aptitude	Contemporary Issues	Theoretical as well as practical knowledge	Work in Various functional areas	Work in various industries	To set up business enterprise
CO1: Define basic accounting terms and principles	3	3	1	3	2	3	3	2	2	1	1	1
CO2: Explain the purpose of financial statements and their interrelationships	3	3	3	3	2	2	1	3	1	1	1	1



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CO3: Apply accounting principles to solve practical business problems	3	3	3	3	0	1	2	3	1	2	1	1
CO4: Analyze the impact of financial decisions on a company's overall performance	3	3	3	3	1	1	2	3	2	1	1	2
CO5: Assess the effectiveness of different accounting methods in specific business scenarios	3	1	1	1	1	1	1	1	3	1	2	1

Legend:1–Low,2–Medium,3– High



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Course Curriculum Map:

Pos & PSOs No.	Cos No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6,7,8 PSOs 1,2,3,4	CO1: Define basic accounting terms and principles	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0 INTRODUCTION OF FINANCIAL ACCOUNTING 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19	As mentioned in
POs 1,2,3,4,5,6,7,8 PSOs 1,2,3,4	CO2: Explain the purpose of financial statements and their interrelationships	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0 FINANCIAL ACCOUNTING 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20, 2.21, 2.22, 2.23, 2.24	
POs 1,2,3,4,5,6,7,8 PSOs 1,2,3,4	CO3: Apply accounting principles to solve practical business problems	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0 MANAGEMENT ACCOUNTING 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14	
POs 1,2,3,4,5,6,7,8 PSOs 1,2,3,4	CO4: Analyze the impact of financial decisions on a company's overall performance	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0 COST ACCOUNTING: 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.15	
POs 1,2,3,4,5,6,7,8 PSOs 1,2,3,4	CO5: Assess the effectiveness of different accounting methods in specific business scenarios	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit5.0 COMPUTERIZED ACCOUNTING SYSTEM (CAS): 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15, 5.16, 5.17, 5.18	



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SEMESTER -II

Course Code: 32LSC201

Course Title: Warehouse Management

Pre-requisite: Students should have a fundamental understanding of supply chain management, inventory control, and basic principles of logistics.

Rationale: Warehousing plays a pivotal role in the effectiveness and efficiency of the supply chain by strategically storing goods, consolidating shipments, and providing value-added services. This course focuses on the strategic, operational, and technological aspects of warehousing necessary to optimize inventory, streamline operations, and meet customer demand.

Course Outcomes:

32LSC201.1: Describe the concept of strategic warehousing in supply chain management.

32LSC201.2: Evaluate storage and handling systems in warehousing operations.

32LSC201.3: Implement cold chain supply chain management to enhance supply chain performance.

32LSC201.4: Analyze and apply warehousing operations and value-added services to enhance supply chain performance.

32LSC201.5: Utilize warehouse management systems to optimize warehouse operations.

Scheme of Studies:

CODE	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC201	Warehouse Management	2	0	1	1	4	2

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
COD E	Cou se Cod e	Course Title	Class/Ho me Assignm ent 5 number 3 marks each (CA)	Clas s Test 2 (2 best out of 3) 10 marks each (CT)	Semi na r one (SA)	Class Activi ty any one (CAT)	Cl ass Att en da nce (A T)	Total Mark s (CA+ CT+S A+C AT+ AT)	End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
LSC	32LS C201	Warehous e Managem ent	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC201.1: Describe the concept of strategic warehousing in supply chain management.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Understand the history and evolution of warehousing. SOA.2: Identify the strategic role of warehousing in supply chain management. SOA.3: Explore the various types of warehouses and storage policies. SOA.4: Examine the functions and operations within a warehouse. SOA.5: Evaluate the elements and principles of warehouse design, including location analysis.		Unit 1 - Fundamentals of Warehousing (Hrs.04) 1.1 : Introduction and strategic significance of warehousing. 1.2 : Principles and functions of warehousing. 1.3 : Types of warehouses and their roles in SCM. 1.4 : Overview of warehouse operations.	Research on the latest trends and technologies in warehousing.

SW-A Suggested Sessional Work (SW):

- Comparative study of different types of warehouses.
- Analysis of warehouse location decision models.



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32LSC201.2: Evaluate storage and handling systems in warehousing operations.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Analyze the systems for palletized storage and handling. SOB.2: Compare different palletized storage systems. SOB.3: Evaluate centralized and decentralized warehousing systems. SOB.4: Understand the equipment used for non-palletized storage. SOB.5: Discuss the integration of automated guided vehicles in warehousing.		Unit 2 - Storage and Handling Systems (Hrs.04) 2.1 : Pallet movement and storage techniques. 2.2 : Centralized vs. decentralized warehousing systems. 2.3: Equipment and technologies for non-palletized goods. 2.4: Use of cranes, conveyors, and AGVs in warehousing.	Case study review of automated warehousing solutions.

SW-B Suggested Sessional Work (SW):

- Design of a palletized storage system for a given scenario.
- Role-play exercise on choosing between centralized and decentralized systems.



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32LSC2013: Implement cold chain supply chain management to enhance supply chain performance.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Grasp the basics of cold supply chain management. SOC.2: Identify the components and objectives of cold chain logistics. SOC.3: Classify the segments of the cold supply chain and their functions. SOC.4: Examine cold supply chain trends in India. SOC.5: Discuss the challenges of maintaining a cold supply chain.		Unit 3 - Cold ChainSCM (Hrs.04) 3.1: Fundamentals of the cold chain in SCM. 3.2: Elements and functions of cold supply chain segments. 3.3: Trends and case studies of cold supply chains in India. 3.4: Challenges in cold chain management.	Exploration of global best practices in cold chain management.

SW-C Suggested Sessional Work (SW):

- a. Cold chain logistics management plan for temperature-sensitive products.
- b. Problem-solving discussion on challenges faced in the cold supply chain.



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32LSC201.4: Analyze and apply warehousing operations and value-added services to enhance supply chain performance.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Manage receiving and put-away operations effectively.</p> <p>SOD.2: Implement pick and pack processes in a warehouse.</p> <p>SOD.3: Understand the significance of packaging, labelling, kitting, and assembling.</p> <p>SOD.4: Assess the role of order management systems and vendor-managed inventory.</p> <p>SOD.5: Evaluate the benefits of value-added services in warehousing.</p>		<p>Unit 4 - Warehousing Operations & Value-Added Services (Hrs.04)</p> <p>4.1: Key aspects of receiving and put-away in warehousing.</p> <p>4.2: Order fulfilment strategies.</p> <p>4.3: Packaging and labelling processes.</p> <p>4.4: Concept and implementation of kitting and assembling.</p>	<p>Study of innovative packaging and labelling techniques in warehousing.</p>

SW-D Suggested Sessional Work (SW):

- a. Project on optimizing pick and pack operations.
- b. Analysis of the impact of value-added services on customer satisfaction.



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32LSC201.5: Utilize warehouse management systems to optimize warehouse operations.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Introduce the fundamentals of warehouse management systems. SOE.2: Explore WMS functions and activities. SOE.3: Implement data capture and performance monitoring technologies. SOE.4: Experience hands-on training on WMS. SOE.5: Investigate the role of WMS in enhancing warehouse operations.		Unit 5 - Warehouse Management System (Hrs.04) 5.1 : Overview of WMS and its functionalities. 5.2 : Data management in WMS. 5.3 : WMS for performance monitoring. 5.4 : Practical training on WMS software.	Review of WMS software tools and their applications in the industry.

SW-E Suggested Sessional Work (SW):

- a. Simulation exercise using WMS software.
- b. Evaluation of WMS solutions for a warehouse operation case.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self Learning (Sl)	Total hour (Cl+SW+Sl)
CO1: Describe the concept of strategic warehousing in supply chain management.	4	1	1	6
CO2: Evaluate storage and handling systems in warehousing operations.	4	1	1	6
CO3: Implement cold chain supply chain management to enhance supply chain performance.	4	1	1	6
CO4: Analyze and apply warehousing operations and value-added services to enhance supply chain performance.	4	1	1	6
CO5: Utilize warehouse management systems to optimize warehouse operations.	4	1	1	6
Total Hours	20	5	5	30

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Fundamentals of Warehousing					
CO-2	Storage and Handling Systems					
CO-3	Cold Chain SCM					
CO-4	Warehousing Operations & Value-Added Services					
CO-5	Warehouse Management System					
	Total					50

Legend: **Ap:** Apply, **an:** Analyze, **Ev:** Evaluate **Cr:** Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.

Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	Warehouse Management and Inventory Control	Philip M. Price, Natalie J. Harrison	Access Education	2015
2	The Complete Book on Cold Storage, Cold Chain & Warehouse (with Controlled Atmosphere Storage & Rural Godowns) 4th Edition	NPCS Board of Consultants & Engineers	NPCS Board of Consultants & Engineers	2019
3	Logistics Management	Sople	Pearson	2012
4	Romancing with Inventory Management	Dr.Indira Prakash	Blue Diamond Publishing	2018
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

Curriculum Development Team:

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Code: 32LSC201

Course Title: Warehouse Management
Cos,POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1 Describe the concept of strategic warehousing in supply chain management.	3	2	1	1	2	1	1	2	3	3	3	1
CO2 Evaluate storage and handling systems in warehousing operations.	2	3	1	2	2	2	2	2	3	3	3	1
CO3 Implement cold chain supply chain management to enhance supply chain performance.	3	2	3	2	2	1	1	3	3	1	2	1



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CO4 Analyze and apply warehousing operations and value-added services to enhance supply chain performance.	2	2	1	1	2	2	1	2	3	3	3	1
CO5 Utilize warehouse management systems to optimize warehouse operations.	2	3	1	1	3	2	2	2	3	3	3	1

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning(SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Describe the concept of strategic warehousing in supply chain management.	SO1.1 SO1.2 SO1.3		Unit A - Fundamentals of Warehousing A.1, A.2, A.3, A.4	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Evaluate storage and handling systems in warehousing operations.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Storage and Handling Systems B.1, B.2, B.3, B.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Implement cold chain supply chain management to enhance supply chain performance.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Cold Chain SCM C.1, C.2, C.3, C.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Analyze and apply warehousing operations and value-added services to enhance supply chain performance.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Warehousing Operations & Value-Added Services D.1, D.2, D.3, D.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Utilize warehouse management systems to optimize warehouse operations.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Warehouse Management System E.1, E.2, E.3, E.4	



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Course Code: 32LSC202

Course Title: Principles of Enterprise Resource Planning

Pre-requisite: Students should have basic knowledge of business processes across various functional areas like finance, operations, sales, and human resources.

Rationale: ERP systems are integral to modern business operations, providing a unified platform to streamline and automate processes. This course is designed to impart foundational knowledge of ERP systems, their development, and application across different business functions to improve operational efficiency and decision-making.

Course Outcomes:

32LSC202.1: Describe the development and evolution of ERP systems.

32LSC202.2: Analyze marketing information systems and sales order processes in ERP systems.

32LSC202.3: Evaluate production and supply chain management information systems in ERP.

32LSC202.4: Discuss the accounting and human resources processes in ERP systems.

32LSC202.5: Implement company-wide ERP systems effectively.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC202	Principles of Enterprise Resource Planning	2	0	1	1	4	2

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

			Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)							
Board of Study	Course Code	Course Title	Class/ Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)	End Semester Assessment (ESA)	Total Marks (PRA+ESA)
LSC	32LSC202	Principles of Enterprise Resource Planning	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC202.1: Describe the development and evolution of ERP systems.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Outline the historical development of functional area information systems leading to ERP. SOA.2: Discuss the emergence of ERP software and its impact on businesses. SOA.3: Understand the relevance of ERP systems for mid-sized and smaller companies. SOA.4: Evaluate the process of choosing consultants and vendors for ERP implementation. SOA.5: Recognize the significance and benefits of ERP software and systems.		Unit 1 - Development of ERP Systems (Hrs.04) 1.1 : Evolution of information systems into ERP. 1.2 : ERP emergence, focusing on systems like SAP R/3. 1.3 : Considerations for ERP adoption in mid-sized and smaller companies. 1.4 : Selection of consultants and vendors for ERP projects.	Case studies on ERP selection and implementation in various companies.

SW-A Suggested Sessional Work (SW):

- Analysis of ERP benefits for a hypothetical company.
- Role-play on ERP consultant and vendor selection process.



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32LSC202.2: Analyze marketing information systems and sales order processes in ERP systems.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Examine the role of sales and distribution modules in ERP. SOB.2: Analyze the standard order cycle managed within an ERP system. SOB.3: Understand the integration of Customer Relationship Management (CRM) with ERP.		Unit 2 - Marketing Information Systems and Sales Order Process (Hrs.04) 2.1 : Functionality of sales and distribution in ERP systems. 2.2 : Operational flow of a standard order cycle in ERP. 2.3 : CRM components within ERP systems. 2.4: ERP CRM Function case study	Exploration of CRM benefits in the context of ERP.

SW-B Suggested Sessional Work (SW):

- Mapping of a sales order process in an ERP system.
- Case study on CRM integration into ERP and its business impact.



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32LSC202.3: Evaluate production and supply chain management information systems in ERP.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOC.1: Describe the production planning process within ERP systems.</p> <p>SOC.2: Delve into materials requirements planning (MRP) and its evolution.</p> <p>SOC.3: Evaluate the role of ERP in managing supplier relationships and supply chain integration.</p>		<p>Unit 3 - Production and Supply Chain Management Information Systems(Hrs.04)</p> <p>3.1 : Approaches to production planning in ERP.</p> <p>3.2 : The significance of MRP I and MRP II in production planning.</p> <p>3.3 : ERP's role in enhancing supplier collaboration.</p> <p>3.4 : ERP's role in enhancing supplier collaboration case study.</p>	<p>Review of literature on MRP and its application in ERP systems.</p>

SW-C Suggested Sessional Work (SW):

- Simulation exercise on MRP within an ERP system.
- Group discussion on ERP's impact on supply chain management.



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32LSC202.4: Discuss the accounting and human resources processes in ERP systems.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Investigate accounting activities within ERP systems.</p> <p>SOD.2: Address operational decision-making problems like credit management using ERP.</p> <p>SOD.3: Explore human resource management features in ERP software.</p> <p>SOD.4: Discuss advanced features of ERP in supporting human resource processes.</p>		<p>Unit 4 - Accounting and Human Resources Processes in ERP Systems (Hrs.04)</p> <p>4.1 : Overview of accounting functions in ERP.</p> <p>4.2 : Credit management as an operational decision-making process in ERP.</p> <p>4.3 : Human resources management through ERP software.</p> <p>4.4 : Advanced ERP features for human resource processes.</p>	<p>Study of advanced ERP features and their advantages in HR management.</p>

SW-D Suggested Sessional Work (SW):

- Project on integrating accounting processes into an ERP system.
- Analysis of ERP functionalities for human resource management.



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32LSC202.5: Implement company-wide ERP systems effectively.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Comprehend the overview of company-wide ERP implementation. SOE.2: Prepare for ERP project launch and initial education. SOE.3: Define processes for ERP implementation. SOE.4: Execute a phased approach to ERP implementation SOE.5: Implement supply chain integration in ERP.		Unit 5 - Company-Wide Implementation (Hrs.04) 5.1 : Steps for company-wide ERP implementation. 5.2 : Preparation and education for ERP project launch. 5.3 : Process definition in ERP implementation. 5.4 : Initial ERP implementation and its phases.	Investigation of best practices for ERP implementation in companies.

SW-E Suggested Sessional Work (SW):

- Development of an ERP implementation plan.
- Case study on a successful ERP implementation project.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self Learning (Sl)	Total hour (Cl+SW+Sl)
CO1: Describe the development and evolution of ERP systems.	4	1	1	6
CO2: Analyze marketing information systems and sales order processes in ERP systems.	4	1	1	6
CO3: Evaluate production and supply chain management information systems in ERP.	4	1	1	6
CO4: Discuss the accounting and human resources processes in ERP systems.	4	1	1	6
CO5: Implement company-wide ERP systems effectively.	4	1	1	6
Total Hours	20	5	5	30

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
CO-1	Development of ERP Systems	Ap	An	Ev	Cr	
CO-2	Marketing Information Systems and Sales Order Process					
CO-3	Production and Supply Chain Management Information Systems					
CO-4	Accounting and Human Resources Processes in ERP Systems					
CO-5	Company-Wide Implementation					
	Total					50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.

Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming



AKS University

Faculty of Management Studies Department of Business Administration
Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	Enterprise Resource Planning Fundamentals of Design and Implementation	K. Ganesh, Sanjay Mohapatra, S. P. Anbuudayasankar, P. Sivakumar	Springer International Publishing	2014
2	Integrating ERP, CRM, Supply Chain Management, and Smart Materials	Dimitris N. Chorafas	Taylor & Francis	2001
3	Modeling and Analysis of Enterprise Information Systems	A. Gunasekaran	IGI Pub.	2007
4	Manufacturing Resource Planning (MRP II) With Introduction to ERP, SCM and CRM	Khalid Sheikh	McGraw-Hill	2003
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

Curriculum Development Team:

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Code: 32LSC202

Course Title: Principles of Enterprise Resource Planning
Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1 Describe the development and evolution of ERP systems.	3	3	2	1	3	1	1	3	3	3	3	1
CO2 Analyze marketing information systems and sales order	3	3	2	1	3	2	2	2	3	3	3	1



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processes in ERP systems.												
CO3 Evaluate production and supply chain management information systems in ERP.	3	3	1	1	2	2	2	3	3	3	3	1
CO4 Discuss the accounting and human resources processes in ERP systems.	3	3	1	1	2	1	3	3	3	3	3	1
CO5 Implement company-wide ERP systems effectively.	3	2	1	2	2	2	2	2	3	3	2	1

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Describe the development and evolution of ERP systems.	SO1.1 SO1.2 SO1.3		Unit A - Development of ERP Systems A.1, A.2, A.3, A.4	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Analyze marketing information systems and sales order processes in ERP systems.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Marketing Information Systems and Sales Order Process B.1, B.2, B.3, B.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Evaluate production and supply chain management information systems in ERP.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Production and Supply Chain Management Information Systems C.1, C.2, C.3, C.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Discuss the accounting and human resources processes in ERP systems.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Accounting and Human Resources Processes in ERP Systems D.1, D.2, D.3, D.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Implement company-wide ERP systems effectively.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Company-Wide Implementation E.1, E.2, E.3, E.4	



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Course Code: 32LSC204

Course Title: Managerial Economics

Pre-requisite: Student should have basic knowledge of Micro Economics, Macro Economics and Business Practices.

Rationale: The course managerial economics is very important for management students because it encompasses the knowledge about Demand, Supply, Production Function, Cost Function, and Different types of markets, Pricing under different types of markets, Inflation, National Income, Business Cycle, Monetary Policy and Fiscal Policy etc. Knowledge of above-mentioned concepts and issues will help the management students to work effectively and efficiently in their jobs and take prompt and correct decisions.

Course Outcomes

32LSC204.1: The student will define the concepts of Managerial Economics, Demand and Elasticity of Demand and will list the factors affecting demand and will do demand forecasting.

32LSC204.2: The student will demonstrate use of production function and cost function in short run as well as in long run and also the working of law of supply.

32LSC204.3: The student will illustrate the price determination under different market conditions.

32LSC204.4: Student will calculate GDP, GNP, NDP, NNP, Private Income, Personal Income and Per Capita Income by different methods.

32LSC204.5: The student will critically evaluate the different theories of Business Cycle.

Scheme of Studies:

CODE	Course Code	Course Title	Scheme of studies (Hours per Week)					Total Credits(C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	32LSC204	Managerial Economics	6	0	1	1	8	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial(T) and others),

LI: Laboratory Instruction (Includes Practical performance in laboratory workshop, field or other location using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

CODE	Course Code	Course Title	Scheme of Assessment (Marks)						
			Progressive Assessment (PRA)					End Semester Assessment	Total Marks
			Class/Homework Assignment	2 Class Test (Best 2 out of 3)	One Seminar	Class Attendance	Total Marks		
			5 Assignments 3 marks Each (CA)	10 marks each (CT)	(SA)	(AT)	(CA+CT+SA+AT)	(ESA)	(PRA+ESA)
MCC	32LSC 204	Managerial Economics	15	20	10	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction

(CI), Laboratory Instruction

(LI), Sessional Work

(SW), and Self Learning

(SL). As the course progresses, students should show case their mastery of Session Outcomes (SOs),culminating in the overall achievement of

Course Outcomes

(COs) outercourse's conclusion.



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32LSC204.1: The student will define the concepts of Managerial Economics, Demand and Elasticity of Demand and will list the factors affecting demand and Elasticity of Demand and will do demand forecasting.

Approximate Hours

Item	App X Hrs
CI	24
LI	0
SW	2
SL	2
Total	28

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
SO1.1 Student will define the managerial Economics and will understand the subject matter of managerial economics. SO1.2 Student will explain about Demand, Determinants of Demand and Law of Demand. SO1.3 Student will Calculate The value of elasticity of Demand. SO1.4 Student will forecast the demand.	.	Unit-1.0 Introduction to Managerial Economics (Hrs.24) 1.1. Meaning and Definition of Managerial Economics. 1.2. Nature of Managerial Economics. 1.3. Scope of Managerial Economics. 1.4. Concept of Demand 1.5. Determinants of Demand. 1.6. Types of Demand. 1.7. Individual and Market Demand 1.8. Curve and Schedule. 1.9. Demand Function and Changes in Demand. 1.10. Law of Demand. 1.11. Concept of Elasticity of Demand. 1.12. Percentage Method of Measuring Elasticity of Demand. 1.13. Point and Arc Method of Measuring Elasticity of Demand. 1.14. Total Expenditure Method of Measuring Elasticity of Demand. 1.15. Factors Affecting Elasticity of Demand. 1.16. Meaning of Demand forecasting, 1.17. Steps involved in Demand Forecasting and Factors 1.18. Affecting Demand Forecasting. 1.19. Opinion Polling Methods. 1.20. Statistical Methods: - 1.21. Graphical Method 1.22. Least Square Method. 1.23. Statistical Methods: - Overview of Barometric, 1.24. Regression and Econometric Method.	Income and Cross Demand Types of Elasticity of Demand

SW-1 Suggested Sessional Work (SW):

a. Assignments:

- Scope of Managerial Economics, Factors affecting Market Demand, Law of Demand, Price Demand. Methods of Demand Forecasting.

b. Mini Project:

- Explain Income Demand for normal goods and Inferior goods with the help of demand curve and schedule.

c. Other Activities (Specify):

- Write five-five examples of Necessity Goods, Comfort goods and Luxury goods on Chart Paper and also paste their pictures.



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32LSC204.2: The student will demonstrate use of production function and cost function in short run as well as in long run and also the working of law of supply.

Approximate Hours

Item	App x Hrs.
CI	21
LI	0
SW	2
SL	1
Total	24

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-earning (SL)
SO2.1 Student will explain the concept of production, short run and long run production function. SO2.2 Student will demonstrate the working of law of variable proportions and law of return to scale. SO2.3 Student will explain the concept of ISO-QUANT with its properties. SO2.4 Student will explain the concepts of Costs like- Opportunity Cost, Historical Cost, Accounting Cost, Economic Cost, Total Cost, Fixed Cost, Variable Cost, Average Cost and Marginal Cost. SO2.5 Student Will Demonstrate the working of short run and long run cost function. SO2.6 Student will explain the concept of supply, Factors affecting supply and Law of supply.	.	Unit-2 PRODUCTION AND COST ANALYSIS (Hrs.21) 2.1. Introduction to Production 2.2. Production function and its determinants 2.3. Concept of Short-run Production function 2.4. Concept of Long run production function. 2.5. Law of Variable Proportions. 2.6. Explanation of stages of law of variable proportions. 2.7. Law of Return to Scale. 2.8. Explanation of stages of law of return to scale. 2.9. Meaning of ISO-QUANT, MRTS. 2.10. mProperties of ISO-QUANT. 2.11. Concepts of Different Costs: 2.12. Opportunity Cost, 2.13. Historical Cost, 2.14. Accounting Cost 2.15. Economic Cost. 2.16 Short Run Cost Function 2.17 Concepts of Total, Fixed, Variable, 2.18 Average and Marginal Cost with their Curves. 2.19 Long Run Cost Function 2.20 Meaning and Factors affecting supply. 2.21 Law of Supply with its assumptions and exceptions.	Differences and similarities between ISO-QUANT and Indifference MAP Economics and Diseconomies of scale

SW-2 Suggested Sessional Work (SW):

a. Assignments:

- Law of Variable Proportions, Short run and long run Cost Function Supply and Law of Supply, ISO-QUANT

b. Mini Project:

- Make a labelled diagram of supply chain in chart paper

c. Other Activities (Specify):

- Explain methods of production



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32LSC204.3: The student will illustrate the price determination under different market conditions.

Approximate Hours

Item	App x Hrs
CI	19
LI	0
SW	2
SL	1
Total	22

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
SO3.1 Student will be able to explain the price determination under perfect competition market. SO3.2 Student will be able to explain the price determination under monopoly market. SO3.3 Student will be able to explain the price determination under monopolistic market. O3.4 Student will demonstrate the behaviour of demand curve under oligopoly market (Sweezy kinked demand curve). SO3.5 Student will be able to explain the price determination under Oligopoly market.		Unit-3: MARKET STRUCTURE & PRICING AND INFLATION (Hrs.19) 3.1. Introduction to Market Structure 3.2. Concept of market and its characteristics. 3.3. Perfect competition market 3.4. Characteristics of perfect competition market 3.5. Price Determination under perfect 3.6. competition market in short run and long run 3.7. Monopoly market and its characteristics. 3.8. Price Determination under monopoly 3.9. market in short run and long run 3.10. Monopolistic market 3.11. Characteristics of Monopolistic market 3.12. Price Determination under 3.13. monopolistic market in short run and long run 3.14. Oligopoly market 3.15. Characteristics of Oligopoly market 3.16. Sweezy kinked demand curve 3.17. Price determination in oligopoly market 3.18. Introduction to inflation, 3.19. Types of Inflation 3.20. Causes of Inflation. 3.21. Effects of Inflation 3.22. Measures to Check Inflation.	Concept of Excess capacity in monopolistic Market Difference among Perfect competition, Monopoly, Monopolistic and Oligopoly market

SW-3 Suggested Sessional Work (SW):

a. Assignments:

- Cartels, Price Determination under perfect competition market
- Measures to check inflation, Oligopoly Market

b. Mini Project:

- Develop a new product or service and determine its price. (Subject teacher will detail)

c. Other Activities (Specify):

- Make a list of major monopolists of India



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32LSC204.4: Student will calculate GDP, GNP, NDP, NNP, Private Income, Personal Income and Per Capita Income by different methods.

Approximate Hours

Item	App x Hrs.
CI	15
LI	0
SW	2
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
SO4.1 Student will be able to define the national income SO4.2 Student will explain the GDP, GNP, NDP, and NNP at market price and factor cost. SO4.3 Student will calculate the national income at factor cost and market price by product, income and expenditure methods. SO4.4 Student will calculate the Domestic Income, Private Income, Personal Income, Disposable Income, Real Income and Per Capita Income. SO4.5 Student will explain the difficulties of Product, Income and expenditure methods in the measurement of National Income.		Unit-4: National Income (Hrs.15) 4.1. Introduction 4.2. Definitions of national income 4.3. Gross domestic product at market price and factor cost 4.4. Net domestic product at market price and factor cost. 4.5. Gross national Product at market price and factor cost 4.6. Net national product at market price and factor cost. 4.7. Concept and calculation of Domestic Income, 4.8. Concept and calculation of Private Income, 4.9. Concept and calculation of Personal Income 4.10. Concept and calculation of Disposable Income, 4.11. Concept and calculation of Real Income 4.12. Concept and calculation of Per Capita Income. 4.13. Measurement of National Income by 4.14. Product method and its difficulties 4.15. Measurement of National Income by 4.16. Income method and its difficulties 4.17. Measurement of National Income by 4.18. Expenditure method and its difficulties	Calculate GDP, GNP, NDP and NNP at market price and factor cost. ii. Value Added Approach to calculate GDP.

SW-4 Suggested Sessional Work (SW):

a. Assignments:

- Calculate GDP, GNP, NDP, NNP, Private Income and Personal Income (Data will be provided by subject teacher) Product method, Income method, and Expenditure method of measuring nation income

b. Mini Project:

- Make a comparative report about GDP of BRICS nations for last 5 years.

c. Other Activities (Specify):

- Write a report on India's contribution in world GDP.



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32LSC204.5: The student will critically evaluate the different theories of Business Cycle.

Approximate Hours

Item	App x Hrs.
CI	11
LI	0
SW	2
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
<p>SO5.1 Student will explain the business cycle.</p> <p>SO5.2 Student will critically evaluate the mentioned theories of Business Cycle</p> <p>SO5.3 Student will Describe the Monetary Policy</p> <p>SO5.4 Student will describe the Fiscal Policy</p>		<p>Unit5: BUSINESS CYCLE AND MONETARY & FISCAL POLICY:(Hrs.11)</p> <p>5.1. Introduction of Business Cycle</p> <p>5.2. Meaning Of business Cycle</p> <p>5.3. Phases of Business Cycle</p> <p>5.4. Features of business cycle.</p> <p>5.5. Hawtrey's Monetary Theory of Business Cycle</p> <p>5.6. Hayek's Monetary</p> <p>5.7. Overinvestment Theory of Business Cycle</p> <p>5.8. Schumpeter's Innovation Theory of Business Cycle</p> <p>5.9. Pigou's Psychological Theory of Business Cycle</p> <p>5.10. Hicks's Theory of Business Cycle</p> <p>5.11. Overview of Monetary Policy</p> <p>5.12. Overview of Fiscal Policy</p>	<p>Instruments of fiscal policy and monetary policy</p>

SW-5Suggested Sessional Work (SW):

a. Assignments:

- Phases of Business Cycle, Schumpeter's Innovation Theory of Business Cycle and Hicks's theory of Business Cycle, Role of Fiscal Policy in checking the inflation

b. Mini Project:

- Make a report on current business cycle phase of Indian Economy and highlight the major macro-economic variables current position.

c. Other Activities (Specify):

- Write a note on current monetary policy of India.



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Brief of Hours suggested or the Course Outcome

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
32LSC204.1: The student will define the concepts of Managerial Economics, Demand and Elasticity of Demand and will list the factors affecting demand and Elasticity of Demand and will do demand forecasting.	24	2	2	28
32LSC204.2: The student will demonstrate use of production function and cost function in short run as well as in long run and also the working of law of supply.	21	2	1	24
32LSC204.3: The student will illustrate the price determination under different market conditions.	19	2	1	22
32LSC204.4 Student will calculate GDP, GNP, NDP, NNP, Private Income, Personal Income and Per Capita Income by different methods.	15	2	1	18
32LSC204.5: The student will critically evaluate the different theories of Business Cycle.	11	2	1	14
Total Hours	90	10	6	106



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Suggestion for End Semester Assessment Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	INTRODUCTION TO MANAGERIAL ECONOMICS					
CO-2	PRODUCTION AND COST ANALYSIS					
CO-3	MARKET STRUCTURE & PRICING AND INFLATION					
CO-4	NATIONAL INCOME					
CO-5	BUSINESS CYCLE AND MONETARY & FISCAL POLICY					
Total						50

Legend: **Ap: Apply,** **An: Analyze,** **Ev: Evaluate** **Cr: Create**

The end of semester assessment for Managerial Economics will be held with written examination of 50 marks.

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Demonstration
7. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, WhatsApp, Mobile, Online sources)
8. Brainstorming



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Suggested Learning Resources:

(a)Books:

S. No.	Title	Author	Publisher	Edition &Year
1	Managerial Economics	Dr. H.L.Ahuja	S. Chand	Latest
2	Managerial Economics -- Theory and Application	D. M. Mithani		Latest
3	Managerial Economics	D. N. Dwivedi	Vikash Publications	Latest
4	Managerial Economics	M. L. Jhingan, J. K. Stephen	Vrinda Publisher	Latest

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Cos, Pos and PSOs Mapping Programme Title: MBA Course

Code: 32LSC204.

Course Title: Managerial Economics

Course Outcomes	Program Outcome								Program Specific Outcome			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsibility and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To Setup Business Enterprise
CO1: The student will define the concepts of Managerial Economics, Demand and Elasticity of Demand and will list the factors affecting demand and Elasticity of Demand and will do demand forecasting.	-	2	-	1	1	-	3	2	1	1	1	1



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CO2: The student will demonstrate use of production function and cost function in short run as well as in long run and also the working of law of supply.	1	3	1	1	2	-	3	2	1	1	1	-
												1

CO3The student will illustrate the price determination under different market conditions.	2	3	1	-	1	-	3	1	2	1	1	-
CO 4: Student will calculate GDP, GNP, NDP, NNP, Private Income, Personal Income and Per Capita Income by different methods.	1	3	1	1	1	-	3	1	2	2	1	-
CO5: The student will critically evaluate the different theories of Business Cycle.	1	3	-	1	2	1	3	1	2	2	1	-

Legend:1–Low,2–Medium,3–High



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Course Curriculum Map:

Pos & PSOs No.	Cos No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self Learning (SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2,3,4	CO-1: The student will define the concepts of Managerial Economics, Demand and Elasticity of Demand and will list the factors affecting demand and Elasticity of Demand and will do demand forecasting.	SO1.1 SO1.2 SO1.3 SO1.4		Unit-1: INTRODUCTION TO MANAGERIAL ECONOMICS 1.1,1.2,1.3,1.4,1.5,1.6,1.7,1.8,1.9,1.10,1.11,1.12,1.13,1.4,1.15,1.16,1.17,1.18,1.19,1.20,1.21,1.22,1.23,1.24	As mentioned in Page number 2 to 6
PO 1,2,3,4,5,6, 7,8 PSO 1,2,3,4	CO 2: The student will demonstrate use of production function and cost function in short run as well as in long run and also the working of law of supply.	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5 SO2.6		Unit-2: PRODUCTION AND COST ANALYSIS 2.1,2.2,2.3,2.4,2.5,2.6,2.7,2.8,2.9,2.10,2.11,2.12,2.13,2.14,2.15,2.16,2.17,2.18,2.19,2.20,2.21	
PO 1,2,3,4,5,6, 7,8 PSO 1,2,3,4	CO3: The student will illustrate the price determination under different market conditions.	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3: MARKET STRUCTURE & PRICING AND INFLATION 3.1,3.2,3.3,3.4,3.5,3.6,3.7,3.8, 3.9, 3.10, 3.11, 3.12, 3.13,3.14,3.15,3.16	
PO 1,2,3,4,5,6, 7,8 PSO 1,2,3,4	CO 4: Student will calculate GDP, GNP, NDP, NNP, Private Income, Personal Income and Per Capita Income by different methods.	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4: NATIONAL INCOME 4.1,4.2,4.3,4.4,4.5,4.6,4.7,4.8,4.9,4.10,4.11,4.12,4.13,4.14,4.15	
PO 1,2,3,4,5,6, 7,8 PSO 1,2,3,4	CO5: The student will critically evaluate the different theories of Business Cycle.	SO5.1 SO5.2 SO5.3 SO5.4		Unit 5: BUSINESS CYCLE AND MONETARY & FISCAL POLICY 5.1,5.2,5.3,5.4,5.5, 5.6, 5.7, 5.8,5.9,5.10,5.11	



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Course Code:	32LSC205
Course Title:	Financial Management
Pre- requisite:	Student should have basic knowledge of Financial Concepts, markets, instruments and regulations.
Rationale:	The course Financial Management is important for management studies because it addresses individuals' and businesses' diverse financial needs. In essence, Financial Management are the backbone of a functioning economic system. They provide the necessary tools and infrastructure for the allocation of resources, risk management, capital formation, and overall economic development. The sector's ability to adapt to technological advancements and changing economic conditions is key to its ongoing relevance and effectiveness.

Course Outcomes:

32LSC205.1: The student will be able to understand the key concepts of Financial Management along with wealth and profit maximization.

32LSC205.2: The student will be able to explain in depth understanding of different avenue of financial system i.e. Capital market and Money market.

32LSC205.3: The student will be able to describe the importance of Financial Planning along with Capitalization.

32LSC205.4: The students will be able to analyze different types of Financial Statements along with their techniques.

32LSC205.5: The student will evaluate the concept of Working Capital along with its components and sources of financing working capital.

Scheme of Studies:

CODE	Course Code	Course Title	Scheme of studies (Hours per Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	32LSC205	Financial Management	6	0	1	1	8	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning



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Scheme of Assessment:

Theory

code	Course	Course Title	Scheme of Assessment (Marks)						
			Progressive Assessment (PRA)					End Semester Assessment (ESA)	Total Marks (PRA+ESA)
			Class/Home Assignment 5 Assignments 3 marks Each (CA)	2 Class Test (Best 2 out of 3) 10 marks each (CT)	One Seminar (SA)	Class Attendance (AT)	Total Marks (CA+CT+SA+AT)		
MCC	32LS C 205	Financial Management	15	20	10	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC205.1: The student will be able to understand the key concepts of Financial Management along with wealth and profit maximization.

Approximate Hours

Item	App X Hrs
CI	12
LI	0
SW	1
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
<p>SO1.1 Student will understand the concept of Financial Management.</p> <p>SO1.2 Student will analyze the scope of Financial Management.</p> <p>SO1.3 Student will evaluate the various decisions involved in financial management.</p> <p>SO1.4 Student will explain the concept of Profit and Wealth Maximisation.</p> <p>SO1.5 Students will apply the knowledge of working of Organizational Hierarchy of Finance Department.</p>		<p>Unit-1.0 Introduction to Financial (Hrs.12)</p> <p>1.1. Management</p> <p>1.2. Concept of Business Finance</p> <p>1.3. Forms of business organization</p> <p>1.4. Meaning and Definition of Financial Management.</p> <p>1.5. Nature and Scope of Financial Management.</p> <p>1.6. Objectives</p> <p>1.7. Finance function in business organization</p> <p>1.8. Financing, Investment, Dividend decisions</p> <p>1.9. Role of Finance in other functions in an organization</p> <p>1.10. Role of Finance Manager</p> <p>1.11. Profit Maximization, Wealth Maximization</p> <p>1.12. Value Creation, VMO & CSR</p> <p>Organizational hierarchy of Finance department</p>	<p>Role of Finance</p> <p>Importance of Financial Management</p>

SW-1 Suggested Sessional Work (SW):

a. Assignments:

- Discuss the executive and routine functions of Financial Management.

b. Mini Project:

- Write a detail note on growth of Financial Management in India.

c. Other Activities (Specify):

- Presentation



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32LSC205.2: The student will be able to explain in depth understanding of different avenue of financial system i.e. Capital market and Money market.

Approximate Hours

Item	Appx Hrs
CI	32
LI	0
SW	1
SL	1
Total	34

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Student will explain the concept of Financial System	.	Unit-2 Introduction to Indian Financial System (Hrs.32) 2.1. Meaning of Financial System 2.2 Structure, constituents 2.3 Role of each constituent 2.4 Financial Markets – nature, Objectives 2.5 Functions of Money and Capital market	Foreign sources of Financing Internal sources of Finance
SO2.2 Student Will demonstrate the working of Financial Market		2.6 Primary & Secondary market 2.7 Organized Money Market 2.8 Unorganized Money Market 2.9 Financial Instruments – types, nature 2.10 Advantages & disadvantages	
SO2.3 Student Will understand the types of Financial Instruments		2.10 Long term loans, equity, preference shares, 2.11 Bonds, Debentures, bonds, CPs, CDs 2.12 Retained earnings, reserves 2.12 Financial Institutions/intermediaries 2.13 Nature, banking & nonbanking financial institutions 2.14 Functions, role in economic development, regulatory Mechanism 2.15 Financial Services 2.16 Underwriting	
SO2.4 Student will explain		217 Venture capital 2.18 Factoring, forfeiting	



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the concepts of Financial Services		2.19 RBI Functions 2.20 SEBI Functions 2.21 call money 2.22 CP, CD 2.23 TB, CB 2.24 MMMF, Repo market 2.25 Inter-corporate loans 2.26 ADR 2.27 GDR 2.28 Merchant banking 2.29 Investment banking 2.30 Lease 2.31 Hire purchase 2.32 Insurance Services	
SO2.5 Student will evaluate the functions of regulatory organization i.e. RBI and SEBI.			

SW-2 Suggested Sessional Work (SW):

a. Assignments:

- Describe the participating institutions in Financial Market along with classification of Financial Market

b. Mini Project:

- Describe the role of Financial System in the country's economic development

c. Other Activities (Specify):

- Group Discussion



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32LSC205.3: The student will describe the importance of Financial Planning along with Capitalization.

Approximate Hours

Item	Appx Hrs
CI	11
LI	0
SW	1
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
<p>SO3.1 Student will be able to explain the concept of Financial Planning</p> <p>SO3.2 Student will understand the various factors in drafting Financial Plan</p> <p>SO3.3 Student will apply concept of Capitalization in practical aspects.</p> <p>SO3.4 Student will analyze the various stages of Capitalization</p> <p>SO3.5 Student will evaluate the impact of Over Capitalization and Under Capitalization</p>	.	<p>Unit-3: Financial Planning (Hrs.11)</p> <p>3.1. Meaning,</p> <p>3.2. Definition</p> <p>3.3. Need</p> <p>3.4. Characteristics of financial plan</p> <p>3.5 Factors in drafting financial plan</p> <p>3.7. Limitations of financial plan</p> <p>3.8. Capitalization – meaning</p> <p>Concept Theories</p> <p>3.9. Stages – Under and Over Capitalization</p> <p>3.10 Impact</p> <p>3.11 Remedies</p>	<p>Process of Financial Planning</p> <p>Importance of Financial Planning</p>

SW-3 Suggested Sessional Work (SW):

a. Assignments:

- Explain the role of Financial Planning for successful business operations

b. Mini Project:

- Numerical on finding out Fair or optimum amount of Capitalization

c. Other Activities (Specify):

- Presentation



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32LSC205.4: Student will analyze different types of Financial Statements along with them techniques.

Approximate Hours

Item	Appx Hrs
CI	17
LI	0
SW	1
SL	1
Total	19

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Student will understand the concept of Financial Statements. SO4.2 Student will analyze the various tools of Financial Statements SO4.3 Student will calculate the various types of ratios. SO4.4 Student will evaluate the working of Fund Flow Statement SO4.5 Student will gain knowledge about Cash Flow Statement	.	Unit-4: Analysis & Interpretation of Financial Statement (Hrs.17) 4.1. Meaning, significance Tools of financial statement 4.2 analysis Ratio Analysis- 4.3 Meaning, Classification Profitability ratios, 4.4 turnover ratios, 4.5 Leverage ratios, 4.6 financial ratios, 4.7 operating ratios 4.8 Fund Flow Analysis – Meaning, definition 4.9 Schedule of working capital changes 4.10 Statement of sources & uses of finance uses/significance of FFS 4.11 Limitations of FFS 4.12 Distinction between FFS & Balance Sheet 4.13 Distinction between FFS & receipt-payment statement 4.14 Cash Flow Analysis – Meaning Uses/significance 4.15 Limitations, presentation of CFS 4.16 Operating, investing & financing activities 4.17 Differences between FFS & CFS	i. Importance of Cash Flow Statement ii. Activities of Cash Flow as per AS -3

SW-4 Suggested Sessional Work (SW):

a. Assignments:

- Explain in detail the calculation of Cash Flow from three types of activities in cash flow statement

b. Mini Project:

- Give major classification of Cash Flows as per AS-3

c. Other Activities (Specify):

- Group Discussion



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32LSC205.5: The student will evaluate the concept of Working Capital along with its components and sources of financing working capital.

Approximate Hours

Item	Appx Hrs
CI	18
LI	0
SW	1
SL	1
Total	20

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
<p>SO5.1 Student will understand the concept of Working Capital</p> <p>SO5.2 Student will gain knowledge about components of Working Capital</p> <p>SO5.3 Student will analyze the importance of Working Capital Management</p> <p>SO5.4 Student will evaluate the various sources of Financing Working Capital</p> <p>SO5.5 Student will evaluate the concept of Operating Cycle and Working Capital Policy.</p>		<p>Unit 5: Working Capital Management (Hrs.18)</p> <p>5.1 Concept of Working Capital</p> <p>5.2 Components of Working Capital</p> <p>5.3 Factors affecting working capital requirement</p> <p>5.4 Dimensions of working capital management</p> <p>5.5 Importance of working capital management</p> <p>5.6 Working Capital Policy</p> <p>Operating Cycle</p> <p>5.7 Estimating Working Capital Requirement</p> <p>5.8 Sources of Financing</p> <p>5.9 Working Capital</p> <p>5.10 Requirement Long term sources</p> <p>5.11 Short term</p> <p>5.12 sources</p> <p>5.13 credit</p> <p>5.14 bank credit</p> <p>5.15 public deposit</p> <p>5.16 inter-corporate deposit</p> <p>5.17 internal sources</p> <p>5.18 innovative sources</p>	<p>Short term</p> <p>Sources of Financing</p> <p>Long term sources of Financing</p>

SW-5 Suggested Sessional Work (SW):

a. Assignments:

- Explain the techniques used in making Working Capital Forecast.

b. Mini Project:

- Write a detail note on Operating Cycle Concept and Projected Balance Sheet

c. Other Activities (Specify):

- Presentation



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
CO1: The student will be able to understand the key concepts of Financial Management along with wealth and profit maximization.	12	1	1	14
CO2: The student will be able to explain in depth understanding of different avenue of financial system i.e. Capital market and Money market.	32	1	1	34
CO3: The student will describe the importance of Financial Planning along with Capitalization.	11	1	1	13
CO4: Student will analyze different types of Financial Statements along with their techniques	17	1	1	19
CO5: The student will evaluate the concept of Working Capital along with its components and sources of financing working capital.	18	1	1	20
Total Hours	90	5	5	100

Suggestion for End Semester Assessment Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	INTRODUCTION TO FINANCIAL MANAGEMENT					
CO-2	INTRODUCTION TO INDIAN FINANCIAL SYSTEM					
CO-3	FINANCIAL PLANNING					
CO-4	ANALYSIS & INTERPRETATION OF FINANCIAL STATEMENT					
CO-5	WORKING CAPITAL MANAGEMENT					
Total						50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

The end of semester assessment for Financial Management will be held with written examination of 50 marks.

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

Improved Lecture

Tutorial

Case Method

Group Discussion

Role Play

Demonstration

ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, WhatsApp, Mobile, Online sources)

Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Financial Management	Pandey I.M.	Vikas Publications	2008
2	Financial Management	Khan and Jain	Tata McGraw Hill	2007
3	Fundamentals of Financial Management	Prasanna Chandra	Tata McGraw Hill	2007
4	Financial Management	Gupta. S. P.	Sahitya Bhawan Publications	2015

Curriculum Development Team

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Cos, POs and PSOs Mapping

Programme Title: MBA

Course Code: 32LSC205

Course Title: Financial Management

Course Outcomes	Program Outcome								Program Specific Outcome			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO 1	PSO 2	PSO 3	PSO 4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary Issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To Setup Business Enterprise
CO1: The student will be able to understand the key concepts of Financial Management along with wealth and profit maximization.	2	2	1	1	1	1	2	2	1	1	1	1
CO2: The student will be able to explain in depth understanding of different avenue of financial system i.e. Capital market and Money market.	1	3	1	1	2	1	3	2	1	1	1	1



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CO3 The student will be able to describe the importance of Financial Planning along with Capitalization.	2	3	1	2	1	1	3	1	2	1	1	1
CO 4: Students will be able to analyze different types of Financial Statements along with their techniques.	2	3	1	1	1	1	2	1	2	2	1	1
CO 5: The student will evaluate the concept of Working Capital along with its components and sources of financing working capital.	1	3	2	1	2	1	3	1	2	2	1	1

Legend: 1 – Low, 2 – Medium, 3 – High



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
PO 1,2,3,4,5,6, 7,8 PSO 1,2, 3, 4	CO-1: The student will be able to understand the key concepts of Financial Management along with wealth and profit maximization.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1 INTRODUCTION TO FINANCIAL MANAGEMENT 1.1, 1.2, 1.3, 1.4, 1.5,1.6,1.7, 1.8, 1.9, 1.10, 1.11, 1.12	
PO 1,2,3,4,5,6, 7,8 PSO 1,2, 3, 4	CO 2: The student will be able to explain in depth understanding of different avenue of financial system i.e. Capital market and Money market.	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2 INTRODUCTION TO INDIAN FINANCIAL SYSTEM 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13,2.14,2.15,2.16, 2.17, 2.18, 2.19, 2.20, 2.21, 2.22, 2.23, 2.24,2.25, 2.26, 2.27, 2.28, 2.29, 2.30,2.31,2.32	
PO 1,2,3,4,5,6, 7,8 PSO 1,2, 3, 4	CO3: The student will be able to describe the importance of Financial Planning along with Capitalization.	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3 : FINANCIAL PLANNING 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11	
PO 1,2,3,4,5,6, 7,8 PSO 1,2, 3, 4	CO4: The students will be able to analyze different types of Financial Statements along with their techniques.	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4 : ANALYSIS & INTERPRETATION OF FINANCIAL STATEMENT 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14, 4.15,4.16,4.17	
PO 1,2,3,4,5,6, 7,8 PSO 1,2, 3, 4	CO5: The student will evaluate the concept of Working Capital along with its components and sources of financing working capital.	SO5.1 SO5.2 SO5.3 SO5.4		Unit 5: WORKING CAPITAL MANAGEMENT 5.1, 5.2, 5.3, 5.4, 5.5, 5.6,5.7,5.8,5.9,5.10,5.11,5.12,5.13, 5.14, 5.15, 5.16, 5.17,5.18	



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Course Code: 32LSC206

Course Title: Global Trade and Operations

Pre-requisite: Students should have an understanding of basic supply chain concepts and business operations, along with an interest in global economic dynamics.

Rationale: In an increasingly interconnected world, understanding the intricacies of global trade is vital for businesses to operate efficiently across borders. This course provides insights into international business principles, trade barriers, export-import processes, and the role of global trade bodies, equipping students with the knowledge to navigate the complexities of international trade and operations.

Course Outcomes:

32LSC206.1: Discuss the principles of international business.

32LSC206.2: Describe trade barriers and their impact on international supply chains.

32LSC206.3: Analyze EXIM and freight forwarding processes in international supply chain management.

32LSC206.4: Evaluate the role of international trade bodies in global supply chain management.

32LSC206.5: Identify and compare different international transport and service providers.

Scheme of Studies:

Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
		CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
32LSC206	Global Trade and Operations	2	0	1	1	4	2

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
COD E	CO UR SE Cod e	Course Title	Class/H ome Assign ment 5 number 3 marks each (CA)	Clas s Tes t 2 (2 best out of 3) 10 marks each (CT)	Sem ina r one (SA)	Class Acti vity any one (CA T)	Clas s Atte ndan ce (AT)	Total Marks (CA+CT+ SA+CAT +AT)	End Semest er Assess ment (ESA)	Total Marks (PRA+ ESA)
LSC	32LS C206	Global Trade and Operat ions	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC206.1: Discuss the principles of international business.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Understand the global business environment and the importance of international business. SOA.2: Identify problems and risks associated with international business and potential solutions. SOA.3: Assess international marketing and sales channel strategies. SOA.4: Apply case study analysis to real-world international business scenarios. SOA.5: Discuss the strategic implications of international business operations.		Unit 1 - Introduction to International Business (Hrs.04) 1.1 : Overview of the Global Business Environment. 1.2 : Challenges in International Business Operations. 1.3 : Strategies for International Marketing and Sales. 1.4: Case Study on International Business Practices.	Examination of case studies from global companies to understand international operations.

SW-A Suggested Sessional Work (SW):

- Analysis of an international business's market entry strategy.
- Role-play on risk management in international operations.



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32LSC206.2: Describe trade barriers and their impact on international supply chains.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Define and categorize different trade barriers. SOB.2: Analyze the economic effects of tariffs and quotas. SOB.3: Examine the political economy of non-tariff barriers. SOB.4: Understand the regulatory environment affecting international trade. SOB.5: Explore the balance of payments and trade's components and implications.		Unit 2 - Trade Barriers (Hrs.04) 2.1 : Trade Barriers and their Types. 2.2 : Economic Impact of Tariffs and Quotas. 2.3: Regulatory Authorities and Government Trade Policies. 2.4: Case Studies on Trade Barriers.	Review of government policies and their impact on international trade.

SW-B Suggested Sessional Work (SW):

- Simulation on the effects of tariffs on a particular industry.
- Group discussion on a case study involving non-tariff barriers.



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32LSC206.3: Analyze EXIM and freight forwarding processes in international supply chain management.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Elaborate on the elements of export and import contracts. SOC.2: Outline the procedures and documentation for cargo shipment. SOC.3: Understand the intricacies of multimodal transport and letters of credit. SOC.4: Discuss export and import procedures and related documents. SOC.5: Evaluate INCOTERMS and their use in international trade.		Unit 3 - EXIM and Freight Forwarding (Hrs.04) 3.1 : Fundamentals of EXIM Contracts. 3.2 : Export and Import Documentation and Procedures. 3.3 : Multimodal Transport Operations. 3.4: Payment Terms and Financial Risks in International Trade.	Analysis of INCOTERMS and their application in global transactions.

SW-C Suggested Sessional Work (SW):

- Project on letter of credit process flow.
- Comparative study of different payment methods in international trade.



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32LSC206.4: Evaluate the role of international trade bodies in global supply chain management.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Investigate the roles and functions of international trade bodies.</p> <p>SOD.2: Explore regional trade agreements such as SAARC/SAPTA and ASEAN.</p> <p>SOD.3: Assess the impact of regionalism and multilateralism on global trade.</p> <p>SOD.4: Analyze the functions of GATT, UNCTAD, IMF, World Bank, and ADB.</p> <p>SOD.5: Apply case study analysis to understand the role of these organizations in SCM.</p>		<p>Unit 4 - International Trade Bodies (Hrs.04)</p> <p>4.1 : Overview of International Trade Organizations.</p> <p>4.2 : Regional Agreements and Their Impact on Global Trade.</p> <p>4.3 : The Role of GATT and WTO in Trade Regulation.</p> <p>4.4: Functions of International Financial Institutions in Trade.</p>	<p>Study of regional trade agreements and their economic implications.</p>

SW-D Suggested Sessional Work (SW):

- Review of a regional trade agreement and its impact on a member country.
- Analysis of a case involving an international trade dispute.



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32LSC206.5: Identify and compare different international transport and service providers.

Approximate Hours

Item	App X Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Compare services offered by various international business service providers. SOE.2: Understand the calculation of freight rates and surcharges. SOE.3: Evaluate the role of cargo (marine) insurance and credit insurance in international trade. SOE.4: Differentiate between modes of international transport. SOE.5: Analyze case studies related to packing, marking, and transportation.		Unit 5 - International Transport & Different Service providers (Hrs.04) 5.1: Different Service Providers in International Business. 5.2: Calculation and Implications of Freight Rates and Surcharges. 5.3: Importance of Insurance in International Transport. 5.4: Risk Management in Different Modes of International Transport.	Exploration of service differentiation among international transport providers.

SW-E Suggested Sessional Work (SW):

- Project on the selection of service providers for an international shipment.
- Case study on risk management strategies for international transport.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self Learning (Sl)	Total hour (Cl+SW+Sl)
CO1: Discuss the principles of international business.	4	1	1	6
CO2: Describe trade barriers and their impact on international supply chains.	4	1	1	6
CO3: Analyze EXIM and freight forwarding processes in international supply chain management.	4	1	1	6
CO4: Evaluate the role of international trade bodies in global supply chain management.	4	1	1	6
CO5: Identify and compare different international transport and service providers.	4	1	1	6
Total Hours	20	5	5	30

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Introduction to International Business					
CO-2	Trade Barriers					
CO-3	EXIM and Freight Forwarding					
CO-4	International Trade Bodies					
CO-5	International transport & Different Service providers					
	Total					50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	Export and Import Management Text and Cases	Ram Singh	SAGE PUBLICATIONS	2021
2	International Logistics The Management of International Trade Operations	Pierre David	Dreamtech Press	2021
3	25 Years of India-ASEAN Economic Co-operation	Vishal Sarin	New Century Publications	2019
4	International Trade Finance A Pragmatic Approach	T. Bhogal, A. Trivedi	Palgrave Macmillan UK	2008
5	INTERNATIONAL BUSINESS, Sixth Edition	CHERUNILAM, FRANCIS	PHI Learning Pvt. Ltd.	2020
6	Lecture note provided by Faculty of Management, AKS University, Satna.			

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Code: 32LSC206

Course Title: Global Trade and Operations
Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1 Discuss the principles of international business.	3	3	3	1	2	1	2	2	3	3	2	2
CO2 Describe trade barriers and their impact on international supply chains.	3	3	2	1	1	1	2	3	3	3	2	1



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CO3 Analyze EXIM and freight forwarding processes in international supply chain management.	3	3	3	1	3	1	3	2	3	3	2	1
CO4 Evaluate the role of international trade bodies in global supply chain management.	3	3	2	1	2	1	3	3	3	2	3	1
CO5 Identify and compare different international transport and service providers.	3	3	3	1	2	1	3	3	3	3	2	1

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning (SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Discuss the principles of international business.	SO1.1 SO1.2 SO1.3		Unit A - Introduction to International Business A.1, A.2, A.3, A.4	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Describe trade barriers and their impact on international supply chains.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Trade Barriers B.1, B.2, B.3, B.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Analyze EXIM and freight forwarding processes in international supply chain management.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - EXIM and Freight Forwarding C.1, C.2, C.3, C.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Evaluate the role of international trade bodies in global supply chain management.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - International Trade Bodies D.1, D.2, D.3, D.4	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Identify and compare different international transport and service providers.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - International Transport & Different Service providers E.1, E.2, E.3, E.4	



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Course Code: 32LSC207

Course Title: Production and Operations Management

Pre-requisite: Students should have a foundational knowledge of basic business concepts, principles of management, and an understanding of statistical analysis.

Rationale: This course is designed to equip students with the strategic and tactical aspects of production and operations management, which are critical for creating value in any organization. It provides an understanding of how operations and supply strategies contribute to achieving organizational goals, the nature of production systems, and the application of forecasting and quality management principles in the operational context.

Course Outcomes:

32LSC207.1: Define operations and supply strategy and their importance in achieving organizational goals.

32LSC207.2: Identify different types and characteristics of production systems.

32LSC207.3: Evaluate demand planning and collaborative forecasting approaches.

32LSC207.4: Explore Lean Six Sigma principles and the Define phase of Lean Six Sigma.

32LSC207.5: Manage resources effectively in project management.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC207	Production and Operations Management	1	0	1	0	2	1

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

			Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)							
CO DE	C O U R S E C o d e	Course Title	Class/ Home Assign ment 5 numbe r 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Sem ina r (SA)	Clas s Acti vity any one (CA T)	Class Attend ance (AT)	Total Marks (CA+CT+ SA+CAT +AT)	End Semest er Assess ment (ESA)	Total Marks (PRA+ ESA)
LSC	32LS C207	Producti on and Operatio ns Manage ment	15	20	10	-	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC207.1: Define operations and supply strategy and their importance in achieving organizational goals.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Comprehend the roles of operations and supply strategy within an organization. SOA.2: Analyze frameworks for developing operations and supply strategies. SOA.3: Explore concepts of capacity management and planning. SOA.4: Assess the factors affecting plant location decisions. SOA.5: Apply case study analysis to operations strategy and capacity management.		Unit 1 - Introduction to Operations and Strategy (Hrs.02) 1.1: Defining Operations and Supply Strategy. 2.2: Framework for Operations and Supply Strategy.	

SW-A Suggested Sessional Work (SW):

- Analysis of capacity management in different industry sectors.
- Project on plant location analysis using strategic frameworks.



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32LSC207.2: Identify different types and characteristics of production systems.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Identify various production system types and their supply chain strategies. SOB.2: Design effective production systems. SOB.3: Develop an understanding of assembly line design. SOB.4: Create aggregate plans and master production schedules. SOB.5: Grasp the concept of Material Requirement Planning (MRP).		Unit 2 - Production Planning (Hrs.02) 2.1 : Production Systems and their Characteristics. 2.2 : Supply Chain Strategies for Production Systems.	

SW-B Suggested Sessional Work (SW):

- Simulation exercise on designing an assembly line.
- Development of a master production schedule for a manufacturing firm.



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32LSC207.3: Evaluate demand planning and collaborative forecasting approaches.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Discuss the basics of forecasting and market analysis. SOC.2: Explore machine scheduling and planning techniques. SOC.3: Evaluate the principles of demand planning. SOC.4: Analyze collaborative forecasting methods. SOC.5: Sequence production operations effectively.		Unit 3 - Forecasting &Scheduling (Hrs.02) 3.1 : Introduction to Forecasting and Scheduling. 3.2 : Machine Scheduling and Planning.	

SW-C Suggested Sessional Work (SW):

- Forecasting and market analysis project.
- Case study on collaborative forecasting in a supply chain.



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32LSC207.4: Explore Lean Six Sigma principles and the Define phase of Lean Six Sigma.

Approximate Hours

Item	App X Hrs.
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOD.1: Define quality and understand quality assurance systems. SOD.2: Conduct inspection and control of quality. SOD.3: Implement process control charts. SOD.4: Overview of Lean Six Sigma and its principles. SOD.5: Define phase of Lean Six Sigma.		Unit 4 - Quality Control (Hrs.02) 4.1 : The Concept of Quality in Operations Management. 4.2 : Quality Assurance and Control Systems.	

SW-D Suggested Sessional Work (SW):

- Quality control analysis for a production process.
- Role-playing on problem-solving using Lean Six Sigma.



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32LSC207.5: Manage resources effectively in project management.

Approximate Hours

Item	App X Hrs.
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Analyze project activities and structuring projects. SOE.2: Manage resources effectively in project environments. SOE.3: Apply case study analysis to project management practices.		Unit 5 - Project Management (Hrs.02) 5.1 : Project Activity Analysis and Project Structuring. 5.2 : Resource Management in Project Management.	

SW-E Suggested Sessional Work (SW):

- Development of a project management plan for an operations initiative.
- Case study analysis of resource management in a project setting.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self Learning (Sl)	Total hour (Cl+SW+Sl)
CO1: Define operations and supply strategy and their importance in achieving organizational goals.	2	1	0	3
CO2: Identify different types and characteristics of production systems.	2	1	0	3
CO3: Evaluate demand planning and collaborative forecasting approaches.	2	1	0	3
CO4: Explore Lean Six Sigma principles and the Define phase of Lean Six Sigma.	2	1	0	3
CO5: Manage resources effectively in project management.	2	1	0	3
Total Hours	10	5	0	15

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Introduction to Operations and Strategy					
CO-2	Production Planning					
CO-3	Forecasting & Scheduling					
CO-4	Quality Control					
CO-5	Project Management					
	Total					50

Legend: **Ap:** Apply, **An:** Analyze, **Ev:** Evaluate **Cr:** Create



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Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books :

S. No	Title	Author	Publisher	Edition & Year
1	PRODUCTION AND OPERATIONS MANAGEMENT	R. PANNEERSELVAM	PHI Learning	2012
2	Production & Operations Management	Upendra Kachru	Excel Books	2009
3	Production and Operations Management	Kanishka Bedi	Oxford University Press	2016
4	Introduction to Six Sigma Methods, Approaches and Applications	N. A. Siddiqui, Abhishek Dwivedi	New Academic Science	2018
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

Curriculum Development Team

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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Code: 32LSC207

Course Title: Production and Operations Management
Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1 Define operations and supply strategy and their importance in achieving organizational goals.	1	1	1	1	2	1	2	2	1	1	1	1
CO2 Identify different types and characteristics of production systems.	1	1	2	1	2	2	1	1	1	1	1	1
CO3 Evaluate demand planning and collaborative	1	1	1	1	2	2	1	2	1	1	1	1



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forecasting approaches.												
CO4 Explore Lean Six Sigma principles and the Define phase of Lean Six Sigma.	1	1	1	1	2	1	2	1	1	1	1	1
CO5 Manage resources effectively in project management.	1	1	1	1	2	1	1	1	1	1	2	1

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self- Learning (SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Define operations and supply strategy and their importance in achieving organizational goals.	SO1.1 SO1.2 SO1.3		Unit A - Introduction to Operations and Strategy A.1, A.2	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Identify different types and characteristics of production systems.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Production Planning B.1, B.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Evaluate demand planning and collaborative forecasting approaches.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Forecasting & Scheduling C.1, C.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Explore Lean Six Sigma principles and the Define phase of Lean Six Sigma.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Quality Control D.1, D.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Manage resources effectively in project management.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Project Management E.1, E.2	



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Course Code: 32LSC208

Course Title: Workshop on MS Excel

Pre-requisite: No prior experience with Microsoft Excel is required, but familiarity with basic computer operations is recommended.

Rationale: Microsoft Excel is an indispensable tool across various industries for data analysis, reporting, and decision-making. This workshop is designed to provide hands-on experience, from basic to advanced Excel features, enabling participants to harness the full potential of Excel for professional use.

Course Outcomes:

- 32LSC208.1:** Develop a strong foundation in using MS Excel, including navigating the interface, entering data, and basic formula and function usage.
- 32LSC208.2:** Learn effective techniques for organizing, managing, and analyzing data using Excel's features such as sorting, filtering, and data manipulation.
- 32LSC208.3:** Gain proficiency in using advanced functions and formulas in Excel to perform complex calculations, data transformations, and data validations.
- 32LSC208.4:** Create visually appealing charts, graphs, and dashboards in Excel to effectively present data insights and generate reports.
- 32LSC208.5:** Discover time-saving techniques, shortcuts, and automation features in Excel to improve workflow efficiency and productivity.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC208	Workshop on MS Excel	1	0	1	0	3	1

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
COD E	Cou se Cod e	Cou rse Titl e	Class/H ome Assign ment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Semin a r one (SA)	Clas s Acti vity any one (CA T)	Class Atten dance (AT)	Total Marks (CA+CT+ SA+CAT +AT)	End Semest er Assess ment (ESA)	Total Marks (PRA + ESA)
LSC	32LS C208	Wor ksh op on MS Exc el	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC208.1: Develop a strong foundation in using MS Excel, including navigating the interface, entering data, and basic formula and function usage.

Approximate Hours

Item	App X Hrs.
CI	2
LI	
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Acquaint with Excel start-up, interface, and document structure. SOA.2: Customize the Quick Access Toolbar for efficiency. SOA.3: Save Excel documents and use common shortcut keys.		Unit 1 – Microsoft Excel Fundamentals (Hrs.02) 1.1: Introduction to Excel Interface and Basic Navigation. 1.2: Customizing Quick Access Toolbar and Understanding Excel Workbook Structure.	

SW-A Suggested Sessional Work (SW):

- Practice session on Excel startup and interface navigation.
- Exercise on setting up and customizing the Quick Access Toolbar.



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32LSC208.2: Learn effective techniques for organizing, managing, and analysing data using Excel's features such as sorting, filtering, and data manipulation.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Enter and format text for spreadsheet titles and headers. SOB.2: Perform data entry and create basic formulas. SOB.3: Understand relative vs. absolute cell references and order of operations.		Unit 2- Entering & Editing Text and Formulas (Hrs.02) 2.1: Data Entry and Text Editing in Excel. 2.2: Utilizing Basic Formulas and Cell References.	

SW-B Suggested Sessional Work (SW):

- Hands-on activity to create and edit basic formulas.
- Group project to reinforce understanding of cell references.



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32LSC208.3: Gain proficiency in using advanced functions and formulas in Excel to perform complex calculations, data transformations, and data validations.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Use basic Excel functions like SUM(), MIN(), and AVERAGE(). SOC.2: Employ AutoSum and AutoFill for efficient calculations. SOC.3: Address adjacent cell errors in calculations.		Unit 3 - Working with Basic Excel Functions(Hrs.02) 3.1: Introduction to Basic Excel Functions. 3.2: Efficient Calculation Techniques with AutoSum and AutoFill.	Practice using basic functions and exploring Excel's calculation tools.

SW-C Suggested Sessional Work (SW):

- Practical exercises utilizing SUM (), AVERAGE (), and other functions.
- Project on using AutoFill to streamline data analysis.



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32LSC208.4: Create visually appealing charts, graphs, and dashboards in Excel to effectively present data insights and generate reports.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Apply font, color, and cell border formatting.</p> <p>SOD.2: Use conditional formatting to highlight data.</p> <p>SOD.3: Merge and center cells and create styles for data formatting.</p>		<p>Unit 4 - Formatting Data in an Excel Worksheet (Hrs.02)</p> <p>4.1 : Font and Cell Formatting Techniques.</p> <p>4.2 : Advanced Formatting with Conditional Formatting and Format Painter.</p>	

SW-D Suggested Sessional Work (SW):

- Formatting data sets using conditional formatting.
- Workshop on creating and applying custom styles.



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32LSC208.5: Discover time-saving techniques, shortcuts, and automation features in Excel to improve workflow efficiency and productivity.

Approximate Hours

Item	App X Hrs.
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Construct and format column and pie charts. SOE.2: Manipulate chart data and move charts between worksheets. SOE.3: Customize charts to enhance data visualization.		Unit 5 - Creating BasicCharts in Excel (Hrs.02) 5.1 : Building Column and Pie Charts. 5.2 : Chart Customization and Data Modification.	Creation of various charts to represent different data sets.

SW-E Suggested Sessional Work (SW):

- Interactive session on creating and customizing charts.
- Group activity on presenting data insights through charts.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self Learning (SI)	Total hour (CI+SW+SI)
CO1: Develop a strong foundation in using MS Excel, including navigating the interface, entering data, and basic formula and function usage.	2	1	0	3
CO2: Learn effective techniques for organizing, managing, and analyzing data using Excel's features such as sorting, filtering, and data manipulation.	2	1	0	3
CO3: Gain proficiency in using advanced functions and formulas in Excel to perform complex calculations, data transformations, and data validations.	2	1	0	3
CO4: Create visually appealing charts, graphs, and dashboards in Excel to effectively present data insights and generate reports.	2	1	0	3
CO5: Discover time-saving techniques, shortcuts, and automation features in Excel to improve workflow efficiency and productivity.	2	1	0	3
Total Hours	10	5	0	15

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Microsoft Excel Fundamentals					
CO-2	Entering & Editing Text and Formulas					
CO-3	Working with Basic Excel Functions					
CO-4	Formatting Data in an Excel Worksheet					
CO-5	Creating Basic Charts in Excel					
	Total					50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, WhatsApp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	A to Z of MS EXCEL A Book for Learners and Trainers	Rinkoo Jainn	Amazon Digital Services LLC - KDP Print US	2021
2	Excel 2019 All-in-One Master the New Features of Excel 2019 / Office 365	Lokesh Lalwani	BPB Publications	2019
3	Advanced Analytics with Excel 2019 Perform Data Analysis Using Excel's Most Popular Feature	Manisha Nigam	Amazon Digital Services LLC - Kdp	2020
4	Microsoft Excel 2010	Kumar Bittu	V&S Publishers	2017
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

Curriculum Development Team

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Code: 32LSC208

Course Title: Workshop on MS Excel Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1: Develop a strong foundation in using MS Excel, including navigating the interface, entering data, and basic formula and function usage.	1	2	1	1	1	1	1	2	3	2	1	1
CO2: Learn effective techniques for organizing, managing, and analyzing data using Excel's features such as sorting, filtering, and data manipulation.	1	3	1	1	1	1	1	2	3	2	1	1
CO3: Gain proficiency in using advanced functions and formulas in	1	3	1	1	1	1	1	2	3	2	1	1



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Excel to perform complex calculations, data transformations, and data validations.												
CO4: Create visually appealing charts, graphs, and dashboards in Excel to effectively present data insights and generate reports.	1	3	1	1	1	1	1	2	3	2	1	1
CO5: Discover time-saving techniques, shortcuts, and automation features in Excel to improve workflow efficiency and productivity.	1	2	1	1	1	1	1	2	3	2	1	1

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction(CI)	Self Learning(SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Develop a strong foundation in using MS Excel, including navigating the interface, entering data, and basic formula and function usage.	SO1.1 SO1.2 SO1.3		Unit A - Microsoft Excel Fundamentals A.1, A.2	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Learn effective techniques for organizing, managing, and analyzing data using Excel's features such as sorting, filtering, and data manipulation.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Entering & Editing Text and Formulas B.1, B.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Gain proficiency in using advanced functions and formulas in Excel to perform complex calculations, data transformations, and data validations.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Working with Basic Excel Functions C.1, C.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Create visually appealing charts, graphs, and dashboards in Excel to effectively present data insights and generate reports.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Formatting Data in an Excel Worksheet D.1, D.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Discover time-saving techniques, shortcuts, and automation features in Excel to improve workflow efficiency and productivity.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Creating Basic Charts in Excel E.1, E.2	



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Course Code: 32LSC209

Course Title: Logistics Sales Management

Pre-requisite: Students should have a basic understanding of logistics operations and principles of sales and marketing.

Rationale: Sales management in logistics is a critical function that drives business growth and customer retention. This course is tailored to develop skills in logistics sales strategies and techniques, customer relationship management, and the creation of sales proposals tailored to the logistics sector's needs.

Course Outcomes:

32LSC209.1: Gain a comprehensive understanding of different sales strategies used in logistics for B2B and B2C customers, and their unique challenges and opportunities.

32LSC209.2: Apply a range of logistics sales techniques, such as consultative selling, relationship selling, value selling, and solution selling, to different sales scenarios and customer needs.

32LSC209.3: Develop an effective prospecting and lead management plan, including identifying potential customers, qualifying leads, and prioritizing sales opportunities.

32LSC209.4: Develop persuasive sales proposals for logistics services based on customer needs and preferences, including pricing, service level agreements, and performance metrics.

32LSC209.5: Demonstrate proficiency in logistics sales and account management, including building and maintaining customer relationships, managing customer expectations, and resolving customer issues in a timely and professional manner.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits(C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC209	Logistics Sales Management	1	0	1	0	2	1

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
Cod e	Cou se	Cou rse Title	Class/H ome Assign ment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Semi na r one (SA)	Class Activity any one (CAT)	Class Attend ance (AT)	Total Marks (CA+CT+SA +CAT+AT)	End Semester Assessm ent (ESA)	Total Mark s (PRA + ESA)
LSC	32LS C209	Logi stics Sale s Man age men t	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC209.1: Gain a comprehensive understanding of different sales strategies used in logistics for B2B and B2C customers, and their unique challenges and opportunities.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Understand the role and importance of sales in the logistics industry. SOA.2: Explore the nuances of B2B logistics sales. SOA.3: Learn the basics of account management and Customer Relationship Management (CRM).		Unit 1 - Foundations of Logistics Sales (Hrs.02) 1.1: Overview of Logistics Sales and its Impact on Business Growth. 1.2: Differentiating Sales Strategies for B2B and B2C Logistics Services.	

SW-A Suggested Sessional Work (SW):

- Role-playing to practice different sales approaches in logistics.
- Project to develop a CRM strategy for a logistics company.



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32LSC209.2: Apply a range of logistics sales techniques, such as consultative selling, relationship selling, value selling, and solution selling, to different sales scenarios and customer needs.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Apply SPIN (Situation, Problem, Implication, Need-payoff) Selling techniques. SOB.2: Understand and use FAB (Features, Advantages, Benefits) Selling. SOB.3: Master the SPANCO (Suspect, Prospect, Approach, Negotiate, Close, Order) sales process.		Unit 2 - Sales Techniques (Hrs.02) 2.1: Introduction to Advanced Sales Techniques in Logistics. 2.2: Engaging Customers with SPIN and FAB Selling Methods.	

SW-B Suggested Sessional Work (SW):

- Simulation exercises on SPIN and FAB selling.
- Case study analysis using the SPANCO process.



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32LSC209.3: Develop an effective prospecting and lead management plan, including identifying potential customers, qualifying leads, and prioritizing sales opportunities.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Formulate strategies for lead generation. SOC.2: Learn how to know your customer and competition. SOC.3: Develop a system for qualifying leads and managing sales opportunities.		Unit 3 - Prospecting & Lead Management (Hrs.02) 3.1: Lead Generation Tactics and Strategies. 3.2: Customer and Competitor Analysis for Effective Sales.	

SW-C Suggested Sessional Work (SW):

- Developing a lead generation and management plan.
- Competitive analysis project.



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32LSC209.4: Develop persuasive sales proposals for logistics services based on customer needs and preferences, including pricing, service level agreements, and performance metrics.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Differentiate between types of quotations.</p> <p>SOD.2: Comprehend the RFQ (Request for Quotation) and RFP (Request for Proposal) process.</p> <p>SOD.3: Learn to prepare effective logistics service proposals.</p> <p>SOD.4: Understand the components of freight pricing.</p>		<p>Unit 4 - Logistics Sales Opportunity Management (Hrs.02)</p> <p>4.1: Navigating RFQ and RFP in Logistics Sales.</p> <p>4.2: Crafting Tailored Proposals for Logistics Services.</p>	

SW-D Suggested Sessional Work (SW):

- Proposal development exercise based on a given RFQ/RFP.
- Freight pricing analysis project.



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32LSC209.5: Demonstrate proficiency in logistics sales and account management, including building and maintaining customer relationships, managing customer expectations, and resolving customer issues in a timely and professional manner.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Build and maintain strong customer relationships in logistics. SOE.2: Practice cross-selling and up-selling techniques. SOE.3: Understand the responsibilities and key performance indicators (KPIs) of an account manager.		Unit 5 - Logistics Sales Account Management (Hrs.02) 5.1: Relationship Management in Logistics Sales. 5.2: Techniques for Cross-Selling and Up-Selling in Logistics.	

SW-E Suggested Sessional Work (SW):

- Role-playing to simulate account management scenarios.
- Development of KPIs for evaluating sales performance in logistics.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self Learning (Sl)	Total hour (Cl+SW+Sl)
CO1: Gain a comprehensive understanding of different sales strategies used in logistics for B2B and B2C customers, and their unique challenges and opportunities.				
CO2: Apply a range of logistics sales techniques, such as consultative selling, relationship selling, value selling, and solution selling, to different sales scenarios and customer needs.				
CO3: Develop an effective prospecting and lead management plan, including identifying potential customers, qualifying leads, and prioritizing sales opportunities.				
CO4: Develop persuasive sales proposals for logistics services based on customer needs and preferences, including pricing, service level agreements, and performance metrics.				
CO5: Demonstrate proficiency in logistics sales and account management, including building and maintaining customer relationships, managing customer expectations, and resolving customer issues in a timely and professional manner.				
Total Hours				

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Foundations of Logistics Sales					
CO-2	Sales Techniques					
CO-3	Prospecting & Lead Management					
CO-4	Logistics Sales Opportunity Management					
CO-5	Logistics Sales Account Management					
	Total					50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.
Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	Logistics Sales and Distribution Management	K. K. N. Sharma		
2	Logistics Management for International Business: Text and Cases	Raj, S. Anthony, Sudalaimuthu, S		
3	Sales and Distribution Management	Tapan K. Panda, Sunil Sahadev		
4	Lecture note provided by Faculty of Management, AKS University, Satna.			

Curriculum Development Team

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Code: 32LSC209

Course Title: Logistics Sales Management Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1: Gain a comprehensive understanding of different sales strategies used in logistics for B2B and B2C customers, and their unique challenges and opportunities.	3	2	2	2	2	1	1	2	3	2	1	1
CO2: Apply a range of logistics sales techniques, such as consultative selling, relationship selling, value selling, and solution selling, to different sales scenarios and customer needs.	3	3	2	2	2	2	1	2	3	2	1	1



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CO3: Develop an effective prospecting	3	3	2	1	2	2	1	2	3	2	1	1
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and lead management plan, including identifying potential customers, qualifying leads, and prioritizing sales opportunities.												
CO4: Develop persuasive sales proposals for logistics services based on customer needs and preferences, including pricing, service level agreements, and performance metrics.	3	3	2	2	2	2	1	2	3	2	1	1
CO5: Demonstrate proficiency in logistics sales and account management, including building and maintaining customer relationships, managing customer expectations, and resolving customer issues in a timely and professional manner.	3	2	1	2	2	2	1	2	3	2	1	1

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning (SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Gain a comprehensive understanding of different sales strategies used in logistics for B2B and B2C customers, and their unique challenges and opportunities.	SO1.1 SO1.2 SO1.3		Unit A - Foundations of Logistics Sales A.1, A.2	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Apply a range of logistics sales techniques, such as consultative selling, relationship selling, value selling, and solution selling, to different sales scenarios and customer needs.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Sales Techniques B.1, B.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Develop an effective prospecting and lead management plan, including identifying potential customers, qualifying leads, and prioritizing sales opportunities.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Prospecting & Lead Management C.1, C.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Develop persuasive sales proposals for logistics services based on customer needs and preferences, including pricing, service level agreements, and performance metrics.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Logistics Sales Opportunity Management D.1, D.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Demonstrate proficiency in logistics sales and account management, including building and maintaining customer relationships, managing customer expectations, and resolving customer issues in a timely and professional manner.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Logistics Sales Account Management E.1, E.2	



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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Course Code: 32LSC210

Course Title: Workshop on Business Communication

Pre-requisite: Students are expected to have basic proficiency in English and an understanding of professional environments.

Rationale: Business communication is crucial for the success of any professional. This workshop is designed to refine participants' communication skills, enhancing their ability to articulate thoughts clearly, listen actively, and engage effectively with diverse audiences across various platforms.

Course Outcomes:

32LSC210.1: Develop effective verbal and written communication skills to convey messages clearly, concisely, and with impact.

32LSC210.2: Enhance presentation skills to deliver engaging and persuasive presentations to various Stakeholders.

32LSC210.3: Develop active listening skills to understand others' perspectives and provide constructive feedback in a professional and respectful manner.

32LSC210.4: Build strong interpersonal communication skills to foster positive relationships and collaborate effectively with colleagues and clients.

32LSC210.5: Develop cultural sensitivity and adapt communication styles to effectively communicate and collaborate with individuals from diverse cultural backgrounds.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC210	Workshop on Business Communication	1	0	1	0	2	1

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
Board of Study	Course Code	Course Title	Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)	End Semester Assessment (ESA)	Total Marks (PRA+ESA)
LSC	32L SC2 10	Workshop on Business Communication	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC210.1: Develop effective verbal and written communication skills to convey messages clearly, concisely, and with impact.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Master verbal and non-verbal communication techniques for effective information exchange. SOA.2: Learn to select appropriate language and ask the right questions for clarity.		Unit 1 - Business Communication (Hrs.02) 1.1: Principles of Effective Business Communication. 1.2: Verbal and Non-verbal Communication Strategies.	

SW-A Suggested Sessional Work (SW):

- Communication practice sessions focusing on clarity and impact.
- Workshops on effective questioning techniques.



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32LSC210.2: Enhance presentation skills to deliver engaging and persuasive presentations to various stakeholders.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Conduct personal SWOT analysis to identify strengths and areas for development. SOB.2: Create personal mission and vision statements. SOB.3: Set SMART goals and develop action plans. SOB.4: Overcome procrastination and hesitation.		Unit 2 - Goal Setting & Career Planning (Hrs.02) 2.1: Aligning Personal Goals with Professional Objectives. 2.2: Strategic Planning for Career Advancement.	

SW-B Suggested Sessional Work (SW):

- Creating personal mission statements and setting SMART goals.
- Strategies to overcome procrastination in professional settings.



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32LSC210.3: Develop active listening skills to understand others' perspectives and provide constructive feedback in a professional and respectful manner.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Understand the fundamentals of business email writing etiquette. SOC.2: Focus on grammar, use of acronyms, and avoiding auto-correct pitfalls. SOC.3: Apply proper formatting techniques to business emails.		Unit 3 - Email Etiquette (Hrs.02) 3.1 : Best Practices in Business Email Communication. 3.2 : Grammar and Language Nuances in Email Writing.	

SW-C Suggested Sessional Work (SW):

- Email writing workshops with peer review.
- Case studies on effective email communication strategies.



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32LSC2104: Build strong interpersonal communication skills to foster positive relationships and collaborate effectively with colleagues and clients.

Approximate Hours

Item	App X Hrs
CI	2
LI	
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
<p>SOD.1: Cultivate a winning attitude and take responsibility for one's mindset.</p> <p>SOD.2: Develop an action plan to maintain a positive attitude.</p> <p>SOD.3: Learn grooming and personal presentation to make a strong impression.</p>		<p>Unit 4 - Positive Thinking & Self-motivation (Hrs.02)</p> <p>4.1: The Power of Positive Thinking in Professional Success.</p> <p>4.2: Strategies for Self-motivation and Attitude Management.</p>	

SW-D Suggested Sessional Work (SW):

- Development of individual action plans for maintaining positivity.
- Group discussions on the impact of personal presentation.



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32LSC210.5: Develop cultural sensitivity and adapt communication styles to effectively communicate and collaborate with individuals from diverse cultural backgrounds.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Align individual goals with organizational missions using SMART criteria. SOE.2: Utilize planning tools effectively for task management. SOE.3: Apply the Urgent vs. Important matrix to prioritize tasks.		Unit 5 - Planning & Prioritizing (Hrs.02) 5.1 : Goal Alignment and the Use of Planning Tools. 5.2 : Prioritization Techniques for Effective Time Management.	

SW-E Suggested Sessional Work (SW):

- Prioritization exercises using the Urgent vs. Important matrix.
- Time management scenarios and planning tool applications.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self Learning (SI)	Total hour (CI+SW+SI)
CO1: Develop effective verbal and written communication skills to convey messages clearly, concisely, and with impact.	2	1	0	3
CO2: Enhance presentation skills to deliver engaging and persuasive presentations to various stakeholders.	2	1	0	3
CO3: Develop active listening skills to understand others' perspectives and provide constructive feedback in a professional and respectful manner.	2	1	0	3
CO4: Build strong interpersonal communication skills to foster positive relationships and collaborate effectively with colleagues and clients.	2	1	0	3
CO5: Develop cultural sensitivity and adapt communication styles to effectively communicate and collaborate with individuals from diverse cultural backgrounds.	2	1	0	3
Total Hours	10	5	0	15

Suggestion for End Semester Assessment

Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Foundations of Logistics Sales					
CO-2	Sales Techniques					
CO-3	Prospecting & Lead Management					
CO-4	Logistics Sales Opportunity Management					
CO-5	Logistics Sales Account Management					
	Total					50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books :

S. No	Title	Author	Publisher	Edition & Year
1	Business Communication A text for UG and PG students	Dr.Ramesh R Kulkarni, Mr. Rangappa Yaraddi	Notion Press	2017
2	Business Communication: Concepts, Cases and Applications	P. D. Chaturvedi	Dorling Kindersley (India)	2013
3	Business Communication	M. K. Sehgal	Excel Books	2008
4	Business Communication	Namita Gopal	New Age International	2009
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

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Code: 32LSC210

Course Title: Workshop on Business Communication
Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1: Develop effective verbal and written communication skills to convey messages clearly, concisely, and with impact.	2	2	1	2	3	2	1	1	3	1	1	1
CO2: Enhance presentation skills to deliver engaging and persuasive presentations to various stakeholders.	2	3	1	2	3	2	1	2	3	1	1	1
CO3: Develop active listening skills to understand others' perspectives and provide constructive feedback in a professional and respectful manner.	2	3	2	2	2	2	1	2	3	1	1	1



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CO4: Build strong interpersonal communication skills to foster positive relationships and collaborate effectively with colleagues and clients.	2	3	1	2	3	2	1	2	3	1	1	1
CO5: Develop cultural sensitivity and adapt communication styles to effectively communicate and collaborate with individuals from diverse cultural backgrounds.	2	3	3	2	3	3	1	2	3	1	1	1

Legend: 3=High, 2=Medium, 1=Low



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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning (SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Develop effective verbal and written communication skills to convey messages clearly, concisely, and with impact.	SO1.1 SO1.2 SO1.3		Unit A - Business Communication A.1, A.2	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Enhance presentation skills to deliver engaging and persuasive presentations to various stakeholders.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Goal Setting & Career Planning B.1, B.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Develop active listening skills to understand others' perspectives and provide constructive feedback in a professional and respectful manner.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Email Etiquette C.1, C.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Build strong interpersonal communication skills to foster positive relationships and collaborate effectively with colleagues and clients.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Positive Thinking & Self-motivation D.1, D.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Develop cultural sensitivity and adapt communication styles to effectively communicate and collaborate with individuals from diverse cultural backgrounds.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Planning & Prioritizing E.1, E.2	



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Curriculum of MBA(LSCM) Program (Revised as on 01 August 2023)

Course Code: 32LSC211

Course Title: Workshop on SCM Analytics

Pre-requisite: Basic knowledge of supply chain management concepts and familiarity with data handling and statistical analysis is expected. Familiarity with Python programming would be advantageous but not mandatory.

Rationale: In the data-driven world of supply chain management, analytics plays a crucial role in optimizing operations. This workshop is designed to equip participants with the analytical skills necessary to interpret complex data, forecast demand accurately, and drive strategic supply chain decisions using various analytical tools and methods.

Course Outcomes:

- 32LSC211.1:** Gain a comprehensive understanding of supply chain analytics concepts, principles, and techniques.
- 32LSC211.2:** Develop skills in collecting, analyzing, and interpreting supply chain data to derive Meaningful insights and make informed decisions.
- 32LSC211.3:** Apply statistical forecasting methods and demand planning techniques to optimize inventory levels and meet customer demand.
- 32LSC211.4:** Identify and utilize key performance indicators (KPIs) to assess and monitor supply chain performance effectively.
- 32LSC211.5:** Apply optimization models and analytical tools to improve supply chain efficiency, reduce costs, and optimize decision-making processes.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
LSC	32LSC211	Workshop on SCM Analytics	1	0	1	0	2	1

Legend:

CI: Classroom Instruction

LI: Not Applicable

SW: Sessional Work

SL: Self Learning

C: Credits

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory

Scheme of Assessment (Marks)										
Progressive Assessment (PRA)										
Cod e	Cou se	Cou rse Title	Class/Ho me Assignm ent 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Se mi na r one (S A)	Class Activity any one (CAT)	Class Atten danc e (AT)	Total Marks (CA+C T+SA+ CAT+A T)	End Semester Assessm ent (ESA)	Total Marks (PRA+ ESA)
LSC	32LS C211	Wor ksho p on SC M Anal ytics	15	20	10	0	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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32LSC211.1: Gain a comprehensive understanding of supply chain analytics concepts, principles, and techniques.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOA.1: Acquire foundational knowledge of supply chain analytics and its business impact.		Unit 1 - Introduction To Supply Chain Analytics (Hrs.02) 1.1 : Fundamental Concepts and Importance of Supply Chain Analytics. 1.2 : Case discussion on benefits of supply chain analytics	

SW-A Suggested Sessional Work (SW):

- Discussion groups to identify areas where analytics can impact the supply chain.
- Case study analysis of analytics-driven supply chain transformations.



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32LSC211.2: Develop skills in collecting, analysing, and interpreting supply chain data to derive meaningful insights and make informed decisions.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOB.1: Understand statistical concepts relevant to supply chain data. SOB.2: Learn to collect and manage data using Python, including libraries like NumPy and Pandas.		Unit 2 - Data Collection and Management (Hrs.02) 2.1 : Basics of Statistics for Supply Chain Analytics. 2.2 : Introduction to Python for Data Collection and Management.	

SW-B Suggested Sessional Work (SW):

- Hands-on practice sessions using Anaconda & Python for data handling.
- Exercises on creating Series and Data Frames with Pandas.



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32LSC211.3: Apply statistical forecasting methods and demand planning techniques to optimize inventory levels and meet customer demand.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOC.1: Master data cleaning and conditional formatting for supply chain datasets. SOC.2: Utilize Python loops for repetitive data operations.		Unit 3 - Descriptive Analytics (Hrs.02) 3.1 : Techniques for Cleaning and Preparing Data. 3.2 : Automating Data Tasks with Python Loops.	

SW-C Suggested Sessional Work (SW):

- Projects on cleaning and organizing large supply chain datasets.
- Python coding exercises for data manipulation.



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32LSC211.4: Identify and utilize key performance indicators (KPIs) to assess and monitor supply chain performance effectively.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOD.1: Create visual representations of supply chain data using Matplotlib and Seaborn.		Unit 4 - Data Visualization (Hrs.02) 4.1: Data Visualization with Matplotlib and Seaborn for Supply Chain Insights. 4.2. Hands-on practice of on data sets	Exploration of visualization techniques for data interpretation.

SW-D Suggested Sessional Work (SW):

- Visualization projects to depict supply chain metrics and trends.
- Workshop on creating dashboards for supply chain data.



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32LSC211.5: Apply optimization models and analytical tools to improve supply chain efficiency, reduce costs, and optimize decision-making processes.

Approximate Hours

Item	App X Hrs
CI	2
LI	0
SW	1
SL	0
Total	3

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self Learning (SL)
SOE.1: Learn the basics of predictive analytics in supply chain contexts. SOE.2: Implement time series analysis for forecasting demand.		Unit 5 - Predictive Analytics (Hrs.02) 5.1: Introduction to Predictive Analytics for the Supply Chain. 5.2: Time Series Forecasting Methods.	

SW-E Suggested Sessional Work (SW):

- Forecasting exercises using time series data.
- Scenario analysis for demand planning.



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Brief of Hours suggested for the Course Outcome

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self Learning (SI)	Total hour (CI+SW+SI)
CO1: Gain a comprehensive understanding of supply chain analytics concepts, principles, and techniques.	GST	1	0	3
CO2: Develop skills in collecting, analyzing, and interpreting supply chain data to derive meaningful insights and make informed decisions.	2	1	0	3
CO3: Apply statistical forecasting methods and demand planning techniques to optimize inventory levels and meet customer demand.	2	1	0	3
CO4: Identify and utilize key performance indicators (KPIs) to assess and monitor supply chain performance effectively.	2	1	0	3
CO5: Apply optimization models and analytical tools to improve supply chain efficiency, reduce costs, and optimize decision-making processes.	2	1	0	3
Total Hours	10	5	0	15

Suggestion for End Semester Assessment Suggested Specification Table

CO	Unit Titles	Marks Distribution				Total Marks
		Ap	An	Ev	Cr	
CO-1	Introduction to Supply Analytics					
CO-2	Data Collection and Management					
CO-3	Descriptive Analytics					
CO-4	Data Visualization					
CO-5	Predictive Analytics					
	Total					50

Legend: Ap: Apply, An: Analyze, Ev: Evaluate Cr: Create

Note. Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks.

Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Industry Visit
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No	Title	Author	Publisher	Edition & Year
1	Logistics, Supply Chain and Financial Predictive Analytics Theory and Practices	Kusum Deep, Madhu Jain, Said Salhi	Springer Nature Singapore	2018
2	Supply Chain Analytics Using Data to Optimise Supply Chain Processes	Peter W. Robertson	Taylor & Francis	2020
3	Data Analytics and Artificial Intelligence for Inventory and Supply Chain Management	Dinesh K. Sharma, Madhu Jain	Springer Nature Singapore	2022
4	Big Data Analytics in Supply Chain Management Theory and Applications	Amir H. Gandomi, Simon Fong, Iman Rahimi, Muhammed Ali Ülkü	CRC Press	2020
5	Lecture note provided by Faculty of Management, AKS University, Satna.			

Curriculum Development Team

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Code: 32LSC211

Course Title: Workshop on SCM Analytics Cos, POs and PSOs Mapping

Course Outcomes	Program Outcomes								Program Specific Outcomes			
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	Business Environment and Domain Knowledge	Critical & Analytical thinking, Business Analysis, Problem Solving and Logical Solutions	International Exposure and Cross-Cultural Understanding	Social Responsiveness and Ethos	Effective Business Communication	Leadership Development and Synergy	R&D Aptitude	Contemporary issues	Theoretical as well as practical knowledge	Work in various functional areas	Work in various industries	To set up business enterprise
CO1: Gain a comprehensive understanding of supply chain analytics concepts, principles, and techniques.	3	2	1	2	2	2	1	2	3	1	1	1
CO2: Develop skills in collecting, analyzing, and interpreting supply chain data to derive meaningful insights and make informed decisions.	3	3	2	2	2	2	1	2	3	1	1	1
CO3: Apply statistical forecasting methods and demand planning techniques to optimize inventory levels and	3	3	2	2	2	2	1	2	3	1	1	1



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meet customer demand.												
CO4: Identify and utilize key performance indicators (KPIs) to assess and monitor supply chain performance effectively.	3	3	1	2	2	2	1	2	3	1	1	1
CO5: Apply optimization models and analytical tools to improve supply chain efficiency, reduce costs, and optimize decision-making processes.	3	3	2	2	2	2	1	2	3	1	1	1

Legend: 3=High, 2=Medium, 1=Low



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Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (L I)	Classroom Instruction (CI)	Self-Learning (SL)
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO1: Gain a comprehensive understanding of supply chain analytics concepts, principles, and techniques.	SO1.1 SO1.2 SO1.3		Unit A - Introduction To Supply Chain Analytics A.1, A.2	As mentioned in page number
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO2: Develop skills in collecting, analyzing, and interpreting supply chain data to derive meaningful insights and make informed decisions.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit B - Data Collection and Management B.1, B.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO3: Apply statistical forecasting methods and demand planning techniques to optimize inventory levels and meet customer demand.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit C - Descriptive Analytics C.1, C.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO4: Identify and utilize key performance indicators (KPIs) to assess and monitor supply chain performance effectively.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit D - Data Visualization D.1, D.2	
PO 1,2,3,4,5,6,7,8 PSO 1,2, 3, 4	CO5: Apply optimization models and analytical tools to improve supply chain efficiency, reduce costs, and optimize decision-making processes.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit E - Predictive Analytics E.1, E.2	



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Semester - III

SN	Category	Code	Course Title	L	T	P	TotalHour	Credit
1	PJT	32LSC351	OJT+ Major Project+ Viva	0	0	27	54	27
Total				0	0	27	54	27



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Semester - VI

SN	Category	Code	Course Title	L	T	P	Total Hour	Credit
1	PJT	32LSC451	OJT+ Major Project+ Viva	0	0	27	54	27
Total				0	0	27	54	27