

DR. HARI SINGH GOUR UNIVERSITY SAGAR (M.P.)

(A Central University)



Department of Business Management

Syllabus

Of

Doctor of Philosophy (Ph.D.)

(As per UGC model Syllabus)

w. e. f. Session 2016-2017

1. Ph.D. CBCS Programme

The Ph.D. CBCS Programme is divided into three parts as under. Each part will consist of two semesters.

Part	Years	Semester	
I	First Year	Semester I	- Course Work & Appointment of Faculty Advisor - Monitoring the Progress (Progress Report) - Allocation of Supervisor/Co- Supervisor or Both
		Semester II	- Submission of Synopsis of the proposed Research & Confirmation of Candidacy - Monitoring the Progress (Progress Report)
II	Second Year	Semester III	Monitoring the Progress (Progress Report)
		Semester IV	Monitoring the Progress (Progress Report)
III	Third Year	Semester V	Monitoring the Progress (Progress Report)
		Semester VI	- Monitoring the Progress (Progress Report) - Pre-submission/ Open Seminar During Sixth Semester - Submission of Thesis After Sixth Semester - Submission of Synopsis of the Research

- *There will be four lecture hours with one tutorial hours of teaching per week for each Paper.*
- *Duration of Examination of each Paper shall be three hours.*
- *Each Paper will be of 100 marks.*
- *Out of hundred 40 marks shall be allotted for internal assessment & 60 marks for end semester.*

2. Credit Distribution Scheme for Ph.D. CBCS Programme

Programme	Credits			Total Credits	Minimum Duration	Maximum Duration
	Course Work	Publication	Teaching Assistantship			
Ph.D.	16	20	20	56	03 Years	05 years
Total	16	20	20	56		

3. Scheme of Examination & Evaluation:

Syllabus Contents	Examination	Maximum Marks
50 % Syllabus (Unit I & II)	<i>First Mid Sem</i>	<i>20 Marks</i>
(Unit III & IV)	<i>Continuous Internal Assessment</i>	<i>20 Marks</i>
Entire Syllabus	<i>End – Semester</i>	<i>60 Marks</i>

Ph. D. First Semester

S. No.	Course Code	Title	Max. Marks	Credits	Distribution of Credits			
					L	T	P	C
1.	BUM-CC-141	Research Methodology	100	4	3	1	0	4
2.	BUM-CC-142	Management Concepts & Application	100	4	3	1	0	4
3.	BUM-CC-143	Review of Literature & Project / Dissertation work on Reviewing of Literature in relevant field	100	4	0	0	0	4
4.	BUM-CC-147	Research & Publication Ethics	100	2	1	1	0	2
5.	Elective Course : (Any One From the Following)							
	BUM-EC-144	Financial Management	100	4	3	1	0	4
	BUM-EC-145	Marketing Management	100	4	3	1	0	4
	BUM-EC-146	Human Resource Management	100	4	3	1	0	4
	Total		500	18	14	04	0	18

4. Explanation of Course Character Code:

- **First three alphabets stand for Name of the Department of Business Management.**
- **Middle Alphabetical Code stands for the Nature of Course.**
- **First Digit Stands for Concern Semester.**
- **Second Digit Stands for Level of Course.**
- **Third Digit Stands For Course Number.**

Ph. D. First Semester
BUM-CC-141
Title: Research Methodology

S. No.	Course Code	Title	Max. Marks	Credits	Distribution of Credits			
					L	T	P	C
1.	BUM-CC-141	Research Methodology	100	4	3	1	0	4

Course Objective:

The objective of this course is to develop research-oriented skills for innovative research.

- UNIT – I Research Methodology:** An introduction, Definitions, Defining: the research problem, Research process, Research Designs, Sampling design, Primary data, Secondary data, data collection, questionnaire design, attitude measurement and scaling techniques. Methods of research. Hypothesis testing.
Sampling Fundamentals: Need for Sampling, Some Fundamental Definitions, Important Sampling Distributions, Sampling Theory, Concept of Standard Error, Estimation, Estimating the Population, Sample Size and its determination, Types of Sampling, Features of Good Sample design.
- UNIT – II Measurement of Scaling Techniques:** Measurement in Research, Measurement Scales, Sources of Error in measurement, Meaning of Scaling, Scale Classification Bases, Important Scaling Techniques, Scale Construction Techniques.
- UNIT – III Data Analysis-I:** Chi-Square Test- Steps Involved using Chi-Square Test, Conditions for the application of Chi-Square Test, ANOVA (Analysis of Variance)- Principles of ANOVA, Types of ANOVA.
- UNIT – IV Data Analysis-II:** Multivariate Data Analysis Technique: Growth of Multivariate Techniques, Characteristics and Applications, Classification of Multivariate data Techniques, Factor Analysis, Methods of Factor Analysis, Correlation Analysis, Regression Analysis. Testing of Hypothesis. Writing of Research Report, Criteria for the evaluation of the Research Report.
- UNIT-V Computer Application: Use of SPSS & Other Software's –** Method of preparing data sheet and entering data according to its characteristics , use of various statistical tools, and learning Software Packages Specific to the Subjects (if any).
Use of Internet for research work and exploring various websites and search engines for collecting quality literature review and secondary data and use of Social networking websites for Primary Data collection (Creation of Questionnaire online, Sharing of information online with Respondents). Research Ethics.

Books Recommended:

- Research Methodology : C.R. Kothari
- Research Methodology : S.P. Gupta
- Marketing Research : Green & Tull
- Marketing Research : Beri, G.C.
- Marketing Research : Sangeeta Agrawal
- Marketing Research :Principles, Applications & Cases : Sharma D.D., (Sultan Chand & Sons., New Delhi)
- Marketing Research (Methodology Foundations) : Churchill, J.R. Gilbert A.
- Marketing Research : Luck, D.J. Hugh G. Wales, D.A. Taylor & Rubin, R.S.
- Modern Marketing Research : Patil, S.G., P.V. Kulkarni & H. Pradhan.
- Marketing Research : Theory & Practice, : Bellur, V.V.
- MS Access, BPB Publication.
- Excel 4, BPB Publication.

In Additional to above, students are supposed to use library's reference section of the Departmental and Central Library along with the latest journals, their back volumes, periodicals and cases discussed during the classrooms sessions. Students are supposed to update this knowledge with the new arrivals and study materials distributed in the classroom session. Visiting Faculty/Consultants do at to new knowledge to which the students should acquaint themselves with. Workshops, Group Discussion and Seminars are the additional sources of knowledge.

Note:

(a) The question paper for the End- Semester Examinations shall be of 3 (Three) hours duration and shall be set such as to comprise the following Sections:

- (i) **Section A :** Shall have 10 (Ten) Objective Type Questions of 1 (One) Mark each. All questions in this Section shall be compulsory; **(Total 10 Marks).**
- (ii) **Section B :** Shall have 6 (Six) Short Answer Questions (SAQs) of 5 (Five) Marks each. Out of which the examinee shall be required to attempt any 4 (Four) questions; **(Total 20 marks).**
- (iii) **Section C :** Shall have 5 (Five) Essay/Long Answer Questions (LAQs) of 10 marks each. Out of which the examinee shall be required to attempt any 3 (Three) questions; **(Total 30 marks).**

(b) The list of cases and specific references including recent articles will be announced in the class.

Ph. D. First Semester

BUM-CC-142

Title: Management Concepts & Application

S. No.	Course Code	Title	Max. Marks	Credits	Distribution of Credits			
					L	T	P	C
2.	BUM-CC-142	Management Concepts & Application	100	4	3	1	0	4

Course Objective:

The objective of this course is to develop conceptual knowledge in the field of Management.

UNIT – I Nature & Development of Management

Management: Concept, Nature, Importance, Art and Science & as a Profession, Management Vs Administration, Decision Theory Approach, Contingency Approach, Human behavior Approach, Challenges of management due to globalization, The organizational Chart., Levels of Management & their respective Functions, Job design, Managerial Functions in MNC's, Departmentalization, Methods of Vertical Co-ordination, Need and Significance of Management, Management V/S Administration, levels of Management

UNIT – II Process of Management

Planning: Nature, Scope, Objective and Significances of Planning, Key factors to planning, Types of Plans, Process of Planning, Effective planning-Principles, Barriers & How to overcome barriers.

Organizing: Concept, Designing Organization Structure, Forms of Organizational Structure, Departmentation- need, importance & bases of Departmentation, Span of Control - Determination of factors affecting Span of Control, Delegation of Authority, Authority & Responsibility, Line & Staff, and Formal & Informal Organization.

Staffing: fundamentals of staffing Concept, Manpower Planning, system approach to staffing

Directing: Concept, Direction and Supervision, Importance of Directing, Principles of Directing.

Coordination – Need & Importance, Coordination & Cooperation, Techniques of Effective coordination.

Controlling : Concept, Types of control, Methods : Pre-control - Concurrent control - Post control, an Integrated Control System, Concept of Quality, Factors affecting Quality, Developing a Quality, Control system - Pre-control of inputs.

UNIT – III Decision Making

Meaning Importance and types of decision, Decision making process, Effective decisions, creativity and decision making, Quality and quantitative techniques used for decision making, Planning Premises and Forecasting, Total quality management, Kaizen concept, Just in time inventory

UNIT – IV Corporate Social Responsibility and Business Ethics

Concept & Definition of Corporate Social Responsibility, Scope of Corporate Social Responsibility, Corporate Social Responsibility and the Law, Corporate Social Responsiveness, Definition of Ethics, Nature & objective Ethics, Ethics & Related Terms: Ethics & Morality, Ethics & Religion, Ethics & Law, Distinction Between Values & Ethics, Meaning & Scope of Business Ethics

UNIT-V WAC: Written Analysis of Case Study.

Books Recommended:

- Principles of management By L.M.Prasad
- Principles of management by sherlekar and sherlekar
- Management process and perspective by T.N. Chhabra and R.K.Suri
- Ethical Management – Satish Modh - Macmillan
- Business Ethics - Agalgatti – Nirali Prakashan
- Business Ethics – A.C.Fernando – Pearson Education
- Management & Organization – By Liou A. Allen, Tata McGraw Hill Book Company, Delhi
- Organization & Management – By C. B. Gupta, Sultan Chand & Sons, Delhi
- Business Organization & Management – By R.N. Gupta, Sultan Chand & Sons, Delhi
- Corporate Governance: Principal Policies & Practices by Fernando, Pearson Education
- Corporate Ethics: The Business Code of Conduct for Ethical Employees by Steven R. Barth, Aspatore Books, 2003

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(b) The list of cases and specific references including recent articles will be announced in the class.

Ph. D. First Semester

BUM-CC-143

Title: Review of Literature & Project / Dissertation work on Reviewing of Literature in relevant field

S. No.	Course Code	Title	Max. Marks	Credits	Distribution of Credits			
					L	T	P	C
3.	BUM-CC-143	Review of Literature & Project / Dissertation work on Reviewing of Literature in relevant field	100	4	0	0	0	4

Course Objective:

This paper is meant to develop skill of writing a literature review of Research student to use critically a segment of a published body of Knowledge through summary classification and comparison of previous research studies and to present a Review of literature.

- UNIT – I** **Understanding Review of literature:** Relevance, Role & Importance, Sources, Methods, Approach and Applications; Developing an outline for the literature review; Formulate key questions for a review.
- UNIT – II** **Organizing a literature search:** Identify which literature bases to search; Developing the theoretical basis for the Research Question; Searching for, locating and organizing relevant professional literature
- UNIT – III** **Conducting the Review:** Abstract relevant information from appropriate studies in a systematic manner; Critically reviewing the literature; Rate the scientific quality of each study and the level of evidence for each question;
- UNIT – IV** **Synthesizing the Review:** Create evidence tables and summary tables; Interpret the pattern of evidence in terms of strength and consistency; Summarize the study's findings.
Writing the review: The initial stages of writing/writing a first draft; Writing references and citations, Referencing Styles- APA, MLA, Cambridge, Harvard etc, Obtaining, giving, and making productive use of feedback; the redrafting process; Professional formatting.
- UNIT-V** Software tools for Literature Review

Books Recommended:

- William G. Zikmund, "Business Research Methods", Orlando: Dryden Press.
- C. William Emory and Cooper R. Donald, "Business Research Methods", Boston, Irwin.
- Fred N Kerlinger, "Foundations of Behavioural Research", New Delhi: Surjeet Publications.
- David Nachmias and Chava Nachmias, "Research Methods in the Social Sciences", New York: St.Marlia's Press.
- C. R. Kothari, "Research Methodology: Methods and techniques", New Delhi: Vishwa Prakashan.

"Project/Dissertation work on Reviewing of Literature in relevant field" Involve reviewing of published research in the relevant field. Ph. D. candidates shall publish one research paper in a referred/Indexed Journal and produce evidence for the same in the form of acceptance letter or the reprint. Students shall prepare Project/Dissertation on given assignment by teacher.

Ph. D. First Semester
BUM-CC-147
Title: Research & Publication Ethics

S. No.	Course Code	Title	Max. Marks	Credits	Distribution of Credits			
					L	T	P	C
4.	BUM-CC-147	Research & Publication Ethics	100	2	2	1	0	2

Course Objective:

The objective of this course is to learn the Research & publication ethics. This course has total five units focusing on basics of Philosophy of science and ethics, research integrity, publications ethics. Hands-on-sessions are designed to identify research misconduct and predatory publications. Indexing and citation databases, open access publications, research metrics and plagiarism tools will be introduced in this course.

- UNIT – I** **Philosophy and Ethics:** Introduction to Philosophy: Definition, Nature& Scope, Concept, Branches. Ethics: Definition, Moral Philosophy, Nature of moral judgements and reactions. (5 Hrs.)
- UNIT – II** **Scientific Conduct:** Ethics with respect to science and research, Intellectual honesty and research integrity, Scientific Misconduct: Falsification, Fabrication, and Plagiarism (FFP), Redundant publications: Duplicate & Overlapping Publications, Salami Slicing, Selective reporting & mis-presentation of Data. (13 Hrs.)
- UNIT – III** **Publication Ethics:** Definition, Introduction and Importance, Best practices/standards initiatives and guidelines: COPE, WAME, etc., Conflict of interest, Publication Misconduct: Definition, Concept, types, Problem that lead to unethical behaviour and Vice-versa, Violation of Publication ethics, Authorship & Contribution-ship, Identification of publication misconduct, Complaints and Appeals, Predatory publishers and journals.
Group Discussion: Subject specific ethical issues, FFP, authorship, conflict of interest, Complaints & appeals: Example and fraud from India and abroad. (15 Hrs.)
- UNIT – IV** **Open Access Publishing:** Open access publications and initiatives, SHERPA/RoMEO online resource to check publisher copyright & self-archiving policies, Software tools to identify predatory publications developed by SPPU, Journal finder/journal suggestion tools Viz. JANE, Elsevier Journal finder, Springer Journal suggester, etc. (12 Hrs.)
- UNIT-V** **Database and Research Metrics:** Indexing Databases, Citation databases: Web of Science, Scopus, etc. **Research Metrics:** Impact factor of journal as per Journal Citation Report, SNIP, SJR, IPP, Cite score. **Metrics:** h-index, g index, i10 index, altmetrics. **Software Tools:** Use of plagiarism software like Turnitin, Urkund and other open source software tools. (15 Hrs.)

Books Recommended:

- Research Ethics: A Philosophical Guide to the Responsible Conduct of Research by Gary Comstock - Cambridge University Press
- Research and Publication Ethics by Santosh Kumar Yadav- Ane Books Pvt. Ltd.
- Research and Publication Ethics by Sudhir Gupta, Sushil Kamboj - Lexis Press LLC
- Ethics in Research Practice and Innovation by Ana Frunza, Antonio Sandu, Elena Unguru – IGI Global
- Scholarly Ethics and Publishing: Breakthroughs in Research and Practice – IGI Global

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Note:

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- (ii) **Section B :** Shall have 6 (Six) Short Answer Questions (SAQs) of 5 (Five) Marks each. Out of which the examinee shall be required to attempt any 4 (Four) questions; **(Total 20 marks).**
- (iii) **Section C :** Shall have 5 (Five) Essay/Long Answer Questions (LAQs) of 10 marks each. Out of which the examinee shall be required to attempt any 3 (Three) questions; **(Total 30 marks).**

(b) The list of cases and specific references including recent articles will be announced in the class.

Ph. D. First Semester
BUM-EC-144
Elective Course
Title: Financial Management

S. No.	Course Code	Title	Max. Marks	Credits	Distribution of Credits			
					L	T	P	C
4.	BUM-EC-144	Financial Management	100	4	3	1	0	4

Course Objective:

The objective of this course is to learn the application of Financial Management in the field of innovative research.

- UNIT – I Introduction to Financial Management**
Short term Financing: Introduction & Characteristics, Sources of Short term Finance **Long Term Financing:** Need for long term financing, Sources of Long Term Finance, Risk analysis in Capital Budgeting & Sensitivity analysis
- UNIT – II Primary & Secondary Markets:** Meaning, Importance & Role, Market intermediaries: brokers, dealers, investment bankers, Bid, Ask or Offer, bid-ask spread, Bull and bear, blue chips, day trading, stop loss, BSE/ NSE Indices
Short term Investment Decisions
Long term Investment Decisions: Time value of Money, An overview & Study of Time lines, Theory of interest or computation of Interest , Amortization of a loan
Capital Expenditure-Planning & control
- UNIT – III Venture Capital Finance:** Introduction, Meaning Features & Types, Stages of Venture, Capital Investment
- UNIT – IV Mutual Funds: Concept & Types**
Decision making techniques: Lease or Buy, Make or Buy, Manufacture or Vendor Development, Do or Outsource
- UNIT-V Emerging trends and issues of Finance:** Corporate Combinations, Corporate Financial Distress, Derivatives & Options, Hybrid Financing: preferred stock, leasing, warrants & convertibles, Reverse Mortgage, Credit rating, Portfolio Management, International Financial Management
Allied Discipline of Financial Management.
Current Areas of Research in Financial Management.

Books Recommended:

- Financial Management by Ravi M. Kishore – Taxman Publication
- Financial Management tools & Techniques by Dr Pradip Kumar Sinha – Excel books
- Financial Management: Principles & Practice by G Sudarsana Reddy- Himalaya Publishing House
- Fundamentals of Financial Management by Vyuptakesh Sharan – Pearson Education 2nd Edition
- Financial Management by I M Pandey – Vikas Publishing House
- Financial Management – P.V. Kulkarni, Satyaprasad - Himalaya Publishing House
- Financial Management – Principles & Practice by Sudhindra Bhat– Excel Books
- Financial Management: Management & Policy By R.M. Srivastava - Himalaya Publishing House
- Fundamentals of Financial Management by Brigham & Houton - Cengage Learning
- Financial Management by Khan & Jain- Tata McGraw Hill

In Additional to above, students are supposed to use library's reference section of the Departmental and Central Library along with the latest journals, their back volumes, periodicals and cases discussed during the classrooms sessions. Students are supposed to update this knowledge with the new arrivals and study materials distributed in the classroom session. Visiting Faculty/Consultants do at to new knowledge to which the students should acquaint themselves with. Workshops, Group Discussion and Seminars are the additional sources of knowledge

Note:

(a) The question paper for the End- Semester Examinations shall be of 3 (Three) hours duration and shall be set such as to comprise the following Sections:

- (iv) **Section A :** Shall have 10 (Ten) Objective Type Questions of 1 (One) Mark each. All questions in this Section shall be compulsory; **(Total 10 Marks).**
- (v) **Section B :** Shall have 6 (Six) Short Answer Questions (SAQs) of 5 (Five) Marks each. Out of which the examinee shall be required to attempt any 4 (Four) questions; **(Total 20 marks).**
- (vi) **Section C :** Shall have 5 (Five) Essay/Long Answer Questions (LAQs) of 10 marks each. Out of which the examinee shall required to attempt any 3 (Three) questions; **(Total 30 marks).**

(b) The list of cases and specific references including recent articles will be announced in the class.

Ph. D. First Semester
BUM-EC-145
Elective Course
Title: Marketing Management

S. No.	Course Code	Title	Max. Marks	Credits	Distribution of Credits			
					L	T	P	C
4.	BUM-EC-145	Marketing Management	100	4	3	1	0	4

Course Objective:

The objective of this course is to develop research oriented skill for innovative research in the field of Marketing Management.

UNIT – I Marketing Management

Introduction to Marketing, Marketing Process, concepts STP (Segmentation, Targeting & Positioning), Different forms of Marketing, Consumerism & Ethics in Marketing, Product Life Cycle, Sales Management, Brand and Brand Management.

UNIT – II Consumer Behaviour and Advertising

Marketing Information System, Consumer behaviour, New Product Development, Organizational buyer decision process, Advertising Models & Strategy.

UNIT – III New Trends in Marketing

International Marketing, E-Marketing, Green Marketing, Social Marketing, Holistic Marketing, Emotional Marketing.

UNIT – IV Customer Relationship Management, Retail Marketing.

UNIT-V Emerging Issues of Marketing Management, Current Areas of Research in Marketing Management, Identify the area of Research and Review a book on Concerned Area.

Books Recommended:

- Principle of Marketing by Kotler & Armstrong – Pearson, LPE 9th edition
- Marketing Management – Arun kumar N. Meenakshi – Vikas Publishing
- Marketing Management – Text & Cases by S H H Kazami – Excel Books
- Marketing Management – Stanton – McGraw Hill
- Marketing Management by Kotler, Keller & Koshti - Tata McGraw Hill
- Marketing Management – Text & Cases by Tapan Panda – Excel Books
- Marketing Management by S.A Sherlekar – Himalaya Publishing House
- Marketing Management (Text & Cases in Indian Context) by Karunakaran– Himalaya Publishing House
- Marketing Marketing in 21st Century – Berman – Biztantra (Willy India Pvt. Ltd.)
- Basics of Marketing Management – R.B. Rudani - S. Chand & Company Ltd.

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(b) The list of cases and specific references including recent articles will be announced in the class.

Ph. D. First Semester
BUM-EC-146
Elective Course
Title: Human Resource Management

S. No.	Course Code	Title	Max. Marks	Credits	Distribution of Credits			
					L	T	P	C
4.	BUM-EC-146	Human Resource Management	100	4	3	1	0	4

Course Objective:

The objective of this course is to develop research oriented skill for innovative research in the field of Human Resource Management.

- UNIT – I** **Introduction to Human Resource Management:** Concept, & Significance of Human Resource, Definitions, Nature, Scope & Objectives of HRM, Functions of HRM, HRM Vs. Personnel Management & HRD, Challenges before HRM
- UNIT – II** **Human Resource Management Process**
Human Resource Planning: Concept & Need of HRP, Process of Human Resource Planning, Prerequisites of HRP, Process of Procurement
Recruitment: Concept, Purpose & Factors Affecting Recruitment, Sources of Recruitment, Process of Recruitment
Selection: Concept of Selection process, Significance & limitation of selection
Job Analysis
- UNIT – III** **Human Resource Development and Industrial Relations**
Performance appraisal: Definitions, Objective & Process of Performance Appraisal, Methods of Performance Appraisal, Traditional Methods, Modern Methods, Problems with Performance Appraisal
Employee Training: Meaning, Need and Objective of Training, Methods of Training **Industrial Relations:** Labour welfare & Social Security Schemes in India, Industrial dispute, types of disputes & remedial Measures.
- UNIT – IV** **Recent Trends in HRM**
Concepts of: Human Resource Audit, Human Resource Information System, Human Resource Accounting, Strategic HRM & Issues, Competency Mapping, HR Matrix, HR score card & Six-Sigma, Talent Management
- UNIT-V** **E-HRM:** e-recruitment, e-training & e-learning
Emerging Issues of Human Resource Management
Current Areas of Research in Human Resource Management

Books Recommended:

- Human Resource Management, Text & Cases By Dr. V.S.P Rao - Excel Books
- Essentials of Human Resource Management By P. Subba Rao – Himalaya Publishing House
- Human Resource Management By S.S.Khanka – S Chand & Sons
- Human Resource Management By Dr K. Ashwathappa – Tata McGraw Hill
- Comprehensive Human Resource Management By P.L.Rao - Excel Books
- Human Resource Management By Snell, Bohalender Cengage Learning
- Human Resource Management by A M Sharma – Himalaya Publishing
- Managing Human Resources By Fisher- Cengage Learning
- Human Resource Management By Dr. C.B. Gupta – Sultand Chand & Sons
- Human Resource Management By Dipak kumar Bhattacharya: Excel Books
- Human Resource Management By Garvy Dessler.- Pearson/ Prantice Hall
- Human Resource Management, Principles & Practice By P. C. Aquinas - Vikas Publishing.
- Personnel Management: C. B. Mamoria., Himalaya Publishing House

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- (iii) **Section C :** Shall have 5 (Five) Essay/Long Answer Questions (LAQs) of 10 marks each. Out of which the examinee shall required to attempt any 3 (Three) questions; **(Total 30 marks).**

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