2022-23

LESSON PLAN

Name of the Lecturer Dr. A. Latha

Department BBA - ED

Paper MANAGERIAL ECONOMICS

Class BBA-ED Year 2022-23 Semester II

Sl.No.	Topic Allotted	No. of Hours
I	Nature & Scope of managerial Economics :- Managerial Economics - Nature, Scope and Significance - Concepts of Economics - (Discount principle, incremental, equi-marginal, time perspective, opportunity cost - Relation with other branches - managerial decision making Process	16
II	Demand Analysis Demand determinants - demand distinctions - Law of demand - Elasticity of demand - Indifference Curve analysis - Consumer Surplus - Demand forecasting	16
III	Production & Cost - Analysis Production function with one variable input & two variable input - Supply analysis - Cost Concepts & classification - Cost output relation in Short & long run - Economies & Diseconomies of Scale - Isoquants in managerial optimizing	18

Sl.No.	Topic Allotted	No. of Hours
	Strategies - Bench marking - total Quality management - Break even analysis	
IV	Pricing Methods	18
	market Structure - meaning & classification - Price - Output determination under perfect Competition Monopoly - Monopolistic Competition - Oligopoly - Pricing Strategies - pricing methods Cost plus pricing - transfer pricing - marginal cost pricing - administered pricing - pricing of multiple Products	
V	Macro Economics & Business Decisions	18
	Business Cycle - Phases, Consequences, measures - Inflation - nature & Causes - Fiscal Policy - monetary policy - Global financial crisis & Impact of Global Crises in India - Eurozone Crisis - Disinvestment in India.	

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LESSON PLAN

Name of the Lecturer Dr. A. LATHA

Department BBA

Paper Financial Management

Class NBBA - B Year 2022-25 Semester IV

Sl.No.	Topic Allotted	No. of Hours
I	Introduction to Financial Management	18
	Meaning of finance and financial management. Types of finance - Public and Private finance, classification of Private finance, Personal finance. Business finance and finance of Non-Profit Organizations. Importance and Scope of financial management, Approaches to finance function. Relationship of finance with other Business functions, Objectives of financial, Profit maximization and wealth maximization - merits and Criticisms. financial Decisions, Interrelation of financial Decisions, factors Influencing financial Decisions functions, Areas of financial management, functions of a finance manager.	
II	Cost of Capital - Concept and Significance of the cost of Capital, Specific Cost of Capital, Various Sources of finance, Cost of Debt (Including Simple Problems) Cost of Preference Capital (Including Simple Problems)	18

Sl.No.	Topic Allotted	No. of Hours
	Cost of Equity (Including Simple Problems) Book Value weights Vs market Value weights. Leverages - financial leverages (Including Simple Problems) Operating leverages (Including Simple Problems) Combined leverages (Including Simple Problems)	18
III	Capital Budgeting :- Concept of Capital Budgeting - Importance of CB. Kinds of Capital Budgeting Decisions Methods of Appraisal - Non DCF & DCF Techn of Appraisal. Payback Discount Payback (Incl. Simple Problems) ARR (Simple Problems) NPV, IRR and PI (Including Simple Problems	18
IV	Working Capital Management :- Meaning of working Capital. Types of W.C., working Capital Cycle. Adequate Working Capital Determinants of working Capital. Estimation of working Capital management of Cash. Cash Budget (Including	18
V	Receivable Management :- Management of Receivables, objectives of Receivables Management Optimum Credit Policy - Aspects of Credit Policy Credit terms - Credit Standards - Collection Policy (Theory only) Management of Inventory (Theory) Dividend Policy Decisions - Meaning Kinds, Determinants of Dividend Policy Decisions	

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LESSON PLAN

Name of the Lecturer Dr. A. LATHA

Department BBA

Paper Financial markets & Institutions

Class BBA **Year** 2022-23 **Semester** VI

Sl.No.	Topic Allotted	No. of Hours
I	Introduction :- Overview of Indian financial System functions, various segments, developments and defects, Remedial measures - financial Reforms, Financial Services - meaning, fund based non fund based modern activities - innovative financial instruments. Challenges facing the financial Service Sector	12
II	Capital Markets :- Constituents - primary and Secondary market Growth rate - defects of Indian capital markets SEBI norms, Stock exchanges. meaning, functions Organization listing procedure, types of brokers, function NSE, BSE, OTCEI, fraction methods of floating new issues, SEBI guidelines - recent trends	12
III	Money Market :- Structure, features, objectives Importance of money market, Segments of money market. Call markets - bill markets	12

Sl.No.	Topic Allotted	No. of Hours
	Commercial Papers Certificates of deposits, inter bank certificate Repo discount finance house of India	
IV	Securitization of Debts : Meaning, modus operandi, role of merchant bankers and other agents, Structure of Securitization. Securitisable assets - benefits drawbacks - future prospects. Derivatives: Meaning, Kinds of financial derivatives, Concepts of forwards, futures, options, Swaps, importance of Derivatives	12
	Depository System - meaning, process of depository System in India SEBI norms, benefits & drawbacks NSDL & Central depository System	
V	Mutual funds : meaning, Origin, types & classification, Importance of mutual funds - operation, Concept of Net Asset Value (NAV) method guidelines, Reasons for slow growth, future prospects of mutual fund Industry Merchant Banking - Concept, origin, role of merchant bankers, Services regulatory framework pre & post issue mgmt - Challenges Qualities required for merchant Bankers, SEBI regulations and conditions for merchant Banking	12

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LESSON PLAN

Name of the Lecturer Dr. A. LATHA

Department BBA

Paper Research Methodology

Class MBBA-B Year II Semester I

Sl.No.	Topic Allotted	No. of Hours
I	Introduction : Definition of Research - meaning - nature - Scope and objectives of research. basic research terms - types of research Research problem defined - necessity - factors to be considered while defining research problem. procedure and pre requisites for undertaking research.	9
II	Hypothesis and Research Design : Hypothesis and related terms - formulation of hypothesis - Characteristics of good hypothesis, fundamentals of research Design - Significance - features - steps types of research design. Review of literature operational definitions.	9
III	Data Collection : Data collection and measurement - definition and Characteristics of data - primary data and Secondary data - characteristics - advantages of	9

Sl.No.	Topic Allotted	No. of Hours
	disadvantages -	
	Sources of data : methods of data	
	Collection - observation method - Personal	
	interview forms, Schedules and questionnaire	
	method	
	Documented Sources of data - Case study method	
IV	Sampling : Sampling and Sampling design - definitions	8
	variables - methods of Sampling - probability Sampling	
	methods. Simple random Sampling - Stratified Sampling	
	Systematic Sampling - multi-Stage Sampling - non probability	
	Sampling - judgemental Sampling - Convenience Sampling	
	quota Sampling - hit or accidental Sampling. Size of	
	Sample - determination of Sampling size - Sampling	
	and non Sampling errors.	
V	Attitude Measurement, Data Processing, Report Writing	9
	Attitude measurement : Scales - definition of attitude -	
	Importance - measurement of attitudes - Concept of Scale - Basis	
	for Scale classifications - attitude Scales - Thurstone's Scale - Likert's	
	Guttman's or Cumulative Scale - radio scales - opinion scales -	
	basic Statistical tools - Data Processing - editing - coding -	
	Classifications and tabulation of data - qualitative analysis	
	of Data. Report writing and Presentations - definition	
	Purpose - report Synopsis - types of report - Characteristics of a	
	good report - Structure of a good research report - writing	
	and formatting of reports.	

Sign of faculty

LESSON PLAN

Name of the Lecturer Dr. A. LATHA

Department BBA

Paper MANAGEMENT FOUNDATIONS

Class BBBA-ED **Year** I **Semester** I

Sl.No.	Topic Allotted	No. of Hours
I	Introduction to Management – Meaning, Definition, concept Scope and Principles of management, Evolution of managment thought – Management Theories – classical, behaviour, System, Contingency and Contemporary perspective on management. Management Art or Science and management as profession Process and level of mgmt, Introduction to functions (Process) of management.	10
II	PLANNING – IMPORTANCE :- Planning – Importance, objectives, process, policies and Procedures, types of planning, Decision making – Process of Decision making, Types of decisions, Types of decision, Problem involved in decision making Case study	10
III	ORGANIZING → Meaning, Importance, Principles of Organizing, Span of management, patterns of Organization – formal and Informal Organizations Common Organizational structures, departmentalization, Authority	10

Sl.No.	Topic Allotted	No. of Hours
	delegation, centralization and decentralization.	
	Responsibility - Line and Staff relationship	
IV	STAFFING -	12
	Sources of recruitment, selection process, Training	
	Directing - Controlling - Meaning and Importance	
	functions of Controlling, Span of Control,	
	Process and types of Control, Motivation -	
	Motivational theories. Coordination - Need &	
	types and Techniques of Coordination -	
	Distinction between Coordination and Cooperation	
	Requisites for excellent Coordination -	
	System Approaches and Coordination.	
V	Emerging Issues in Management -	13
	Total Quality Management - Technology	
	management, Talent and Knowledge management	
	Leadership - Organization change and Development	
	Corporate Social responsibility.	

Sign of faculty

LESSON PLAN

Name of the Lecturer Mrs. M. Sumanda.

Department BBA.

Paper Financial Accounting.

Class I BBA (CA) **Year** 2022 **Semester** I.

Sl.No.	Topic Allotted	No. of Hours
I-unit	Introduction - Need for accounting - definition - Meaning - features, objectives - functions - systems and bases - scope of accounting, introduction to accounting standards - Definition - meaning - list of accounting - branches of accounting - advantages - limitations. Basic terminology used - accounting concepts and conventions - accounting equation - classification of accounts - rules of double entry system. Journalizing - posting to ledger - balancing of ledgers.	15 hours
II-unit	Subsidiary Books - Subdivision of Journal - preparation of subsidiary books - Different types of cash book - Simple cash book, cash book with cash and discount columns - cash book with cash & bank columns - cash book with cash, discount and bank column and petty cash book.	15 hours.

Sl.No.	Topic Allotted	No. of Hours
III-unit	Bank Reconciliation Statement - Bank reconciliation statement - need - reasons for difference between cash book and pass book balances - simple problems on favourable balance - simple problems on overdraft balances Ascertainment of correct cash book balance.	15.
IV-unit	Trial Balance and Final Accounts - Trial balance - meaning - objectives - methods of preparation - final accounts - preparation of manufacturing, trading, profit and loss account and Balancesheet - Adjusting and closing entries	15.
V-unit	Errors and their rectification - Types of errors - Rectification before and after Preparation of final accounts. Suspense account - effect of errors on profit.	15

LESSON PLAN

Name of the Lecturer Mrs. M. Sangeetha

Department B.B.A

Paper Financial Accounting - I

Class I BBA **Year** 2022 **Semester** II

Sl.No.	Topic Allotted	No. of Hours
I-unit	Introduction - Need for accounting - definition - meaning - features, objectives - functions - Systems and basis and Scope of accounting. Introduction to accounting standards - Definition - meaning - list of accounting standards issued by ASB. Bookkeeping and accounting - branches of accounting - advantages - limitations - Basic terminology used - accounting concepts and conventions - Accounting equation - classification of accounts - rules of double entry system. Journalizing - posting to ledgers - balancing of ledgers.	15
II-unit	Subsidiary books - Subdivision of journal - preparation of subsidiary books - Different types of cash book - Simple cash book, cash book with cash and discount columns - Cash book with cash and bank columns - cash book with cash, discount and bank columns and petty cash book.	15

Sl.No.	Topic Allotted	No. of Hours
First	Cash Reconciliation statement - need - reasons for difference between cash book and pass book balance - Simple problems on favourable balance - simple problems on overdraft balances preparation of correct cash book balance	15
Second	Trial Balance and Final Accounts - Trial balance - meaning - objectives - methods of preparation - final accounts - preparation of manufacturing, trading, profit and loss account and Balance Sheet - Adjusting and closing entries	15
Third	Errors and their rectification - Types of errors - Rectification before and after preparation of final accounts Suspense account - effect of errors on profit	15

LESSON PLAN

Name of the Lecturer Mrs. M. Sumanth

Department BBA

Paper Research Methodology

Class MBA A **Year** 2021 **Semester** III

SL No.	Topic Allotted	No. of Hours
I-unit	Introduction – Definition of research, meaning, nature, Scope and objectives of research, basic research terms, types of research. Research problem defined, necessity, factors to be considered while defining research problem procedure and pre-requisites for undertaking research.	12
II-unit	Hypothesis and Research Design – Hypothesis and related terms, formation of hypothesis – characteristics of good hypothesis, fundamentals of R.D., significance, features, steps, types of research design. Review of literature, operational definitions.	12
III-unit	Data collection – Data collection and measurement definition and characteristics of data, primary data, secondary data, characteristics, advantages and disadvantages, Sources of data – methods of data collection, observation method, personal interview	12

Sl.No.	Topic Allotted	No. of Hours
	forms, Schedules and questionnaire method - Documented Sources of data - Case Study method	
IV-Unit	Sampling - Sampling and Design - definitions - variables - methods of sampling - probability Sampling methods - Simple Random Sampling - Stratified Sampling - Systematic Sampling - multi-Stage Sampling - non-probability Sampling - Judgemental Sampling - Convenience Sampling - quota Sampling - hit or accidental Sampling - Size of Sample - determination of Sampling size - sampling and non-Sampling errors.	12
V-Unit	Attitude measurement and scales - definition of attitude - importance - measurement of attitudes - Types of Scale, basis for Scale classifications - attitude Scales - Thurstone's Scale - Likert's Scale - Guttman's or Cumulative Scale - radio Scales - opinion Scales, basic statistical tools. Data processing - editing - codification - classification and tabulation of data quantitative analysis of data - Report writing and presentation - definition - purpose - Report Synopsis - types of report - Characteristics of a good report - Structure of a good research report - writing and formatting of reports.	12

LESSON PLAN

Name of the Lecturer Mrs. M. Sumanda

Department BBA

Paper International Marketing and Export Management

Class DBBA **Year** 2022 **Semester** V

Sl.No.	Topic Allotted	No. of Hours
I-unit	Introduction Nature of international Market - process. International dimensions of Marketing - domestic Vs international. Importance and framework of international marketing, objectives of international business, Theories and benefits of international trade, international marketing decisions. Indian Export Trade: Structure - trend, Composition Direction - assessment of progress Evaluation of exim policy - problems of india export sector Export promotion and incentives EOU and EPZ - Export procedure	12
II-unit	International Marketing Environment - Economic and trade environment - Social, cultural and demographic environment - political and legal environment, technological environment, Regional trading blocks - economic integration, planning for international market marketing research and information System, market selection and Segmentation, market analysis and foreign market strategies, organization and international marketing co-ordination and control.	12

Sl.No.	Topic Allotted	No. of Hours
III-unit	Product Strategies - Basic decisions and product planning Product - new product development - product positioning Product planning and adaption - theory of international product life cycle product standardization Vs product adaptation - theory of international PLC, branding, packing and labelling decisions Distribution - channels - direct & indirect types of intermediates, channel development, adaptation and channel decisions styles, physical distribution - transportation Cargo and marine insurance - packaging. Agents of importers and exporters - documentation	12
IV-unit	Promotional Strategies: Promotions and Communication promotion mix, personal selling - publicity sales promotion international advertising - patterns Advertising regulations - advertising media standardized international advertising - Case Studies Pricing Strategies: Basic decisions - role of price and price standardization - Pricing decisions - alternative pricing strategies - dumping. Pricing distortion - inflation - transfer pricing - counter-trade. Price quotation - terms of sale - methods of finance and payment	12

LESSON PLAN

Name of the Lecturer Mrs. M. Sunanda

Department BBA

Paper INEM

Class BBA Year 2022 Semester 3

Sl.No.	Topic Allotted	No. of Hours
V-unit	Special Topics : Foreign exchange - meaning - importance - Determination of foreign exchange - demand for foreign exchange and supply of foreign exchange Equilibrium rate of foreign exchange - Theories of foreign exchange, purchasing power parity theory - Balance of payments theory, devaluation of currency - Balance of payments - concept, importance - Balance of payments vs balance of trade - causes for disequilibrium in balance of payments - removal of disequilibrium international economic organizations - World bank, IMF, IDA, IFC and WTO.	12

LESSON PLAN

Name of the Lecturer Mrs M Suganda

Department BBA

Paper Financial Accounting II

Class BBA **Year** 2022-23 **Semester** II

Sl.No.	Topic Allotted	No. of Hours
I-unit	Partnership - Admission: legal provisions in the absence of a partnership deed. Fixed and fluctuating capitals. Preparation of final accounts with adjustments. Profit and loss appropriation account - methods of calculating goodwill - treatment of goodwill. Calculating of sacrificing, new profit sharing ratio and admission of a partner.	15
II-unit	Partnership - Retirement and Death: Treatment of Goodwill. Methods of calculating goodwill. Calculation of gaining ratio, new profit sharing ratio. Retirement of a partner. Death of a partner. Excluding joint life policy	15.
III-unit	Partnership - Dissolution and Insolvency: Dissolution of partnership. Insolvency of a partner - Insolvency of firm excluding sale of to firm, Company and amalgamation.	15

Sl.No.	Topic Allotted	No. of Hours
IV - unit	Single Entry System: Single entry - features - books and account maintained. Preparation of statement of affairs - Difference between statement of affairs and balance sheet. Recording of transactions - Ascertainment of profit under Single entry System (statement of affairs method) - (including Problems)	15
V - unit	Hire purchase and Installment Purchase System: Hire purchase system - features, Accounting treatment in the books of hire purchaser and hire vendor. Default and repossession. (partial and total) (Excluding HP trading account) Installment systems of purchase - Difference between hire purchase and installment purchase system Accounting treatment in the books of hire purchaser and hire vendor (including Problems)	15

LESSON PLAN

Name of the Lecturer Mr. M Sunanda.

Department BBM

Paper Financial Management

Class MBBM A **Year** 2021-23 **Semester** IV

Sl.No.	Topic Allotted	No. of Hours
I-unit	Introduction to Financial Management - Meaning of finance and financial Management - Types of Finance - Public and Private finance, classification of Private finance Personal finance, Business finance and finance of non-profit organization Importance and Scope of financial Management Approaches of finance function Relationship of finance with other Business functions, Objectives of financial management. Profit and wealth maximization and Criteria, financial decisions, interrelation of financial decisions, factors, functions of financial decisions Areas of FM, functions of a finance manager.	18
II-unit	Cost of capital: Concept and Significance of the cost of capital, Specific cost of Capital, Various Sources of finance Cost of Debt, Equity, preference capital (including simple problems) Book value weights Vs Market value weights. Leverages: Financial, operating & Combined leverages (including simple problems)	18

Sl.No.	Topic Allotted	No. of Hours
III-unit	Capital Budgeting: Concept of CB - Importance of CB kinds of CB decisions - Methods of Appraisal - Non DCF and DCF Techniques of Appraisal Payback - Discount payback, Accounting rate of return, net present value, Internal rate of return (Including Simple problems)	18
IV-unit	Working Capital Management: Meaning and Types of working capital, working capital cycle, Adequate working capital, Determinants of working capital, Estimation of working capital. Management of cash, Cash budget (Including Simple problems).	18
V-unit	Receivables Management: Management of receivables, objectives of receivables management. Optimum credit policy - Aspects of credit policy. Credit terms - credit Standards - collection policy (Theory only) Management of Inventory (Theory only) Dividend Policy Decisions: Meaning, Kinds, Determinants of Dividend policy decisions.	18

LESSON PLAN

Name of the Lecturer Mrs. M. Sumanda

Department B.B.A

Paper Consumer Behaviour

Class DBBA **Year** 2021-22 **Semester** VI th

Sl.No.	Topic Alloted	No. of Hours
I-unit	Introduction: Nature - Scope - marketing concept - Role of consumer - consumer - decision process - learning theories - behavioral learning theory, Cognitive learning theory learning process - drives, cues, Stimuli - Role of reinforcement - extinction Generalization discrimination - advertising effect.	12
II-unit	Brand Loyalty: Perception - Concept - role Perceptual mapping - perceived risk Cognitive process, attributes prices - Consumer motivation - Freudian theory, Stimulus - response and trail approach - theories - personality types, Self - Concept - life style - Social character.	12
III-unit	Attitudes: Concept - Components of attitudes - development of attitudes - functional nature of attitudes - Attitudes models - tri-component attitudes model, multi-attributes attitude model, attitude towards the Ad-model.	12

Sl.No.	Topic Allotted	No. of Hours
IV-unit	Group Conformity:	12
	Reference groups and their relevance -	
	opinion leadership -	
	Class and culture -	
	Social stratification, Social class and consumer	
	behaviour -	
V-unit	Consumer Behaviour Models:	12
	Maslow's Hierarchy of needs,	
	Consumer - decision process model,	
	Howard - Sheth Model	
	Buyer Behavior - Model	
	Contemporary model -	
	Nicosia model -	
	Engel - Blackwell Miniard model -	

2022 - 23

LESSON PLAN

Name of the Lecturer K. B. Sravanthi

Department BBA

Paper TKM

Class DBBA **Year** III - 2022 **Semester** V th

Sl.No.	Topic Allotted	No. of Hours
I	Talent Management - overview, Scope of TM, Need of TM Talent development Approaches, Talent Management Assessment tools, steps to creating Talent Management System.	05
II	Finding & Hiring Fast-Track Talent, Selection through Talent Management Model, Talent planning Defining optimal Talent portfolio, The coaching process, Categories of Leaders & Attributes of Coaching Issues Surrounding Coaching, Training & Development Using Compensation plans Using Information Technology for Support.	18
III	Knowledge Meaning - Hierarchy, Tacit Knowledge VS Explicit Management, Individual knowledge conversion process, organisational knowledge Creation process, what is Knowledge Management, Process of KM Benefits of KM	09
IV	Virtual organisation and HRM, characteristics of	

K.B.S

Sl.No.	Topic Allotted	H...
	Virtual organisations, HR trends in virtual organisation. Employee functions in virtual organisations.	
√	Need for learning Organisations, Managing Innovations in org, Continuous learning, Managing knowledge as a business strategy - The RICE MODEL, Knowledge Management Cross functional Areas, Finance, Marketing.	17 02

K.B.S.

LESSON PLAN

Name of the Lecturer K.B. Sravanthi

Department BBA,ED & BBA

Paper Banking Theory and Practice

Class BBA **Year** I **Semester** I

Sl.No.	Topic Allotted	No. of Hours
I	Origin and growth of banking in India - Kinds of banks - Unit vs branch - Banking function of Commercial banks - Nationalization of Commercial banking in India - Narasimham Report Sec - Organization Structure - objects - functions	01
	Electronic Banking - Traditional Vs E-banking - factors E-banking - E-banking transactions Models for E-Banking a) Complete Centralized Solution b) cluster approach c) High Tech banking within bank. Advantages and Constraints in E-banking.	05
II	Definition of banker and customer - R/s of the Banker and Customer Special feature of relationship - opening of accounts - Special types of Customer - Minor - Married women - Companies - Partnership firms - Clubs and Non-trading Institutions.	
III	Loans & Advances - Precautions to be taken while advancing loans against Securities - goods documents of title to goods - Realization - Insurance policies - Collateral Securities - Bankers Receipts.	20
IV	Co-operative Banks - district - Co-op banks in India - Land development	

K.B.S.

Sl.No.	Topic Allotted	No. of Hours
	banks - regional rural banks - NABARD - Central Bank RBI - Need and importance - Constitution - Organisation Structure - management - Objectives - functions - Credit Centre - quantitative & Selective Credit Control methods - Critical Crossing of RBI its working.	
V	Negotiable instruments - characteristics - types of NI, Promissory notes - BOE cheques - crossing - types of crossing holder in due course privileges of a holder - In due course - endorsement - types of endorsements - Presentment dishonour - noting & protest discharge of parties from liability - duties and responsibilities of paying banker and collecting banker - Circumstances under which a banker can refuse payments of cheques - Consequences of wrongful dishonour - SEBI - Introduction & functions.	16 04

K.B.S.

LESSON PLAN

Name of the Lecturer K. B Sowmya

Department BBA(CA)

Paper Introduction to Entrepreneurship

Class BBA(CA) **Year** I - 2022 **Semester** I

Sl.No.	Topic Allotted	No. of Hours
I	Entrepreneurship - concept, functions, Need and Importance Definitions - Richard Cantillon, Adam Smith, Joseph Schumpter, peter F Drucker, what is an Enterprise - Entrepreneurial Functions - Innovation, Risk taking, Organization Building - Promotion functions - Discovery of an Idea, detailed Investigation, Assembling the requirements, Financing the proposition - Managerial functions - planning, Organising, Staffing, directing, leadership, Supervision, co-ordination and Controlling - Commercial functions - production, Finance, Marketing, Personal & Accounting.	05
II	Myths of Entrepreneurship - Advantages & Disadvantages of Entrepreneurship - Need for Entrepreneurship - Entrepreneurship process - Current Scenario of Entrepreneurship in the Economy	05
III	Concept of Entrepreneur - Types of Entrepreneurs according to Coaches - Types of Entrepreneurs according to nature and Size - Types of Entrepreneurs according	

K. B. S

Sl.No.	Topic Allotted	
	to Motivation - Types of Entrepreneurs according to Technology and others - Competencies of an Entrepreneur - Ideal Entrepreneur and Employee - Definitions, Concept and Functions of Entrepreneurship.	19
IV	Concept of Ethics and Business Ethics - Entrepreneurial Values - Core values Attitudes - Definition, Features, Sources - Essential Attributes of Entrepreneurs - Motivation and process - Maslow's Hierarchy and needs - Mac Clelland's Theory.	
V	Concept of Business Idea and ways to generate Ideas and its Importance - Types of Entrepreneurs based on personality - Feasibility Study - Features and types - Introduction and elements of Business plan - Difference between Business plan and feasibility Study - Women Entrepreneurs and their challenges.	13 06

K.B.

LESSON PLAN

Name of the Lecturer K. B Sravanthi

Department BBA

Paper Managerial Economics

Class I BBA Year 22-23 Semester II

Sl.No.	Topic Allotted	No. of Hours
I	Managerial Economics - Nature, Scope and Significance Concepts of economics - Colscount principle, Incremental, equi-marginal, time perspective, Opportunity cost) - relation with other branches - managerial decision making process - Capital budgeting & decision making - Capital budgeting - need & nature.	14
II	Demand determinants - demand distinctions - law of demand - Elasticity of demand - Indifference curve analysis - Consumer Surplus - Demand forecasting.	10
III	Production function with one variable Input & two variable Input - Supply analysis - cost Concepts & classification - National Income & Measurement - Bench marking & Total quality management - Break even analysis.	14
IV	Market Structure - meaning & classification - price output determination under perfect competition.	

K. B. S

Sl.No.	Topic Allotted	
	Monopoly - Monopolistic competition - oligopoly - pricing strategies - pricing methods - Cost plus pricing - transfer pricing - Marginal cost pricing - administered pricing - Pricing of multiple products.	14
V	Business cycle - phases, Consequences, measures - Inflation - nature & causes - Fiscal policy - monetary policy - Global financial crisis & Impact of global crisis in India - Eurozone crisis - Disinvestment in India.	17

K.B.E
03/04/2023

LESSON PLAN

Name of the Lecturer K.B. Sravanthi

Department BBA-ED

Paper INTRO TO ENTREPRENEURSHIP - II

Class BBSCO Year 2022-23 Semester II

Sl.No.	Topic Allotted	No. of Hours
I	Innovations leading to Entrepreneurial Innovation - Social Entrepreneurship - Definitions, Concept, differences Characteristics - Concept of risk taking and types - Internal and external risk - Role of Technology and Social Media in Creating New forms of Business - Barriers of Entrepreneurship - Business Incubation and Institutions Involved in EOP, MSME - Government policy and Support.	17
II	Concept and definition of Market - Types of Market Role of E-Business and E-commerce - Factors effecting Market - Micro and Macro - Market research Market Survey - Definition, Steps & Importance - Intensive expansion Strategy and market development Strategy - product development Strategy - Integrative expansion - Vertical & horizontal.	17
III	Elements of Business - Industry definition and types - Commerce - Trade and Auxiliaries to trade - Marketing	

K.B.S

Sl.No.	Topic Allotted	No. Hou
	mix - product, place, price, promotion - channels of distribution and factors affecting.	15
14	Inflow of cash, outflow of cash, cash book format for cash only, cash book format for cash and bank transactions - unit of sale - cost and price - Income Statement — cash flow projections - BCP - RoI, GOP, ROE.	15
15	Types of Resources - physical, human, Financial, Material, Intangible - Estimating Capital requirement and types of capital, capitalization - Sources of Finance - Debt & Equity - personal financing, Venture Capital financing - Sources of Raising Debt - Mentorship and types.	19

K.B. 09/04/2025

LESSON PLAN

Name of the Lecturer K.B.Sravanthi

Department ACM Marketing

Paper Business Law

Class ACM Year 22-23 Semester II

Sl.No.	Topic Allotted	No. of Hours
I	Agreement and Contract - Definition, meaning - Essentials of a valid contract - types of Contracts offer and acceptance - definition - essentials of a valid offer and acceptance - Communication and revocation of offer and acceptance consideration - definition and importance - essentials of a valid consideration - the doctrines of 'Stranger to contract' and 'No Consideration - No Contract' capacity to contract - Special rules regarding minors agreements - Consent - free consent - flaw in consent - coercion - undue influence - fraud - misrepresentation and mistake.	15
II	legality of object and consideration - Illegal and immoral agreements - agreements opposed to public policy - Agreements expressly declared to be void - wagering agreements and contingent Contracts - Discharge of a Contract - Various	

K.B.S.

Sl.No.	Topic Allotted	No. Hou.
	modes of discharge of a contract - breach of contract. types remedies for breach of a contract.	13
III	Contract of sale: Def: features - definition of the term of goods - rules of transfer of property in goods Differences between sale & agreement to sell - Rights of an unpaid Seller. Conditions & warranties - meaning & distinction - Express and implied Conditions & warranties - sale by non-owners - aution sale.	10
IV	Def of the term Consumer - Structure of Consumer Protection Act 1986 - Unfair trade practices - restrictive trade practices and complaints. Rights of Consumers - Consumer protection Councils Consumer redressal agencies - penalities for violation.	10
V	MOA - Contents - Alteration - Doctrine of ultravires and its effects - AOA - Doctrine of Constructive notice - doctrine of indoor management - exceptions. Management of Companies - directors - qualification Disqualification - appointment - removal rights & Duties - Company meeting & resolutions - Appointment of a Company Secretary.	15

K.B.S.
03/04/2023

LESSON PLAN

Name of the Lecturer: K. B. Sravanth

Department: BBA

Paper: Research Methodology BB19303

Class: MBBA Year: Second 2021-22 Semester: III

Sl.No.	Topic allotted	No. of Hours
1.	Research Def, mean, nature, scope & objectives	1
2.	Basic research terms & Types of Research	1
3.	Research problem Procedure & Pre-requisites	1
4.	Hypothesis & related terms, formation & features	1
5.	Fundamentals of Research design	1
6.	Significance of RD	1
7.	Features of RD	1
8.	Steps of RD, Types of RD	1
9.	Review of Literature, operational definitions	1
10.	Data collection & Measurement	1
11.	Definitions & features of data	1
12.	Primary data & Secondary data, Features	1
13.	Advantages & disadvantages	1
14.	Sources of data	1
15.	Case study method	1
16.	Sampling & Sampling design	1
17.	definitions & variables	1
18.	Methods of Sampling	1
19.	probability Sampling method	1
20.	Size of Sample	1
21.	Methods of Sampling	1

K.B.S.

Sl.No.	Topic allotted	No. of Hours
22.	Determination of Sampling Size	1
23.	Sampling & non-Sampling Errors.	1
24.	Attitude measurement and Scales	1
25.	definition of attitude, importance	1
26.	measurement of attitudes, concept of Scale	1
27.	Scale Classifications	1
28	Scale classifications	1
29.	Basic Statistical tools	1
30	Basic Statistical tools	1
31.	Data processing, editing	1
32.	Codification, Classification & tabulation	1
33.	Report writing & presentation	1
34	Definition, Purpose - report Synopsis	1
35	types of report,	1
36.	Features of a good report	1
37.	Structure of a good research report	1
38.	writing and formatting of reports.	1

K.B.

LESSON PLAN

Name of the Lecturer: K.B. Sravanthi

Department: BBA

Paper: GE (Principles of Management)

Class: _____ Year: II BBA Semester: III

Sl.No.	Topic allotted	No. of Hours
1.	Management - meaning, definition, nature	1
2.	Universality, Imp, Principles & Func of management	1
3.	Schools of mang thought	1
4.	Scientific management, meaning, Principles, Obj & Criti	1
5.	Planning - def - feat - Imp - Steps	1
6.	Types of Plans - Limitations of planning	1
7.	Organizing - authority, Powers, Sources of authority, resp & Ac	1
8.	Coordination - essence, need, and Principles	1
9.	techniques of Coord, Span of Sup - factors det Span of Sup	1
10.	Control - def - Process - Steps of control - area of Span Control	1
11.	Direction - meaning & imp - Principles of direction, motivation theory	1
12.	Maslow's Herzberg	1
13.	Importance of motivation & motivational techniques	1
14.	Leadership - meaning, imp - styles, theories of leadership	1
15.	Communication - Significance - process, types, barriers	1
16.	Techniques of effective Communication	1
17.	Morale - Concept & nature	1
18.	measurement of morale	1
19.	morale & productivity	1
20.	Building high morale	1
21.	Role 1 to 3 in Practicals	1

K.B.S

Sl.No.	Topic allotted	No. of Hours
22.	Q. no :- 4 to 6, 7	1
23.	Q. No :- 8 to 11	1
24.	Practical Exam	

K. B. C.

LESSON PLAN

...of the Lecturer: K.B. Sravanthi

...artment: BBA

...per: PRINCIPLES OF MANAGEMENT - BB/B104

Class: ABBA - 'A' Sec Year: I st Semester: I st

Sl.No.	Topic allotted	No. of Hours
1.	Management - Meaning & definition	1
2.	Nature of Management	1
3.	Universality of management & Importance	1
4.	Functions of Management	1
5.	Schools of Management thought	1
6.	Scientific Management - objectives	1
7.	Principles of Management & Criticisms	1
8.	Planning definition & features	1
9.	Importance of planning	1
10.	Steps in planning	1
11.	Types of plans	1
12.	Limitations of planning	1
13.	Organizing authority, Power	1
14.	Sources of authority	1
15.	Responsibility & accountability	1
16.	Delegation of authority	1
17.	Decentralization	1
18.	Departmentation	1
19.	Coordination & Essence of Management	1
20.	Meaning and need of Coordination	1
21.	Principles of coordination	1

K.B.S

Sl.No.	Topic allotted	No. of Hrs.
22.	Techniques of controlling	1
23.	Span of Supervision & factors	1
24.	Control - definition - Process	1
25.	Steps of control	1
26.	Requisites of good control system	1
27.	Direction - meaning & importance	1
28.	Principles of directing	1
29.	Motivation theory	1
30.	Theories of motivation - Maslow	1
31.	Mc Cleland & Hegberg	1
32.	Importance of motivation	1
33.	Motivational techniques	1
34.	Leadership - meaning - importance	1
35.	Styles of leadership	1
36.	Trait theory, behavioral theory	1
37.	Situational theory	1
38.	Communication - Significance - nature - Process	1
39.	Types of Communication & Barriers	1
40.	Techniques of building effective Communication	1
41.	Morale - Concept & nature & measurement	1
42.	morale & productivity building high morale.	1

K.S.S

LESSON PLAN

Name of the Lecturer: K.B. Sravanthi

Name of the Course: BBA

Name of the Paper: Talent & Knowledge Management

Class: BBA Year: III Semester: V

Sl.No.	Topic allotted	No. of Hours
1.	Talent Management - Overview & Scope of TM	1
2.	Need of TM	1
3.	Talent Development Approaches	1
4.	Talent Management Assessment tools	1
5.	Steps to Creating talent Management System	1
6.	Hiring Fast-Track Talent	1
7.	Selection through Talent Management model	1
8.	Talent planning - Defining optimal talent portfolio	1
9.	The Coaching process & Issues Surrounding Coaching	1
10.	Categories of leaders and Attributes of Coaching	1
11.	Training & Development - Compensational plans	1
12.	Using Information technology to Support	1
13.	Knowledge - Meaning Hierarchy	1
14.	Tactic Knowledge vs Explict	1
15.	Individual Knowledge Conversion process: Organising (1-Hour)	1
16.	What is Knowledge Management - Process of KM	1
17.	Benefits of Knowledge Management	1
18.	Virtual Organisation & HRM	1
19.	Features of virtual organisations	1
20.	HR Trends in virtual organisations	1
21.	Employee Features in virtual Organisations	1

K.B.S

Sl.No.	Topic allotted	No. of Hou
22.	Need for learning Organisations	1
23	Managing Innovations in Organisations	1
24.	Continuous learning	1
25.	Managing Knowledge as a business strategy	1
26.	The RICE Model :- Responsiveness, Innovation, Competence, Efficiency.	1
27.	Knowledge Management - Cross functional areas	1
28	Knowledge Management in Finance & Marketing	1

V-B

LESSON PLAN

Name of the Lecturer: K.B.Sravanthi
Department: BBA
Paper: Banking theory and Practice BB18102
Class: ABBA - B Year: I 21-22 Semester: I

Sl.No.	Topic allotted	No. of Hours
1.	Origin and growth of banking in India - Kirk	1
2.	Banking Systems, Banking functions of CB	1
3.	Nationalisation of CB in India	1
4.	Narsimham Committee report	1
5.	SBI - Org - struc - obj - functions	1
6.	E Banking, Traditional BK vs E-Banking	1
7.	Models of E-BK, Adv & Constraints in E-Bking	1
8.	Def of B-er & customer - R/S B/w Banker & Customer	1
9.	Opening of A/c's	1
10.	Special types of customer's	1
11.	Loans & Advances	1
12.	Precautions to be taken while advancing loans	1
13.	Documents of title	1
14.	Real Estate, Collateral Securities, Banker's [illegible]	1
15.	Co-operative Bk's & Types	1
16.	Land development banks	1
17.	Regional rural banks	1
18.	NABARD, Central Bank (RBI)	1
19.	RBI - obj - function - manag - os	1
20.	Credit Centre - Quantitative & Selective Cr Cont	1
21	Critical Cearing of RBI	1

14-8-[illegible]

Sl.No.	Topic allotted	No. of Hours
22.	Negotiable Instrument, Char, types	1
23.	Promissory notes, BOE	1
24.	Cheques, Crossing, types, Holder & Holder in due course	1
25	Endorsement - types - present'tn - noting & Protest	1
26.	Discharge, duties & resp of Paying banker & coll bk	1
27.	Circumstances ref, Crossing of wrongful dishonour	1
28.	Rule in Clayton's case Garnishee order	1
29.	Mortgage	1
30.	Types of mortgage	1
31.	Loans against equitable mortgage & legal	1
32.	D/B them	1
33.	Paying Banker	1
34.	collecting banker	1
35.	Features of RBI & NABARD	1
36.	Achi of NABARD	1
37.	Precaution of a banker for adv loans	1
38.	Documents of title of goods.	1

LOYOLA ACADEMY

(DEGREE & PG COLLEGE)

Teaching Plan for the Academic Year 2023 - 2024

SEMESTER -III

Department: BBAED **Class & Section: BBAED -GE** **Course Code: BBED** G23BMC01T

Name of the Faculty Member: K.B.Sravanthi **Course Title: Start Up Management**

Unit	Topics to be covered	Teaching Pedagogy	Learning Outcome	Skill Development Activity
I.	Evolution of the Concept of Entrepreneur, Characteristics of an Entrepreneur, Distinction Between an entrepreneur and a manager, Functions of an Entrepreneur, Traits/ Qualities of Entrepreneurs; Types of Entrepreneurs, Role of Entrepreneurship in Economic Development, Growth of Entrepreneurship in India, Problems and Development of Rural Entrepreneurship.	PPT Presentation	Develop a start-up Enterprise with Big Idea Generation.	By interacting with one to one and posing questions
II.	Entrepreneurship Development Programmes (EDPs) - Phases of EDP's and Evaluation of EDPs, Institutional Finance to Entrepreneurs like Commercial Banks-Other Major Financial Institutions such as IDBI, IFCI, IIBI, LIC, UTI, NABARD, SFCs, SIDBI, SIDCs, SIDBI, and EXIM Bank and venture capital firms. Role of Small Enterprises in Economic Development, Ownership Structures, MSME act.	PPT Presentation	Analyze start-up capital requirement by analyzing legal factors.	seminar

III.	Concept of women entrepreneur, Functions of women entrepreneurs, growth of women entrepreneurship in India, problems of women entrepreneurs, developing women entrepreneurship, limitations of women entrepreneurship	PPT Presentation	Interpret feasibility Analysis towards funding issues	quiz
IV.	Meaning of rural entrepreneurship – need for rural entrepreneurship, rural entrepreneurship / Industrialization in prospect, problems of rural entrepreneurship, how to develop rural entrepreneurship? NGO's and rural entrepreneurship	Chalk and black board	Assess growth stages in new ventures and reasons for scaling ventures	Group discussions
V.	Introduction – meaning of family business – types of family business – family business in India – advantages of family business – disadvantages of family business – major challenges faced by family business in India – business succession planning – making family business more effective	Chalk and black board	Evaluate financial stability and discuss on expansion possibilities	seminar

List of References (Book / ICT / Weblinks):

1. Vasanth Desai, "Dynamics of Entrepreneurial Development and Management", 2007, HPH, Millenium Edition.
2. S.S. Khanka, "Entrepreneurial Development", 2007, S. Chand & Co. Ltd.
3. Poornima M Charantimath, "Entrepreneurial Development and Small Business Enterprises"

Name of the faculty member & Signature: K.Saraswathi

Approved by Head of the Department: K.Saraswathi

LOYOLA ACADEMY

(DEGREE & PG COLLEGE)

Teaching Plan for the Academic Year 2023 - 2024

SEMESTER -III

Department: BBAED | Class & Section: NBBAED | Course Code: BBED[illegible]05 - DSC-D [illegible]

Name of the Faculty Member: K.B.Sravanthi

Course Title: Human Resource Management

Unit	Topics to be covered	Teaching Pedagogy	Learning Outcome	Skill Development Activity
I.	**Human Resource and Personnel Management** Introduction - Personnel Vs. Human Resources - Nature and Scope of HRM Features - Objectives - Importance of HRM - Role of HRM Functions of HRM: Managerial & Operative functions Meaning of Organizational Policies, Procedures & Programmes Organization of HRM: Role of Personnel/HR managers Qualifications and Qualities of Personnel/HR Managers Origin& Development of HRM	PPT Presentation	Understand the concept of HRM, functions and changing role of a hr manager.	By interacting with one to one and posing questions

VII.	**Job Analysis and Design** Job Analysis - Need, Technology, Process, Uses of Job Analysis-Job Description and Job Specification -Job Design, Job rotation, Job enlargement, Job Enrichment **Recruitment, Selection, Induction,** The Recruitment Process, Methods of Recruiting-The Selection Process, Type of tests,-Induction and Placement **Promotion, Transfer & Demotion** Promotion - Meaning - Purpose - Basis - Benefits - Problems - Promotion Policy Transfer-Meaning - Purpose - Types - Reasons - Benefits - Problems	PPT Presentation	Distinguish between the various methods of job design and interpret the techniques of acquisition of human resources	seminar
III.	HR Planning - Introduction - Objectives - Definitions - Need for HRP Benefits of HRP - Factors affecting HRP Process of HRP - Problems & Limitations of HRP **Performance Management and Appraisal** Performance Management- HRD approaches for Work life balance Performance Appraisal - Meaning of Performance Appraisal - Need - Objectives Methods - Uses of Performance Appraisal - Limitations	PPT Presentation	Explain the importance of HRP and point out the various HRD approaches for Work life balance and describe the concept of job evaluation	quiz

	Job Evaluation Job evaluation – Definition – Objectives – Methods/Techniques of Job evaluation Limitations & Problems of job evaluation			
IV.	**Human Resource Development** Meaning – Definitions – Principles of HRD Core concepts for improvement & development HRD **Total Quality Management** TQM – The Total Quality strategy **Career Planning & Development** Career Planning – Meaning – Need – Purpose Career Development – Actions – Advantages of Career Planning & Development	Chalk and black board	Analyse the core concepts of HRD, TQM and understand the concept of career development.	Group discussions
V.	**Trade Unions & Industrial Relations** Concept of Trade Union – Objectives – Problems – Employer's Association – Legal Status Membership and Financial Status-Collective Bargaining Features-Types – Process of Collective Bargaining – Employee Grievances and Discipline-Industrial Conflict – Resolution **Worker's Participation** Definition – Objectives Forms of Participation – Quality Work life	Chalk and black board	Explain the various concepts of worker's participation and quality of work life	seminar

List of References (Book / ICT / Weblinks):

1. Dessler Gary. **Human Resource Management** 10th edition. New Delhi: Pearson Publications.

...S. **Human Resource Management.** 2nd edition. New Delhi: Tata McGraw Hill Publications.

...K. 2007. **Human Resource and Personnel Management.** New Delhi: Tata McGraw Hill Publications.

...P. 2012. **Essentials of Human Resource Management and Industrial Relations.** 3rd edition. Mumbai: Himalaya Publications.

...P.G. 2006. **HRM Principles and Practices.** New Delhi: Vikas Publishing House Pvt Ltd.

6. Wayne Cascio, F. **Managing Human Resources (Productivity, Quality of Work Life, Profits).** 5th edition. New Delhi: Tata McGraw Hill Publications.

Name of the faculty member & Signature: K.B.Sravanthi

Approved by Head of the Department: K.B.Sravanthi

LOYOLA ACADEMY

(DEGREE & PG COLLEGE)

Teaching Plan for the Academic Year 2023 – 2024

SEMESTER -I

Department: BBA(CP) | **Class & Section: ABBA(CP)** | **Course Code: BBECC2103**

Name of the Faculty Member: K.R.Sravanthi | **Course Title: Introduction to Entrepreneurship**

Unit	Topics to be covered	Teaching Pedagogy	Learning Outcome	Skill Development Activity
I.	Entrepreneurship -concept , functions, need and importance, definitions, what is an Enterprise, Entrepreneurial functions	PPT Presentation	To prepare a business personal plan	By interacting with one to one and posing questions
II.	Myths of Entrepreneurship, advantages and disadvantages, need process, current scenario of entrepreneurship in the economy	PPT Presentation	To recognize the distinct entrepreneurial traits and establishing an enterprise	seminar
III.	Concept of Entrepreneur, types, difference between entrepreneur and employee, intrapreneurship definition, concept and functions.	PPT Presentation	To identify the training and development required to become an entrepreneur	quiz
IV.	Concept of ethics and ethics, entrepreneurial values, core values Attitude- definition, features, sources - Essential Attitudes of entrepreneurs- Motivation and process - Maslow's Hierarchy and needs – Mac Cleland's Theory	Chalk and Black board	To classify and analyse the sources mobilization and funding organizations and also identify various schemes provided by government	Group discussions
V.	Concept of Business idea and ways to generate ideas and its importance- Types of entrepreneur based on personality- feasibility study – features and types – introduction and elements of business plan –	Chalk and Black board	To recognize the registration process of a business enterprise	seminar

	difference between business plan and feasibility study - Women entrepreneurs and their challenges.			

List of References (Book / ICT / Weblinks):

1. Entrepreneurship – Poornima Gandhi 2020
2. Entrepreneurship Development – S. Anil Kumar , S.C.Poornima, Mani Abraham, K.JAYASREE 2019
3. https://youtu.be/[illegible]

Name of the faculty member & Signature: K.B.Saravanthi

Approved by Head of the Department: K.B.Saravanthi

LESSON PLAN

Name of the Lecturer: Mary Patricia

Department: Business Administration

Paper: Retail Marketing & CRM

Class: D Pdt Year: 3rd year Semester: VI

Sl.No.	Topic Allotted	No. of Hours
UNIT-I	Introduction to Retailing	12
	Meaning of retail and retailing - Store format - Types of retailers - Changes impacting retailers - Retailing in India - Changes affecting retailers growth in India.	
UNIT-II	Planning and Merchandise Management	12
	Meaning of merchandise management - category management - phases in merchandise planning - Sales forecasting for retailing - Determine assortment planning process - planogram - Retail location theories - for different types of retailers - Factors affecting the location.	
UNIT-III	HRM & Store Design	12
	Importance of HRM in retailing - Meaning of retail marketing - Understanding	

Sl.No.	Topic Allotted	No. of Hours
	Consumer behavior - Stages in buying process - Store design and layout: factors affecting pricing in retail Retailing and information technology Support systems - Meaning of IT and its growing role in retailing.	
UNIT-IV	Customer Service Meaning of Customer Service - Customer's perspective of service quality - The parasuraman Zethaml and Berry model. Approaches to develop customer service advantages perceived service - Expected service - The Gaps model to improve quality of retail Service Quality - Handling service problems and complaints	12
UNIT-V	Customer Relationship Management - Meaning - Importance - steps involved in CRM process - identifying specific market segment - Develop CRM programs for different segments - Relationship based buying.	12

Part-A

LESSON PLAN

Name of the Lecturer: Mary Patricia

Department: Business Administration

Paper: Marketing Management

Class: M.B.A. Year: 2nd Year Semester: IV

Sl.No.	Topic Alloted	No. of Hours
UNIT-I	Marketing – Concept – Evolution – definitions – Nature and Scope – Significance of marketing – Marketing Management tasks, Distinction between marketing concept and selling concept – Role of marketing in developing Economy – Marketing by Non-profit Organisations. Marketing Environment – Micro Environment – meaning – Factors influencing micro Environment – Macro Environment – factors influencing – SWOT analysis (with reference to micro)	12
UNIT-II	Market Segmentation and Targeting – Identification of market segments – Segmenting consumer markets – segmenting Firms – Selecting target Markets – Segmentation and Targeting as a basis for marketing formulation – Developing and communicating a positioning strategy.	12

Sl.No.	Topic Allotted	No. of Hours
UNIT-III	Marketing Mix: Product - definition - levels of product - classification of products - product mix decisions - product life cycle decisions - Brand decisions - packaging and labeling decisions - New product development - stages in new product development process - Product life cycle - Stages involved. Price - Setting price - process - selecting a price method - adapting the price - Geographical pricing - price discounts and allowances - promotional pricing	12
UNIT-IV	Channels of Distribution - Marketing channels - number of channel levels - Channel designs - Channel dynamics - Promotion - mix - process - communication process - Advertising - designing - deciding on the media - sales promotion	12
UNIT-V	Service Marketing :- Concept - services - Nature of services - classification of services - Service Marketing mix - Strategies for Service Marketing - Service Quality - Direct and online marketing - Importance - forms - online marketing - domains - challenges.	12

LESSON PLAN

Name of the Lecturer: Mary Faticra

Department: Business Administration.

Paper: Strategic Management.

Class: Basic Year: 1st yr Semester: V

Sl.No.	Topic Allotted	No. of Hours
UNIT I	Strategic Management - Introduction - Definition - Strategic Management Process. Strategic intent, hierarchy of strategic intent - Developing a strategic vision Mission statement - Establishing Objectives, Crafting Strategies.	12
UNIT II	Environmental Analysis: Industry Analysis - Significance and framework for Industry analysis - Michael porter's five force model Competitive Analysis - Forces shaping Competition in an industry - Competitor analysis - Strategic Groups framework for competitor analysis.	12 hours
UNIT III	Strategy Formulation. Corporate level Strategy - Balanced score card - Grand strategies - Strategic	

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Sl.No.	Topic Allotted	No. of Hours
	Alternatives - Growth / Expansion Strategies Strategic Growth options - Ansoff's Growth vector, Diversification Strategies, Related and unrelated diversifications Vertical Integration Strategies, Stability Strategy - Retrenchment Strategies - Competitive Strategies - Portfolio Analysis BCG Matrix & GE Nine Cell matrix	
UNIT IX	Tailoring Strategy to Fit Specific Industry & company Situations - Industry life cycle stages - Strategies for competing in Emerging Industries Turbulent & high velocity markets - Maturing Industries - Stagnant Industries and Fragmented Industries	12
UNIT X	Strategic Implementation and Control Structural issue - Matching structure with strategy Behavioural issue - Empowerment as a way of influencing behaviour - Managing political behaviour - Strategic leadership and competitive advantage Ethics and Strategy - Creating a strategy supportive culture and strategic control.	12

LESSON PLAN

Name of the Lecturer Mary Patricia

Department Business Administration.

Paper Principles of Management

Class B.B.A Year 1st Year Semester I Odd sem (22-23)

Sl.No.	Topic Allotted	No. of Hours
UNIT-I	Introduction - Management - meaning and definition - Nature - Universality of management - Importance of management - principles & functions of management - schools of management - thought - scientific management - Meaning - Principles - objectives of management - Criticism.	18 hours
UNIT-II	Planning & organizing Planning - definition - features - importance - steps in planning - Types of plans - limitations of planning - Organizing - authority - power - source of authority - Responsibility & accountability - Delegation of Authority - Decentralization - departmentation.	18 hrs
UNIT-III	Coordination & control. Coordination - Essence of management - Meaning and need of coordination	18 hrs

Patel

Sl.No.	Topic Allotted	No. of Hours
	principles of coordination - Techniques of controlling - Span of supervision - factors determining Span of supervision - control definition process - Type of control Requisites of good control system.	18 hrs
UNIT-IV	Direction & Motivation	
	Direction - meaning and importance principles of directing - Motivation theory - theories of motivation - Maslow McClelland & Herzberg - Importance of motivation and motivational Techniques.	
UNIT-V	Leadership & Communication	18 hrs
	leadership - meaning - importance - styles Theories of leadership - Trait theory Behavioural theory - Situational theory Communication - Significance - nature - process - Types of communication - Barriers of Communication - Techniques of building Effective communication - Morale - Concept and Nature - Measurement of morale - Building high morale - Morale & productivity	

LESSON PLAN

Name of the Lecturer: Mary Patricia

Department: Business Administration

Paper: Value Education.

Class: BBA Year: I Semester: II

Sl.No.	Topic Allotted	No. of Hours
UNIT-I	Introduction to Ethics	6
	Why value Education - Reasons to	
	have Ethics for life - Accepted Norms	
	and counter values - Dimensions of	
	Human Development: Physical, intellectual	
	Emotional, Moral, Spiritual and social.	
UNIT-II	Approach to life:	6
	Conscience and Pseudo-conscience	
	Happiness as life goal - values needed	
	and lived in religions - Experience of God	
	love. The Three Components of Love	
	Some of the basic stages and issues	
	of life: Family, love, sex, Marriage.	
UNIT-III	Concern for others	
	Self and Another - Human content.	6
	Moral problems of a society - True	
	society, social Dream, social [illegible]	

P.T.O.

Sl.No.	Topic Allotted	No. of Hours
UNIT-IV	Social silence, social indifference - Transformation of self Definitions & personality - characteristics of personality - Elements of personality Traits of good personality, self-identity self concept, self-discovery - self acceptance self esteem. Worksheet (1) Self Estimation	6
UNIT-V	Life Enrichment skills Purpose of life - Goal setting - Characteristics of Goals - Building Relationships - Time Management - Stress Management - Emotional Management - Conflict Management - Team Management (Group Dynamics) Work sheets (1) & (2) Anger Management Team Management.	6 hrs

LESSON PLAN

Name of the Lecturer: Dr Sangeeta Peter

Department: BBA

Paper: Corporate Governance And Business Ethics

Class: ASBA-BO Year: I Semester: II

Sl no		Topic allotted	No of Hours
UNIT-I	Introduction		15 Hrs
	Values, Importance, sources, types		
	loyalty, Ethical Behaviours - Values		
	across Cultures, Business Ethics -		
	Nature, Characteristics and needs		
	Ethical practices in Management		
UNIT-II	The Ethical Value System (theories)		15 Hrs
	Universalism Theory - Utilitarianism		
	Theory, Distributive Justice Theory,		
	Social Contract Theory, Individual		
	freedom of choice - Professional Code		
	in Corporate Relationship between		
	culture and Ethics. Ethical Value		
	in different Cultures; Relation between		
	Culture and Individual Ethics		
UNIT-III	Laws and Ethics		15 Hrs
	Meaning of Law and Ethics -		
	Relationship between Law and		
	Ethics. Other bodies in exploring		
	Ethical Business Behaviours (		
	Corporate, government, financial		
	institutions and NGO) Impact of		
	Laws on Business Ethics - Social		
	Responsibilities of Business Environmental		
	Protection, Fair Trade Practices - Safeguarding		
	of health and well being of Consumers		
	(marketing)		

S NO:	TOPIC ALLOTTED	NO. OF HOURS
UNIT-IV	Corporate Governance	15 Hrs
	Meaning of Corporate Governance, Issues and need Corporate governance code, Transparency and disclosure in the corporate, Role of auditors, Board of directors, Share holders	
UNIT-V	Issues of Governance	15 Hrs
	Global issues of governance, accounting and regulatory framework Corporate scams, Committees in India and abroad dealing with corporate governance. Corporate social responsibility. Introduction to Companies Act, 2013, Provisions relating to Corporate Governance	

Sl no | Topic allotted | No. of Hours

LESSON PLAN

Name of the Lecturer Dr. Sangeeta Peter

Department BBA

Paper Human Resource Management

Class NBBA-B **Year** II **Semester** IV

Sl no		Topic allotted	No of Hours
UNIT-I	Human Resources and Personnel Management		12 Hrs.
	Introduction-Personnel & Human Resources- Nature and scope of HRM. Features, Objectives importance of HRM, Role of HRM, Functions of HRM- Managerial & Operative functions. Meaning of Organizational Policies, Procedures & Programmes. Organization of HRM, Role of Personnel/HR managers. Qualifications and Qualities of Personnel/HR Managers. Origin & Development of HRM.		
Unit II	Job Analysis and Design		12 Hrs.
	Job Analysis- Need, Technology, Process, Uses of Job analysis. Job Description and Job specification. Job Design, Job rotation, Job enlargement, Job Enrichment, Recruitment process methods of recruiting. Selection process, Types of tests. Induction and Placement. Promotion - Meaning, purpose Basis, Benefits, Problems, Promotion Policy.		

S.NO:	Topic Allotted	No. of Hours
	Transfer - meaning purpose, types - reasons, benefits problems. Demotion - Meaning, Need Demotion Policy.	
UNIT III	H.R. Planning	12 Hrs
	HR Planning - Introduction, Objectives, definition, need for HRP. Benefits of HRP - Factors affecting HRP. Process of HRP - Problems & limitations of HRP. Performance Management - HRD approaches for Work life balance. Performance Appraisal, Meaning, need objectives, methods, uses, limitation. Job evaluation - definition, objectives, methods, techniques, limitations & problems.	
UNIT IV	Human Resource Development.	12 HRS
	Meaning, definitions, Principles, Core concepts for improvement & development HRD. Total Quality Management, strategy. Career Planning Development meaning, need, purpose, actions, advantages and development.	
UNIT V	Trade Unions & Industrial Relations.	12 hrs.
	Concept of trade union, objectives, problems. Employers Association - legal status, membership and Financial Status, Collective Bargaining, features, types, process of Collective bargaining. Employee Insurances and Discipline. Industrial Conflict - Resolution. Worker's Participation - definition, objectives, forms of participation, Quality work life.	

Sl no	Topic allotted	No of Hours

LESSON PLAN

Name of the Lecturer Dr. Sangeeta Peter

Department BBA

Paper Company Law

Class IBBA **Year** III **Semester** VI

Sl no		Topic allotted	No of Hours	No. of Hours
Unit 1	Introduction			15 hrs
	Introduction to companies act 1956, definition of company, nature, characteristics. Lifting the corporate veil, incorporation of company. Memorandum and articles of association, doctrine of constructive notice, doctrine of indoor management, alteration of memorandum and articles of association.			
Unit 2	Prospectus and Share Capital			15 hrs
	Kinds of companies, issue of prospectus, contents of prospectus. Issue of shares, surrender, forfeiture. Reissue of forfeited shares, transfer, issue of bonus shares and right shares, depository system, share capital - alteration, reduction, consolidation, sub-division and reorganization of share capital			
Unit 3	Borrowing Powers and Debentures			15 hrs
	Borrowing powers, ultra vires borrowing, Registration of charges. Debentures, types. Mortgages and creation of charges.			

S.NO:	TOPIC ALLOTTED			NO. OF HOURS
Unit IV	Company Management			15 hrs
	Company management - directors, number of directorships. Appointment - qualifications, disqualification and removal, resignation, Managerial remuneration - powers, duties & liabilities of directors. Contracts in which directors are interested. Meetings, Kinds of meetings, notice, agenda. Resolution, types of resolutions, quorum, proxy.			
Unit V	Reconstruction and Amalgamation			15 hrs
	Reconstruction and amalgamation, winding up - meaning. Modes - winding up by court - powers of court - grounds for winding up. Provisions applicable for winding up proceedings. Types of winding up - Voluntary winding up creditors winding up. Consequences of winding up.			

LESSON PLAN

Name of the Lecturer M.Sweena

Department BBA

Paper Corporate Governance and Business Ethics

Class ABBA **Year** I **Semester** II

Sl.No.	Topic Allotted	No. of Hours
UNIT-I	Introduction	
	Values - Importance, Sources of Value Systems, Types Values, Loyalty Ethical Behaviour, values across Cultures Business Ethics - Nature Characteristics and needs Ethical practices in Management.	15HRS
UNIT-II	The Ethical Value System Theories) Universalism Theory, Utilitarianism Theory, Distributive Justice Theory, Social Contracts Theory, Individual freedom of choice- the concept professional codes in the corporate, Relationship between Culture & Ethics, Ethical Values in different Cultures Relations between Culture & Individual Ethics	15hrs
UNIT-III	Law & Ethics	15hrs
	Meaning of law & Ethics, Relationship between Law & Ethics other bodies in enforcing Ethical Business Behaviour (Corporates, government, financial Institutions and NGO) Impact of Laws on Business	

Sl.No.	Topic Allotted	No. of Hours
	Business ethics, Social Responsibilities of Business, Environmental protection, fair trade practices, fulfilling all National obligations under various Laws, implementation of govt. acts & policies, safeguarding of health & well being of the Customers (Marketing).	
UNIT-II	Corporate Governance	15hrs
	meaning of Corporate Governance issues and need Corporate governance Code Transparency and disclosure In the Corporate Role of auditors Board of directors Share holders	
UNIT-III	Issues of Governance	15hrs
	Global issues of governance Accounting & regulatory frame work Corporate Scams Committees in India & abroad dealing with corporate governance Corporate Social Responsibility Introduction to Companies Act, 2013- provisions Relating to Corporate Governance.	

LESSON PLAN

Name of the Lecturer M. Swetha

Department BBA

Paper Human Resource Management

Class MBBA Year II Semester IV

Sl.No.	Topic Allotted	No. of Hours
UNIT-I	Human Resource & Personnel management	12 Hrs
	Introduction - personnel Vs. Human Resources - Nature and Scope of HRM, features - objectives Importance of HRM - Role of HRM - functions of HRM Managerial & operative functions, meaning of organisation policies & procedures & programmes organisation of HRM, Role of personnel/HR manager Qualifications & Qualities of personnel/HR Manager Origin & Development of HRM	
UNIT-II	Job Analysis & Design	12 Hrs
	Job Analysis - need, Technology, process, uses of Job Analysis, Job Description & Job Specification Job Design, Job rotation, Job Enlargement, Job Enrichment, Recruitment, selection, Induction, Recruitment process, methods of Recruiting, The selection process, The types of test, Induction & placement: promotion, Transfer & Demotion, Promotion meaning	

By

SL No.	Topic Allotted	No. of Hours
	purpose - Basis, Benefits, problems, Promotion policy	12 hrs
	Transfer, meaning, purpose, Types, Reasons, Benefits problems, Demotion - meaning, need, Demotion policy	
UNIT-II	HR planning :- Introduction - objectives Definitions, Need for HRP, Benefits of HRP - Factors affecting HRP, Process of HRP, problems & Limitations of HRP performance management - HRD approaches for work life balance performance Appraisal, meaning of performance Appraisal, Need - objectives, methods, uses of performance Appraisal - limitations.	
	Job Evaluation :- Job evaluation - Definition, objectives, methods/ Techniques of Job evaluation, limitations/ problems of job evaluation.	
UNIT-III	Human Resource Development - meaning, definitions, principles of HRD, Core concepts for Improvement/ development HRD Team - The total Quality Strategy. Career planning - meaning, Need, purpose, Career Development, Actions, Advantages of Career planning & Development	12 Hrs
UNIT-IV	Trade unions & Industrial Relations Concepts of Trade unions objectives - problems, Employer's Associations, Legal Status, membership & financial status, collective bargaining, Employee Grievances, Workers participation - Definition - objectives, Forms of Participation, Quality of work life	

LESSON PLAN

Name of the Lecturer: M. Swetha

Department: BBA

2022-23

Paper: Leadership and Change

Class: IBBA Year: III Semester: V

Sl.No.	Topic Allotted	No. of Hours
UNIT-I	Leadership	12 hrs
	characteristics, Qualities of Leadership	
	Theories of leadership:	
	Trait theory, Situational theory, Behavioural Theory	
	Leadership Styles:	
	Autocratic, participative, Laissez-faire	
	paternalistic	
UNIT-II	Change management	12 hrs
	Introduction, Overview of change	
	Forces of change, Change models	
	Change programmes, Change levers, Change as growth	
	Change as transformation, Change as turnaround	
UNIT-III	organisational change	12 hrs
	Meaning, types	
	Technology & Change: Technology Change with	
	Human faces	
	Resistance to Change vs. Inviting Change: Reasons	

Sl.No.	Topic Allotted	No. of Hours
	Approaches to organisation Change	
UNIT-IV	Resistance to Change	12hrs
	Factors Contributing to Resistance	
	Cognitive & affective processes	
	Recognizing Resistance, Managers as resistors to Change	
	Suggesting to manage Resistance	
UNIT-V	Planning and organisation Change	
	organisation Development	
	Linking Vision and Change	
	Content of meaningful Vision	
	Strategies for Communicating Change	

LESSON PLAN

Name of the Lecturer M. Sweetha

Department BBA-GD

Paper Organisational Behaviour

Class I BBA GD Year 2022-23 Semester II

Sl.No.	Topic Allotted	No. of Hours
UNIT-I	Organizational Behaviour: Meaning, importance and historical development of organisational behaviour, Factors influencing organisational behaviour perception & Attribution - concept, nature and process, Factors influencing perception Values and Attitudes: personality - stages of personality development Determinants of personality. Concepts & theories of learning.	18 hrs
UNIT-II	Motivation:- Concept, importance & theories of motivation Leadership Concept, characteristics, theories & Styles of leadership, Managerial grid leadership continuum & Leadership effectiveness.	18 hrs
UNIT-III	Group Dynamics meaning of groups & group dynamics, Formation, characteristics & types of groups. Theories of Group dynamics, Group cohesiveness - factors influencing group cohesiveness, Group decision making process.	

LESSON PLAN

Name of the Lecturer M. Swetha

Department BBA GD

Paper Organisation Behaviour

Class ABBA... Year 2022-23 Semester II

Sl.No.	Topic Allotted	No. of Hours
UNIT-I	Organisation Behaviour: Meaning, importance and historical development of organisation behaviour, Factors influencing organisation behaviour. perception & Attribution - concept, nature and process, factors influencing perception. Values and Attitudes - personality - stages of personality development. Determinants of personality. Concepts & theories of learning.	18hrs
UNIT-II	Motivation: Concept importance & theories of motivation. Leadership Concept, characteristics, theories & styles of leadership. Managerial grid, Leadership continuum & Leadership effectiveness.	18hrs
UNIT-3	Group Dynamics meaning of groups & group dynamics, Formation, characteristics & types of groups. Theories of group dynamics, Group cohesiveness - factors influencing group cohesiveness, Group decision making process	18hrs

Sl.No.	Topic Allotted	No. of Hours
	Types of teams. Analysis of interpersonal Relationship Transactional Analysis. Johari window.	
Unit IV	Management of change	18 hrs
	meaning & importance of Change. Factors contributing to organisational change. Change agents, Resistance to change. Causes of and dealing with Resistance to change. organisational Development - meaning & process.	
Unit V	organisational Culture, Conflict and Effectiveness:- Concept of organisational Culture. Distinction between organisational culture and organisational climate. Factors influencing organisational culture, morale Concept and types of morale, managing conflict organisational effectiveness - Indicators of organisational effectiveness. Achieving organisational effectiveness organisational Power and politics.	

LESSON PLAN

Name of the Lecturer M. Swetha

Department BBA

2022-23

Paper Macro Business Environment

Class MBBA I Year II Semester III

Sl.No.	Topic Allotted	No. of Hours
(1)	Macro Economic Framework of Indian Economy concepts of Economic growth & Development - Determinants of Economic Development meaning & features of under developed countries National Income. Nature of modern business environment Business environment - micro & macro Environment macro Economic Scenario of indian Economy, Basic characteristics of Indian Economy.	15 hrs
UNIT-II	circular flow of income- 2&3 sector model Keynesian theory of Employment Income - AD & AS Consumption function Investment function Concept of multiplier Determinants of propensity to Consume	15 hrs
UNIT-III	Economic reforms- origins& concepts of LPG privatization- meaning, methods & forms of privatization in India, disinvestment in India - Causes & Consequences	15 hrs

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Sl.No.	Topic Allotted	No. of Hours
	Globalization - meaning, Measures & Impact on India	
	Infrastructure - meaning and types of Infrastructure	
	WTO - objectives, features, functional structure	
	WTO agreements, WTO & India - Impact	
UNIT-IV	Economic planning in India - meaning, Definition, features & types of planning. Short term & long term	15 hrs
	Objectives of planning in India, Latest 5 year	
	plan features. New IPR - 1991 - features & critical	
	evaluation. Inflation - meaning, types, Causes	
	Of Inflation - demand pull & cost push	
	Monetary policy - meaning, objectives & Instruments	
	Fiscal policy - meaning, objectives & Instruments	
UNIT-V	Industry role in India's development	
	Pattern of Industrial diversification	
	Pre-Reforms Post Reforms era	
	Role of public sector in India	
	SSI - meaning, definition & Importance	
	Problems & measures of SSI	
	Foreign investment - meaning, merits & demerits	
	MNC's - Role	

LESSON PLAN

Name of the Lecturer M. Swetha 2022-23

Department BBA

Paper International Business

Class DBBA Year III Semester V

Sl.No.	Topic Allotted	No. of Hours
UNIT-I	An overview International business: A global Perspective- Emergence of Globalization Drivers of Globalization- Internationalization process, stages in International Business - Approaches to International Business- The world of International Business: Regional and Global strategy, The multinational Enterprise - Trend and International Business, International Trade Theories Environment of International Business- Cultural environment and political Environment.	12hrs.
UNIT-II	Global business and National Regulation Rationale for Government Intervention- Forms of Trade Regulation at National level- Tariff & Non-Tariff barriers - Regional Economic integration Levels of Economic Integration, Benefits & costs of Economic Integration - Major Trading Blocks: EU, NAFTA, ASEAN & SAARC, multilateral Regulation of-	12 hrs

Sl.No.	Topic Allotted	No. of Hours
	Trade and Investment - Basic Principles of multilateral Trade Negotiations. GATT & its early Rounds - World Trade organisation - structure & functions TRIPS & TRIMS WTO & India - UNCTAD	12hrs
UNIT-III	Global Business & Entry Strategies Global market Entry Strategies. Exporting, Licensing franchising, contract Manufacturing, Assembly & Integrated local manufacturing, Global ownership Strategies. Strategic Alliance types of strategic Alliances, Partners, Managing & Sustaining Strategic Alliance - Cost & Benefit Analysis of entry Strategies Entry Analysis & Entry strategy configuration	
UNIT-IV	Global E-business	12hrs
	Conceptual framework of E-business - Prerequisites for effective E-business Transacting E-Enabled business Process Transformation & Challenges. E-business Technology & Environment - E-business application, Models Alternative - Strategies - Global E-marketing Processing of International Trade Documents formalities for global E-business	
UNIT-V	Strategy and Global organization Global strategic planning	12hrs
	Going global & Implementing strategies intercultural Communication International HRM in Global context	

NAME: D. ARPITHA RANI
DEPARTMENT:COMPUTER SCIENCE AND ARTIFICIAL INTELLIGENCE
SUBJECT: PROBLEM SOLVING AND PROGRAMMING IN 'C'
CLASS: ACSAI SUBJECT CODE:CSAI21104
YEAR:I(2022-23) SEM:I

LESSON PLAN

SNO	TOPIC NAME	NO OF HOURS
1.	**UNIT-I** Introduction to C programming	3
2.	Algorithms and Flow charts	2
3.	Structure of C program	2
4.	Files used in a C program	2
5.	Compiling and executing C program	2
6.	C tokens, Constants, Character set in C, Keywords	3
7.	Identifiers	1
8.	**UNIT-II** Data Types in C, Enumerated data types, typedef	2
9.	Variables and scope of a variables	2
10.	Data input and output statements in C	3
11.	Operators and expressions	3
12.	Type conversion and Typecasting	2
13.	Conditional Branching Statement – if, if-else, if-else-if, switch case	3
14.	**UNIT-III** Iterative Statements – while loop, do-while loop, for loop	3
15.	Nested loops, break and continue statements, goto statement	3
16.	Arrays - Single and double dimensional arrays	3
17.	Arrays - Single and double dimensional arrays	3

18.	string manipulation functions	3
19.	**UNIT-IV** Function- Declaring, defining and invoking functions	2
20.	Categories of functions-Built-in functions	2
21.	Passing parameters to functions – call by value & call by referen	2
22.	Storage classes	2
23.	Recursion	1
24.	Pointers - Declaration, passing pointer to functions	2
25.	Pointers and one dimensional arrays	2
26.	Dynamic memory allocations.	2
27.	**UNIT-V** Structures - Simple structures, nested structure, Array of structures	3
28.	Unions-Differences between Structures and Unions	3
29.	File handling - Various modes, File operations – fopen(), fclose()	3
30.	File input output functions – fputc(), fgetc(), fputs(), fgets(), getw(), putw(), getc(), putc(), fprintf(), fscanf(), getchar(), putchar()	3
31.	Random accessing file – fseek(), ftell(), rewind()	3

LESSON PLAN

DEPARTMENT: B.Sc. Artificial Intelligence
CLASS: ACSAI **I** Year **I** Semester **PAPER:** Mathematics for AI
LECTURER NAME: Ms. Bindu Babu

S.NO.	TOPIC ALLOTTED	NO. OF HOURS
	UNIT – I	
1.	Definition of statements and compound statements	5
2.	Conjunction, disjunction, conditional and bi-conditional	5
3.	Truth tables and logical equivalence-tautology, contradiction and contingency	4
4.	Proving methods- different types of proof	4
	UNIT – II	
5.	Basics of counting-sum rule, product rule	3
6.	Permutation and combination	4
7.	Permutation with repetition and without repetition	3
8.	Restricted permutation and combination	3
9.	Pigeon hole principle and applications	2
10.	Principle of inclusion and exclusion	2
	UNIT – III	

11.	Definition of Recurrence relation	2
12.	Solving recurrence relation	3
13.	Solving linear homogenous recurrence relation by substitution method	3
14.	Solving linear homogenous recurrence relation by generating functions	3
15.	Solving non homogenous recurrence relation	3
	UNIT – IV	
16.	Definition of a matrix, sub matrix and rank of matrix	3
17.	Problems on finding rank of matrix using echelon form	3
18.	Problems on finding rank using normal form	4
19.	Solving system of equation by homogenous equation	2
20.	Solving system of equation by non homogenous equation	2
	UNIT – V	
21.	Definition of eigen value, eigen vector and characteristic roots	2
22.	Finding characteristic roots and eigen values of a matrix	3
23.	Statement of Cayley Hamilton theorem	2
24.	Finding characteristic equation and verifying Cayley Hamilton theorem	3
25.	Quadratic forms-Reducing quadratic form to canonical form	2

NAME: K. BALARAMAKRISHNA
DEPARTMENT: CSAI
SUBJECT: **GENERAL ENGLISH –II**
CLASS: ACSAI **SUBJECT CODE**:EN18201
YEAR: I(2022-23) **SEM:II**

LESSON PLAN

SNO	TOPIC NAME	NO OF HOURS
32.	**UNIt-I** Biography From the text "Mokshagundam Visvesvaraya" Explanation of the text,	2
33.	Grammar---- Conjunctions, Adverbs	2
34.	Vocabulary--- Prefixes and Suffixes	2
35.	Writing Skill--- Paragraph Writing	2
36.	Speaking Skill – Role Plays	1
37.	**UNIT-II** Health From the text "Three Days to See" Explanation of the text	2
38.	Grammar------Usage of Modal Auxiliary Verbs	2
39.	Vocabulary --- - Collective Nouns ,Technical Vocabulary	2
40.	Writing Skill--- Report Writing	2
41.	Speaking Skill--- -Jam	1
42.	**UNIT-III** Short Story From the text "Leela's Friend" by R.K.Narayan Explanation of the text	2
43.	Grammar--- Phrasal Verbs, Wh- Questions	2
44.	Vocabulary ---- Noun and Verb Suffixes	2
45.	Writing Skill--- Writing a Narrative	2

46.	Speaking Skill--- Debates	1
47.	**UNIT-IV** Inspiration From the text "The Last Leaf" by O. Henry Explanation of the text	2
48.	Grammar---- Prepositions	2
49.	Vocabulary ----- Idioms	2
50.	Writing Skill---- Précis Writing	2
51.	Speaking Skill--- Presentations	1
52.	**UNIT-V** Human Interest From the text" The Convocation Speech	2
53.	Grammar------ Active and Passive Voice	2
54.	Vocabulary— One-word Substitutes	2
55.	Writing Skill- - Essay Writing	2
56.	Speaking Skill----Group Discussions	1

NAME: K musaliah
DEPARTMENT: CSAI
SUBJECT: INDIAN HERITAGE & CULTURE
CLASS: ACSAI **SUBJECT CODE**: IC19201
YEAR: I(2022-23) **SEM:II**

LESSON PLAN

SNO	TOPIC NAME	NO OF HOURS
1.	**UNIt-I** INTRODUCTION – IMPACT OF GEOGRAPHY ON INDIAN CULTURE Meaning of culture – Characteristics of Indian Culture and Caste system •Indus Valley Civilization and Vedic/Aryan Culture • Golden Age of Indian Culture– Mauryas and Guptas, Satavahavas, Pallavas, Cholas.	6
2.	**UNIT II** MEDIEVAL INDIA – INFLUENCE OF ISLAM ON INDIAN CULTURE Cultural Development under the Delhi Sultanate and Mughals • Contribution of Sher Shah and Akbar to Indian Administrative System • Cultural Achievements of Kakatiya and Vijayanagara rulers • Indian Fine Arts –Painting, Music, Dance and Sculpture	6
3.	**UNIT III** IMPACT OF WEST AND REFORM MOVEMENTS Influence of Western culture on Indian Society • 19th century Socio Religious Reform Movement –Raja Ram Mohan,Ishwara Chandra • Vidyasagar and Veerasalingam Rise of Subaltern	6

	Movements in India– Jyothirao Phule-Savitribai Phule,E.V • Ramaswamy Naikar – Narayana Guru-Dr.B.R.Ambedkar Rise of Indian National movement-Moderate, Extremist and Gandhian Era	
4.	**UNITIV** IMPACT OF RELIGION AND COSTITUTIONAL INSTITUTIONS Hinduism – Islam – Christianity – Jainism and Buddhism -Sikhism – Zoroastrianism • Democratic system in India- -Parliament and Judiciary- Election Commission • Impact of Press and Social Pressure groups on Indian Culture • Know your Rights – Classification of Rights and Importance	6
5.	**UNIT V** IMPACT OF CONTEMPORARY GENDER ISSUES Woman and Child rights- Violence against Women and Children• Gender issues - LGBT• Youth Unrest and Reasons- Alcoholism, Drug Addiction and other Addictions• Terrorism – Causes and Consequences	6

NAME:ANUSHA
DEPARTMENT: CSAI
SUBJECT: PROBABILITY & STATISTICS
CLASS: ACSAI **SUBJECT CODE**: : CSAI21201
YEAR: I(2022-23) **SEM:II**

LESSON PLAN

SNO	TOPIC NAME	NO OF HOURS
1.	**UNIt-I** Various measures of Central Tendency – Mean, Median & Mode, Random variable	3
2.	Discrete Random variable & Continuous Random variable, Probability Mass & Density functions	3
3.	Mathematical Expectation: Mathematical Exception, Addition Theorem of expectation, Multiplication theorem of expectation. (Excluding Derivations – Problems only)	3
4.	Correlation and Regression: Simple correlations, coefficient of correlation	2
5.	Rank correlation	2
6.	Regression and regression lines	2
7.	**UNIT–II** Theoretical Distributions: 1. Discrete distributions: Binomial distribution, fitting of binomial distribution	4
8.	Poison distributions, fitting of poisson distribution	4

9.	Normal Distribution : Chief characteristics of the normal distribution And normal probability Curve, area of a property, normal probability integral, Importance and fitting of a normal distribution. (Excluding derivations – Applications only	7
10.	**UNIT – III** Sampling and large sample tests: 1. Types of sampling(purposive sampling, random sampling, Systematic sampling and stratified sampling)	3
11.	**UNIT-III** Short Story From the text "Leela's Friend" by R.K.Narayan Explanation of the text	2
12.	Sampling distribution, the null hypothesis and type I and II errors, Critical region and level of significance.	3
13.	Tests of significance for large samples Test of single proportion	3
14.	Test of significance of difference of proportions	2
15.	Test of significance for single mean and difference of means	2
16.	Test of significance for difference of standard deviations.	2
17.	UNIT – IV Chi – Square test: 1. Population Variance	3
18.	goodness of fit	3
19.	independence of attributes (Problems only)	3
20.	T- test : Single Mean	2
21.	Difference means and paired t-test (Problems only)	3
22.	F-test: Test of significance based on equality of two variances	1
23.	**UNIT – V** Statistical quality control 1. Process control	2
24.	Control charts	2
25.	Types of control charts: Mean chart - Range chart - Sigma chart	5
26.	Fraction defective chart or P chart – Number defective chart or np chart- control charts for defects per unit (Problems only)	6

NAME: SARASHRI
DEPARTMENT: CSAI
SUBJECT: WEB TECHNOLOGIES
CLASS: ACSAI **SUBJECTCODE:**CSAI21202
YEAR: I(2022-23) **SEM:II**

LESSON PLAN

SNO	TOPIC NAME	NO OF HOURS
1.	**UNIt-I** HTML Origin and Evolution of HTML and XHTML, basic syntax, Document structure	2
2.	Basic text mark-up, Images	2
3.	Hypertext links, lists	2
4.	Tables, Forms	3

5.	Frames	3
6.	**UNIT-II** CASCADING STYLE SHEETS Introduction, Levels of style sheets, style specification forma	2
7.	Selector forms, property value forms	2
8.	Font properties, list properties	2
9.	Color, alignment of text, the box model	3
10.	Background images, the and tags	3
11.	**UNIT-III** JAVASCRIPT 1. Overview, object orientation and JavaScript	2
12.	General syntactic characteristics	2
13.	Primitives, operations, expressions	2
14.	Control statements, Screen output and keyboard input	2
15.	Object creation and modification, Arrays, Functions	2
16.	Pattern Matching using regular expressions	2
17.	**UNIT IV** EVENT HANDLING IN JAVA SCRIPT 1. Document Object model, Element Access in JavaScript	3
18.	Events and Event Handling	2
19.	Handling Events from Body, Button, text box and password Elements	2
20.	Handling Events from Body, Button, text box and password Elements	2
21.	Moving Elements, Element Visibility, Changing colors and fonts	2
22.	XML Introduction, Syntax, Document Structure, DTD	2
23.	Displaying XML documents with CSS, XSLT Style sheets	2
24.	**UNIT-V** Over view of PHP, General Syntactic characteristics	2
25.	Primitives, Operations and Expressions	2
26.	Output, Control Statements, Arrays, Functions	3
27.	Pattern Matching, Form Handling, Files, Cookies and Session	2

	tracking	
28.	Database access through web: Architectures for database access MySQL Database System, Database access with PHP and MySQL	3

LESSON PLAN

Name of the Lecturer: RUCHIKA MURTHY

Department: Computer Science & Artificial Intelligence

Paper: OPERATING SYSTEMS

Class: ACSAI Year: 2021-22 Semester: II

Serial No:	Topic allotted	No. of hours
1	**UNIT – I** Introduction – What is an operating system, mainframe system, desktop systems	2
2	Multiprocessor systems, distributed systems, clustered systems	2
3	Real time systems, handheld systems	1

4	Operating system structures – system components, Operating system services,	2	
5	System calls, system programs, system structures, virtual machines	7	14
6	**UNIT – II** Process concept - process concept, process scheduling	1	
7	Operation on processes, cooperating processes	2	
8	Inter process communication	2	
9	Process scheduling- basic concepts, scheduling criteria, scheduling algorithms	5	24
10	**UNIT – III** Process Synchronization – critical section problem	2	
11	Semaphores, monitors	3	
12	Deadlocks – deadlock characterization, methods for handling deadlocks	2	
13	Deadlock prevention, deadlock avoidance, deadlock detection	5	36
14	**UNIT – IV** File system – file concept, access methods	1	
15	Directory structure, file system mounting, file system sharing	4	
16	File system implementation – file system structure, file system implementation	2	
17	Directory implementation, allocation methods, free space management	3	46
18	**UNIT – V** Memory management – swapping	1	
19	Contiguous memory allocation	1	
20	Fragmentation- internal and external fragmentation	1	
21	Paging, segmentation, segmentation with paging	6	
22	Virtual memory management – demand paging	2	
23	Page replacement algorithms, thrashing and working set model.	3	60

	Total Number of Hours : 60	

Lesson Plan

Name of the Lecturer: **Dr.Smitha.V**

Subject: **Communicative Competence**

Credits: **2**

Subject Code: **MB101**

No. of Lecturer hours: **30**

S.No.	LESSON PLAN	NO. OF HRS
	UNIT-I	
1.	Communication -meaning and importance	1.
2.	The role and process of communication	1.
3.	Barriers to communication	1.
4.	Types of communication	1.
5.	Listening process	1.
6.	Types of Listening	1.
7.	Elements of good listening	1.
8.	How to improve Listening skills	
9.	Feedback & its importance in listening	1.
10.	How to give feedback , principles	1.
	UNIT – II	1.
11	Non – Verbal Communication	1.
12	Characteristics of Non verbal communications	1.
13	Functions of Non verbal communications	1.
14.	How to Interpret non verbal communication	
15.	How to do Negotiations	1.
	UNIT – II1	1.
17.	Presentations - Rules for making PPT'S	1.
18.	Effective presentation Strategies,	1.

19.	Nonverbal dimensions of presentations	1.
20.	Persuasive Speaking	1.
	UNIT-IV	
21.	Report Writing – types, structure, essentials	1.
22.	Business Letters	1.
23.	How to draft letter – enquiries, orders, replies, complaints, claims	1.
24.	Drafting Resume	1.
	UNIT-V	1.
25	Media relations	1.
26.	Building better relations with media.	1.
27	Investor relations	1.
28.	Framework for managing investor relations	1.
29.	Ways and means of managing governing power	1
30.	Crisis communication - Do's & Don'ts	1.

Lesson Plan

Name of the Lecturer: **Dr. Smitha.V**

Subject: **Leadership & Change Management**

Credits: **4**

Subject Code: **MB406**

No. of Lecturer hours: **60**

S.No.	LESSON PLAN	NO. OF HRS
	UNIT-I	
1.	Concepts of Leadership	1.
2.	Nature of Leadership	1.
3.	Importance of leadership	1.
4.	Role of a leader	1.
5.	Leadership as a process	1.
6.	Different leadership Theories & Styles	2
7.	Jim Collins Contribution – Good to Great	1.
8.	John Adair Action Centred Leadership	1
9.	Current issues in leadership	1.
10.	Contemporary Leadership styles	1.
	UNIT-11	
11.	Leadership development programs- Introduction	1.
12.	Importance of LDP	1.
13.	Self awareness & Leadership	1.
14.	self discipline & leadership	1.
15.	Examples of LDP	1.
16.	characteristics of leadership programs.	1.
17.	Types of leadership development programs.	1.

18.	Traditional approach to evaluation of leadership development efforts,	1.
19.	Domains of impact of a leadership program	1.
20.	Leadership succession	1.
	UNIT-III	
21.	Empowering mangers to leaders	1.
22.	Concept of Leader empowerment	1.
23.	Role of empowering manger, employees and organization	1.
24.	Overcoming resistance to empowerment	1.
25.	Tactics for becoming an empowering leader	1.
26.	Mentoring as a building block of empowerment	1.
27.	Benefits of mentoring	1.
28.	Roadblocks to mentoring	1.
	UNIT-IV	
29	Concept of change	1.
30.	the need for change	1.
31.	Process of change	1.
32.	types of change	1.
33.	Perspectives on change	2
34.	Five stages of planned Change	1.
35.	Methods for dealing with resistance to change	2
36.	Case study	2
	UNIT-V	
37.	Methods and Diagnostic models for change management:	1.
38.	Model of cognitive effective, and behavioral responses to change	1.

39.	Warfield 6-3-5 method	2.
40.	Rosemary Stewart's model	2
41.	Tony Buzan's mind maps	2
42.	Edward de Bono's six thinking hats	1.
43.	Joban window	1.
44.	Nadler and Tustman's congruence model	2.
45.	Scenario analvsis	1.
46.	Power-Interest Matrix	1
47.	Kotter's Corp change model	2
48.	Nadler Kanter and Tatfinder's planned change models	1.
49.	Durphy Contingency Model of Change	1
50.	Case studies & Exercise	2

BUSINESS LAW AND ETHICS

NAME: Dr. Narasimha Raju Chevula

Credits : 4 **I Semester**
Subject Code : MB108 **No. of lecture hrs: 60**

UNIT-I:	
• Definition of Contract and Agreement	1 hr
• Classification of Contracts	2 hr
• Essential elements of a valid Contract	1 hr
• Offer – Acceptance	1 hr
• Consideration	1 hr
• Capacity to Contract Free consent –void contract Legality of Object Performance of Contract	2 hr
• Remedies for breach of Contract	2 hr
• Quasi Contracts	2 hr
TOTAL hrs	**12**
UNIT-II	
• Salient features of Contract of Agency	2 hr
• Bailment and Pledge- Indemnity and Guarantee	2 hr
• Sale of Goods Act -Distinction between Sale and agreement to sell-Conditions and Warranties	2 hr
• Instruments Act - Definition and Characteristics–Definitions,	2 hr
• essential elements and distinctions between Promissory Note, Bill of Exchange	2 hr
• Cheques - Types of crossing	2 hr
TOTAL hrs	**12**
UNIT-III	
• Definition of company - Characteristics -Classification of Companies-	2 hr

• Formation of Company Memorandum and Articles of Association -Prospectus	2 hr
• Share holders meetings- Board meetings Law relating to meetings and proceedings	3 hr
• -Company Management Qualifications, Appointment	2 hr
• Powers and legal position of - Directors – Board - M.D and Chairman - Their powers	3 hr
TOTAL	**12 hrs**
UNIT-IV	
• Introduction to consumer protection law in India - Consumer council	2 hr
• Redressal machinery Rights of consumers-	2 hr
• Consumer awareness -Pollution Control Law - Air, water, and environment pollution control	3 hr
• Role of public awareness - Laws relating to Intellectual Property Rights	3 hr
• Competition Law –Arbitration and conciliation	2 hr
TOTAL	**12 hrs**
UNIT-V	
• Definition, evolution, importance and theories of ethics Myths about business ethics	3 hr
• levels of business ethics.Ethical issues related to various areas of business management (such as marketing, finance, Human Resources management, production and operations management)	3 hr
• Ethical aspects of LawRelationship between law and ethics,	3 hr
• Prevention of Corruption Act, Money Laundering Act and Whistleblower Protection Act.	3 hr
TOTAL	**12 hrs**

CONSUMER BEHAVIOUR

NAME: Dr. Narasimha Raju Chevula

Credits : 4 **IV Semester**
Subject Code : MB404 **No. of lecture hrs: 60**

UNIT-I:	
• Contemporary Dimensions of Consumer Behavior	2 hr
• CB research process. Concepts.	2 hr
• theories of motivation, And Marketing implications	2 hr
• Concepts and theories of personality and their Marketing implications.	2 hr
• The concept of perception -	2 hr
• its Impact on Marketing Strategies.	2 hr
TOTAL hrs	**12**
UNIT-II	
• Learning principles and their marketing implications	2 hr
• Concepts of conditioning,	3 hr
• important aspects of information processing theory	2 hr
• Encoding and information Retention Retrieval of information	3 hr
• Split brain Theory.	2 hr
TOTAL hrs	**12**
UNIT-III	
• Social and cultural settings -	3 hr
• Culture, Sub-culture and Cross culture:	2 hr
• Cross cultural marketing practices	3 hr
• Family Life Cycle	2 hr

• reference groups.Personality, Lifestyle Influences hr	2
TOTAL hrs	**12**
UNIT-IV	
• Consumer decision making hr	2
• Information Search. evaluation of alternatives.Step hr	2
• evaluation of alternatives and purchase decision, hr	3
• Post-purchase behavior hr	3
• Customer action and disposal of products. hr	2
TOTAL hrs	**12**
UNIT-V	
• Models of Consumer Behavior hr	3
• Modeling Behavior Traditional Models. Contemporary Models hr	3
• Generic Model of Consumer Behavior hr	3
• Howard Sheth Model. Engel, Blackwell and Rao -Lilien model. Consumerism hr	3
TOTAL hrs	**12**

COST AND MANAGEMENT ACCOUNTING

NAME: Dr. LAVANYA

Credits : 4 **IV Semester**
Subject Code : MB301 **No. of lecture hrs: 60**

UNIT-I:	
• Meaning and Advantages of cost and Management accounting	3 hr
• Techniques of Cost and Management	3 hr
• Joint and By Product costing Job costing,	3 hr
• Batch costing Problems Preparation of cost sheet process costing.	3 hr
TOTAL hrs	**12**
UNIT-II	
• Strategic Management Accounting	2 hr
• Nature and Characteristics of Management	2 hr
• Control System Fixed And variable Costing	2 hr
• Concept of Break Even Analysis	2 hr
• Optimization of Product Mix Make or Buy Decisions	2 hr
• Plant Shutdown Key factor analysis	2 hr
TOTAL hrs	**12**
UNIT-III	
• Standard Costing Problems	2 hr
• Types of Standard costing	2 hr
• Variance Analysis Problems	3 hr
• Budgetary Control	2 hr
• Zero based Budgeting flexible budget.	3 hr

TOTAL hrs	**12**
UNIT-IV	
• Need For Responsibility Accounting hr	2
• Types of Responsibility centers hr	2
• Cost planning and product life cycle costing Problems hr	3
• Segmented performance evaluation hr	3
• Strategic phrases for sales life cycle Problems hr	2
TOTAL hrs	**12**
UNIT-V	
• Activity Based Costing hr	3
• Activity based Management Problems hr	3
• Traditional costing hr	3
• Activity Vs Traditional costing hr	3
TOTAL hrs	**12**

Financial Accounting & Analysis

NAME: Dr. LAVANYA

Semester: I
Subject Code : MB105 **No. of lecture hrs: 60**

UNIT-I	
Introduction to financial accounting.	
• Meaning and Definitions of Financial Accounting	4Hrs
• Classification of accounting Double Entry System	2Hrs
• Accounting Equations uses of Accounting Statements. 3Hrs	
• Journal Entries; Ledger postings; Preparation of Trail Balance	3Hrs
Total **12Hrs**	
UNIT-II	
Final accounts with adjustments.	
• Trading and Profit and Loss Account, Balance sheet Preparation. **3Hrs**	

• Preparation and presentation of financial statement with basic Adjustments 3Hrs
• Measurement of Business Income 3Hrs
• Distinction between Capital and Revenue Expenditure 3Hrs
Total **12Hrs**
UNIT-III
Methods of Depreciation and Inventory valuation
• Depreciation concept– 1Hr
• Methods of depreciation–their impact on measurement of business income 2Hrs
(Part of Property, Plant and EquipmentAS10);
• Accounting standard 6 2Hrs
• –Inventory valuation methods AS2; 1Hr
• Tax planning–Tax avoidance 2Hrs
• LIFO, FIFO problems, and Weighted Average Accounting Standards. 2Hrs
• FIRS and its evaluation Transformation Associated Challenges 2Hrs
Total **12Hrs**
UNIT-IV
Analysis of financial statements
• Financial Statement Analysis– 2Hrs
• Common size statement analysis. 2Hrs
• Ratio analysis–Rationale and utility of ratio analysis • Classification of Ratios–Calculation and interpretation of ratios 2Hrs
• Liquidity ratios, Activity / turnover ratio Profitability ratios 2Hrs
• Leverage and structural ratios– 2Hrs
• Diagnostic and predictive power of ratio, Window Dressing Ratio 2Hrs
Total **12Hrs**
UNIT-V
Funds flow statement and cash flow statement • Concept of funds flow 1Hr • –Statement of changes in working capital 1Hr • Funds from operations. 1Hr • Business operations– 1Hr • Statement of sources and uses of funds– 1Hr • Advantages of funds flow analysis–Cash flow statement– 3Hrs • Accounting standard 3 (AS3) 1Hr • Differences between Cash Flow and Funds Flow, 2Hrs Advantages of cash Flow statement. 1Hr
Total **12Hrs**

INTERNATIONAL BUSINESS

NAME: Dr. Narasimha Raju Chevula

Credits : 4 **II Semester**
Subject Code : MB208 **No. of lecture hrs: 60**

UNIT-I:
• An overview–International Business:A global perspective–Emergence of Globalization 2 hr
• Drivers of Globalization. Internationalization Process–Stages in International Business Approaches to International Business. 2 hr
• The World of International Business: Regional and Global Strategy–The Multinational Enterprise Triad 2 hr
• International Business, International Trade Theories 2 hr
• Environment of International Business- 2 hr
• Cultural Environment and Political Environment. 2 hr
TOTAL hrs **12**
UNIT-II
• Rationale for Government Intervention 2 hr
• Forms of Trade Regulation at National Level-Tariff and Non- Tariff Barriers, 2 hr
• Regional Economic Integration: Levels of Economic Integration–Benefits & Costs of Economic Integration 2 hr
• Major Trading Blocks: EU, NAFTA, ASEAN and SAARC, Multilateral Regulation of Trade and Investment 2 hr
• Basic Principles of Multilateral Trade Negotiations–GATT and its early Rounds–World Trade Organization–Structure and functions 2 hr
• TRIPs & TRIMs-WTO & India–UNCTAD. 2 hr
TOTAL hrs **12**
UNIT-III
• Global Market Entry Strategies–Exporting, Licensing, Franchising, Contract Manufacturing, Assembly and Integrated Local manufacturing -

	3 hr
• Global Ownership Strategies:	2 hr
• Strategic Alliance–Types of Strategic Alliances–Selection of Strategic Alliance Partner, Managing and sustaining Strategic Alliance	3 hr
• Cost and Benefit Analysis of Entry Strategies	2 hr
• Entry Analysis and Entry strategy configuration	2 hr
TOTAL hrs	**12**
UNIT-IV	
• Conceptual Framework of E-business–Prerequisites for Effective E-business Transactions	2 hr
• E-enabled Business Process Transformation and Challenges, E-business Technology and Environment -	2 hr
• E-Business Applications–E- Business Models,	3 hr
• Alternative E-business Strategies Global E- Marketing, Electronic Processing of International Trade Documents	3 hr
• Policy Framework for Global E-business	2 hr
TOTAL hrs	**12**
UNIT-V	
• Strategy and Global Organization	3 hr
• Global Strategic Planning, Going Global and Implementing Strategies	3 hr
• Intercultural Communications	3 hr
• Intercultural Human Resources Management in Global Context	3 hr
TOTAL hrs	**12**

Name of the Lecturer: Dr. T. Rachel Shalini **Department:** MBA
Paper: MB104 Managerial Economics
Class: AMBA **Year:** 2022-23
Semester: I

Serial No.	Topic allotted	No. of hours
	UNIT – I **Introduction to ME and Concepts**	
1.	Definition, nature and scope of Managerial Economics Managerial Economics and Micro-economics	2 hours
2.	Managerial Economics and Macro-economic	3 hours
3.	Applications of Economics in Managerial decisions making, role & responsibility of managerial economist	2 hours
4.	Fundamental concepts of ME - Opportunity cost, Time value of money, Discounting principle, Equi-marginal and Incremental principle	4 hours
5.	Risk and uncertainty and profit	1 hour
	UNIT II **Demand and Supply Analysis**	
6.	Demand Concepts and Analysis: Individual Demand, Market Demand, Kinds of Demand	2
7.	Determinants of Demand; Demand Functions, Demand Schedule and Law of Demand	3
8.	Theory of Consumer Behavior: Cardinal and Ordinal Utility (Indifference Curves) Approach, Indifference curve analysis	2
9.	Elasticity of Demand – Price, Income, cross elasticity and Uses of elasticity concept in business decision making	3
10.	Supply Analysis – Supply function, Law of Supply, Elasticity of Supply	2
	UNIT – III **Production and Cost Analysis**	
11.	Concept of production functions with one-variable and two-variable inputs	2
12.	Returns to Factor and Returns to Scale; Isoquants, isocost curves, expansion path and ridgelines, optimal input combination	2
13.	Economies and diseconomies of scale-economies of scope, learning curve.	3
14.	Cost concepts and Analysis: Types of Cost, Short run & Lung-run Cost Curves	3
15.	Cost control, Cost reduction and Break-even Analysis	2
	UNIT – IV **Market Structures and pricing decisions**	
16.	Pricing decisions under 1.Perfect Competition	1
17.	Monopoly market: Characteristics, Equilibrium Price, Profit Maximizing output in Short Run & Long Run	3
18.	Pricing decisions under Imperfect Competition: 3. Monopolistic	2

19.	Oligopolistic: Characteristics, Equilibrium Price, Profit Maximizing output in Short Run and Long Run	2
20.	Strategic behavior & game theory-Nash equilibrium, prisoner's dilemma, enforcing a cartel and Barriers to Entry	2
21.	Price & non price competition-limit pricing, price retaliation, capacity expansion & market saturation	2
	UNIT – V **Macro Economics**	
22.	Macro-Economic Aggregates and concepts	2
23.	National Income –nature, concept and measurements,	2
24.	determination of national income	2
25.	Inflation- Types of Inflation; Philips curve, stagflation	3
26.	Money supply; Concepts of economic growth and development	2
27.	Role of technical progress in economic development	1

Name of the Lecturer: Dr. T. Rachel Shalini **Department:** MBA
Paper: MB202 Human Resource Management
Class: AMBA **Year:** 2022-23
Semester: II

Serial No.	Topic allotted	No. of hours
	UNIT – I **Human Resource Management**	
1.	Definition - need & importance of HRM, Implication of Globalization to HRM	3
2.	Roles and responsibilities of HR manager, The role of HR in providing competitive advantage	3
3.	Changing nature of HRM function, Meeting competitive challenges through HRM Practices	4
4.	HRM and change management-HR as a strategic business partner	2
	UNIT – II	
5.	Human Resource Process, Objectives and process of HRM-Acquisition and preparation of HR	1
6.	Job analysis and Job Evaluation	2
7.	Job characteristics model	2
8.	Selection and placement process & Types of interviews and Effectiveness of Interviews	3
9.	Employee Training-determining Training needs-Training approaches	2
10.	Employee Development- Methods-Evaluating Training and Development Effectiveness	2
	UNIT – III **Managing Careers**	
11.	Career Development and Employee development concepts	1
12.	Career planning-factors influencing career development	2
13.	Career stages-Career choices and preferences-Holland Vocational Preference Model	4
14.	The Scheins career anchors	2
15.	Definition of mentoring and coaching- Need and importance of mentoring and coaching	3
	UNIT – IV **Performance Management**	
16.	An organizational model of performance Management.	2
17.	Purpose and Criteria of Performance Management systems	2
18.	Approaches to measuring performance (Traditional &Modern).	3
19.	Concept of performance appraisal-need & purpose of performance appraisals	3
20.	Errors in performance appraisal systems	2
	UNIT – V **Contemporary Issues in HRM**	
21.	Concept and process of Talent Management	2
22.	HR Scorecard. Employee life cycle-process of employee life cycle	2
23.	Quality of work life-meaning-nature and purpose	2
24.	Concept competency mapping and competency building	2
25.	Industrial Relations Dynamics	2

26.	Whistle blowing policy - HR Issues in mergers and Acquisitions	2

Name of the Lecturer: Dr. T. Rachel Shalini **Department:** MBA
Paper: MB306 Compensation Management
Class: NMBA **Year:** 2022-23
Semester: III

Serial No.	Topic allotted	No. of hours
	UNIT – I	
1.	Concept of compensation	1
2.	Exploring and defining the compensation context	1

3.	System of compensating	2
4.	compensation dimensions concept of reward	3
5.	Role of compensation in Organization Non-financial compensation system	3
6.	Concept of total reward system New trends in compensation management – The 3-Pcompensation	2
	UNIT – II **Compensation and Employee Behavior**	
7.	Bases For Traditional Pay System and Modern Pay System Establishing Pay Plans Aligning	2
8.	Compensation Strategy with HR Strategy and Business	2
9.	Strategy Seniority and Longevity pay Linking Merit Pay with Competitive Strategy	2
10.	Incentive Pay-Person focus to Pay-Team Based Pay	3
11.	Building internally consistent Compensation System	2
12.	Creating Internal Equity through Job Analysis and Job Valuation	2
	UNIT – III **Designing Compensation System**	
13.	Building Market Competitive Compensation System Compensation Surveys–Integrating Internal Job Structure with External Market Pay Rates	3
14.	Building Pay Structures that Recognize Individual Contributions	2
15.	Constructing a Pay Structure-Designing Pay for Knowledge Program.	2
16.	Wage legislation and administration: Definition, Theories of wages Legal frame work of wages, Payment of wages act 1936	3
17.	The minimum wages act 1948, The Payment of bonus act 1965, EqualRemunerationact1976 Wage administration in India	2
	UNIT – IV **Employee Benefits Management**	
18.	Definition and concept Legally required Benefits Administration	2
19.	Employee Benefits and Employee Services	2
20.	Funding Benefits through VEBA	2
21.	Costing the Benefits Components of Discretionary Core Fringe Compensation	3
22.	Designing and Planning Benefit Program Totally Integrated Employee Benefit Program	3
	UNIT – V **Contemporary Strategic Compensation Challenges**	
23.	International Compensation and Competitive Strategies Compensation for Expatriates and Repatriates Executive	3
24.	Compensation Packages Compensating Executives	3
25.	Compensating the Flexible Workforce	3

26.	Contingent Employees and Flexible Work Schedules Strategic Issues and Choices in Using Contingent and Flexible Workers	3

Name of the Lecturer: Dr. T. Rachel Shalini **Department:** MBA
Paper: MB403 Performance & Knowledge Management
Class: NMBA **Year:** 2022-23
Semester: III

Serial No.	Topic allotted	No. of hours
	UNIT – I **Introduction**	
1.	Definition, concerns and scope of PM Performance Appraisals. Determinants of job performance. Mapping, process,.	4
2.	sequence and cycle of PM Performance planning and Role clarity	2
3.	KPAs- Performance Targets.Trait, Behavior and Results approaches to measuring performance	3
4.	The impact of HRM practices on performance	3
	UNIT – II **Performance Appraisal**	

5.	Assessment center-psychometric tests - Role Play–Self-appraisal-360 Degree appraisals	2
6.	Rating-less appraisals for the future of PMS	3
7.	Critical incidents worksheet Combining behavior and outcomes	2
8.	Attribution theory-Causal matrix Diagnosis and Performance improvement	3
9.	Performance review, Performance analysis	2
	UNIT – III **Performance Bench Marking**	
10.	Human information processing and performance loop	1
11.	Performance shaping factors–Yerkes – Dodson'sLaw.Corporate performance management.	3
12.	EFQM Excellence model Diagnostic and Process bench marking.	3
13.	PM Audit, PM pathway analysis. The impact of Performance Management on Line managers and Employees	3
14.	Competency mapping, Competency gap. Competency assessment. Potential appraisal.	2
	UNIT- IV **Knowledge Management**	
15.	The nature of knowledge management–Alternative views of knowledge. Types of knowledge Location of knowledge	2
16.	Rise of the knowledge worker .Knowledge conversion and progression	2
17.	Knowledge management Definition and driving forces.	2
18.	Organisational KM approaches Knowledge management solutions	3
19.	Process, systems, mechanisms and infrastructure.	3
	UNIT - V	
20.	Knowledge management framework, Hansen–Earl's seven schools of knowledge management	2
21.	Alvesson and Karreman's knowledge management approaches	2
22.	Organizational impacts of knowledge management-on people, processes, products and organizational performance	4
23.	Knowledge management assessment of an organization–importance, types and timing. Knowledge discovery systems	4

MANAGEMENT AND ORGANIZATIONAL BEHAVIOUR

NAME: Mrs.Soujanya **Credit:4** **I Semester**
Subject Code : MB103 **No. of lecture hrs: 60**

UNIT – I
• Management– Meaning, Nature of Management.
• Role of managers. Processes of management
• Levels in Management – Managerial Skills
• Manager and Environment
• Historical roots of contemporary management practice
• Social Responsibilities of Business
UNIT – II
• Organizational behavior– Nature and levels.
• Individuals in organization
• The Big 5 Model of personality
• . Perception - The nature of perception
• Characteristics of the perceiver, target, and situation
• Perceptual problems
UNIT – III
• Foundations of planning – Types of plans. Approaches to planning Planning in dynamic environment
• organizational designs and structures
• Traditional and contemporary organizational designs.
• Organizational culture and ethical behavior
• Factors shaping organizational culture
UNIT – IV
• Motivation–early and contemporary theories of motivation
• Leadership – early and contemporary approaches to leadership.
• Groups and group development. Turning groups into effective teams.
• Managing change – process, types and challenges
UNIT – V
• Power- Sources of individual, functional and divisional Power
• Politics - Organizational politics
• Conflict and Negotiations
• Conflict – causes and consequences.
• . Pondy's model of organizational conflict.
• Conflict resolution strategies.
• Communicating effectively in organizations – communication process.
• Barriers to communication. Overcoming barriers to communication Persuasive communication

MARKETING RESEARCH

NAME: Mrs.Soujanya **Credit:4** **II Semester**

Subject Code : MB20 **No. of lecture hrs: 60**

UNIT-I OVERVIEW OF MARKETING RESEARCH
• Definition of M.R. Uses of M.R-
• classification of marketing research- Problem identification Research and problem solving research.
• Marketing information system and Marketing decision support system.
UNIT-II MARKETING RESEARCH PROCESS
• Problem definition- stating objectives
• Developing a research design
• Research design: definition,
• Classification-Exploratory research-Descriptive research –cross sectional designs and longitudinal designs
• Causal research Potential sources of errors Experimental RD
UNIT- III DATA COLLECTION PROCESS
• Sources of secondary data, advantages and limitations of secondary data
• Classification of secondary data -internal sources and external sources
• Primary data Classification of qualitative research procedures-Sources of secondary data- internal sources- external sources
• Qualitative data, types-Observational research-Focus groups interviews-Requirements, advantages &disadvantages of Focus groups-Depth interview requirement-advantages & disadvantages-
• Classification of experimental designs. Quasi experimental-true experimental-Statistical experimentation
UNIT-IV MEASUREMENT AND SCALING
• Fundamentals - primary scales of measurement – nominal- ordinal, interval and-ratio scales.
• Comparison of scaling techniques-paired comparison scaling, Rank order scaling. non comparative scaling techniques-
• Continuous scaling technique, itemized rating scales-likert scale
• Semantic differential scale Questioner and form design, definition, objectives design process
• . Individual question content choosing question structure, wording and order-form and layout
UNIT-V SAMPLING DATA ANALYSIS AND REPORT WRITING
• Choosing sample – sampling design-process and method
• Classification of sampling techniques-non probability and probability sampling techniques
• Non – parametric data analysis-Wilcox on- Mann Whitney- Kruskal Wallis test.
• Report preparation and presentation- report format –report writing preparation and presentation

ENTREPRENEURSHIP DEVELOPMENT

NAME: Mrs.Soujanya **Credit:2** **III Semester**

Subject Code : MB311 **No. of lecture hrs: 30**

Unit – I: Entrepreneur and Entrepreneurship
• Characteristics of an Entrepreneur. Distinction between an Entrepreneur and a Manager and Functions of an Entrepreneur
• Types of Entrepreneur – Entrepreneur . Concept of Entrepreneur
• Growth of Entrepreneurship in India. Role of - Entrepreneurship in Economic Development.
Unit – II: Entrepreneurial Development Programs
• Functions, growth, Problems, Development, Recent Trends of Women Entrepreneurship Development Programs (EDPs)
• Need and Objective, course contents and curriculum of EDPs. Phases, evaluation of EDPs.
Unit – III Small, Micro, Medium Scale Enterprises
• Definition of Small Industry .Characteristics of Small-Scale Industry .Latest amendments in Small scale Industry Act
• Objectives – Scope of Small & Micro Industries .Opportunities for entrepreneurial growth in MSMEs .Role of MSMEs in Economic development
• MSMEs problems and challenges – Opportunities – Future growth .Project Identification-Project Formulation – Project Appraisal – Financing and Ownership Structures.
Unit – IV: Institutional Finance to Entrepreneurs
• Commercial Banks .Other Financial Institutions such as IDBI, IFCI, ICICI, IRBI, LIC,UTI, SFCs, SIDCs, SIDBI, and EXIM Bank
• .Need for Institutional support to Entrepreneurs. Role of NSIC, SIDO, SSIB, SSICs, SISI, DICs, Industrial Estates, Specialized Institutions and TCOs.VCF-concept, features.
Unit – V Enterprise Promotion
• Creating Entrepreneurial Venture . Entrepreneurship Development Cycle . Business Planning Process, the business plan as an entrepreneurial tool
• Elements of Business Plan, Objectives, Market Analysis, Development of product / idea .Resources, Capabilities, and strategies
• identifying attributes of strategic resources, Opportunity Analysis, innovator or imitator, SWOT analysis, Internal and External Environment Analysis.

INTEGRATED MARKETING COMMUNICATIONS

NAME: Mrs.Soujanya **Credit:4** **III Semester**

Subject Code : MB310 **No. of lecture hrs: 60**

UNIT-I Introduction To IMC
• Evolution of IMC, reasons for growth, IMC in branding
• Promotional mix IMC planning process, Marketing plan.
• Situational analysis. Integrated marketing communication planning process
• Role of IMC in marketing process
UNIT-II Analyzing The Communication Process
• The nature of communication process, Basic model of communication
• The response process-traditional, Alternative hierarchy models and their implications.
• Understanding involvement FCB planning model
UNIT-III Creative Strategy Planning and Development
• Creative strategy Process of execution of creative strategy
• Appeals, execution styles and creative tactics
• Media planning & Strategy: Developing Media Plans & Strategies and Implementation with IMC perspective.
UNIT-III Personal Selling and Sales Promotion
• Role of personal selling in IMC program
• Personal selling process and approaches. Evaluating, motivating and controlling sales force effort.
• Sales Promotion - objectives, Consumer and trade oriented sales promotion.
• Developing and operating sales promotion for consumers & Trade:
• Sales promotion tools: off - shelf offers, price promotions, premium promotions, prize promotions. Coordinating Sales promotions, and advertisement
UNIT-V Introduction to Digital Marketing and social media
• Digital Marketing Importance of digital marketing. Difference between Traditional marketing and digital marketing.
• Trends and scenario of the industry Search Engine Optimization (SEO), History & Growth of SEO, Campaign Creation
• Google AdWords, Ad Creation, Approval & Extensions. Site Targeting. Keyword Targeting, Demographic Targeting/ Bidding
• Social Media Marketing & social media. Blogging. Social Networking. Video Creation &Sharing
• Use of Different Social Media Platforms. C Content Creation, Web Analytics Campaign Tagging & Reporting. Email Marketing. Introduction to Audience Reports.

SERVICES AND RETAIL MARKETING

NAME: Mrs.Soujanya **Credit:4** **III Semester**
Subject Code : MB407 **No. of lecture hrs: 60**

UNIT-I
• Concepts, Scope of Service, Goods-Services continuum
• Goods and Services Categorization. Segmentation target Marketing and positioning.
• Customer expectations and perceptions of services.
UNIT-II
• Service marketing Mix: 7Ps- Product, Pricing, Place, Promotion, People, Physical evidence and process.
• Service Quality- Dimensions of quality.
• Understanding Quality Management. Measuring service Quality
UNIT-III
• Strategies For Marketing Overview, strategies for dealing with intangibility, inventory, inconsistency and inseparability.
• Building customer Relationship through Segmentation and retention strategies
• Service Marketing Triangle.External Marketing. Internal Marketing. Relationship Marketing. Interactive Marketing.
UNIT-IV
• Types of Retailing. Franchising in retail
• Technology in retail. Factors affecting retail. Retailing process.
• Retailing in India and emerging trends and Policy imperatives
UNIT-V
• Merchandise Management Sources of merchandise. Logistic Management
• Category Management. Store Layout, Design
• Visual Merchandising, Retailing Strategy and Customer Service

STATISTICS FOR MANAGEMENT

NAME: Mrs. G. L. Aparna(PhD)

Credits : 4 **I Semester**
Subject Code : MB106 **No. of lecture hrs: 60**

UNIT-I: Introduction to Probability	**12 hrs**
• Concepts and Definition of Probability-	2Hrs
• Classical Approach, Relative frequency Approach, Subjective Approach and Axiomatic Approach	3Hrs
• Addition and Multiplication theorems;	3Hrs
• Statistical Independence, Marginal, Conditional and Joint Probabilities;	2Hrs
• Baye's Theorem and its applications.	2Hrs
UNIT-II :Probability Distributions	**12Hrs**
• Random variable Expectation and Variance of Random Variable	2hrs
• Probability function-Continuous and Discrete Probability functions	2hrs
• Binomial Distribution-Properties and applications	2hrs
• Poisson Distribution-Properties and applications	3hrs
• Normal Distribution, Standard Normal Distribution-properties, applications and Importance of Normal Distribution.	3hrs
UNIT-III Sampling Theory	**12Hrs**
• Sampling Procedures Random and Non-Random methods	1hrs
• Hypothesis Testing	1hrs
• Statistical Estimation, Point and Interval Estimation, Properties of a good estimator	1hrs
• Large Sample Tests - Test for one and two proportions	3hrs
• Test for one and two means	3hrs
• Test for two Standard Deviations.	3hrs
UNIT-IV Small Sample Tests	**12Hrs**
• t- Distribution-Properties and applications	2hrs
• Test for one and two means, paired t-test	2hrs
• Chi-Square distribution- Test for a specified population variance	2hrs
• Test for Goodness of Fit	2hrs
• Test for Independence of Attributes	2hrs
• Analysis of Variance: One Way and Two Way ANOVA (With and without interaction)	2hrs
UNIT-V Correlation Analysis	**12Hrs**
• Concept-Positive and Negative Correlation, multiple and partial correlation	1hrs
• Methods of Computing Correlation- Scatter Diagram,	1hrs
• Karl Pearson's coefficient of correlation,	2hrs
• Spearman's Rank Correlation,	1hrs
• Regression Analysis-Concept, Two lines of regression, properties of regression coefficients.	1hrs
• Least square fit of a linear regression,	2hrs
• Time series Analysis- Components, Models of Time Series	2hrs

• Methods of trend Analysis--Free hand Curve, Semi averages, Moving averages, Least Square Method.	2hrs
TOTAL	**60hrs**

QUANTITATIVE METHODS FOR DECISION MAKING

NAME: Mrs. G. L. Aparna(PhD)

Credits : 4 **II Semester**
Subject Code : MB205 **No. of lecture hrs: 60**

UNIT-I Introduction to operational reseach	**12 hrs**
• Origin, Definition, Characteristics, Managerial applications and limitations of OR	2Hrs
• Concepts of: Linear and Non-Linear, Integer, Goal [Multi-Objective] and Dynamic Programming Problems	2Hrs
• Linear Programming Problems: Mathematical model, Formulation of LPP	2Hrs
• Solution by Graphical Method	3Hrs
• Exceptional cases -Multiple Optimal Solution, Infeasible Solution and Unbound solution.	3Hrs
UNIT-II Solution to LPP using Simplex Method	**12Hrs**
• Maximization and Minimization Cases	4hrs
• Big M Method	3hrs
• Identification of special cases: Multiple Optimal Solution, Infeasible Solution, Unbound solution and Degeneracy,	3hrs
• Dual: Dual formulation, Solution of dual, Economic interpretation of dual, and Sensitivity analysis.	2hrs
UNIT-III Transportation Problems	**12Hrs**
• IBFS using North West Corner Rule, Matrix minimum method (LCM) and Vogel's approximation method	2hrs
• Unbalanced TP, Degeneracy	
• Optimality Test using-Stepping stone method	2hrs
• MODI method and Managerial applications.	2hrs
• Hungarian method of solving assignment problem	3hrs
• Balanced and Unbalanced AP, Restricted assignment problem	2hrs
• Travelling salesman problem	1hrs
UNIT-IV Network Analysis:	**12Hrs**
• Network fundamentals-scheduling the activities-Fulkerson's Rule:	2hrs
• CPM-earliest and latest times Determination of ES and EF in the Forward Pass, LS and LF in backward pass.	2hrs
• Determination of Critical Path,	2hrs
• Crashing, time cost trade off.	2hrs
• PERT-Beta Distribution, probabilistic models, Calculation of CP, resource analysis and allocation.	2hrs

• Network flow problems, Maximum flow-Minimum cut theorem.	2hrs
UNIT-V Queuing Theory	**12Hrs**
• Concepts of Queue/Waiting Line-General structure of a Queuing system, Operating characteristics of Queues,	1hrs
• Deterministic Queuing models-Probabilistic Queuing Model Cost analysis, Problems on Single Channel queuing model-Poisson arrival and exponential service times with infinite population.	5hrs
• Game Theory:-Zero-sum game, two, three and more persons games, graphical solution for (m x 2) and (2 x n) games.	5hrs
• Simulation: Process of simulation, Applications of simulation to different management problems.	1hrs
TOTAL	**60hrs**

TOTAL QUALITY MANAGEMENT

NAME: Mrs. G. L. Aparna(PhD)

Credits : 4 **III Semester**
Subject Code : MB302 **No. of lecture hrs: 60**

UNIT-I TQM- History and Evolution	**12 hrs**
• Connotations of Quality, Quality Dimensions – Product and Service.	2Hrs
• The concept of TQM, Evolution of TQM – Inspection, SQC, QA and TQM.	2Hrs
• Conventional quality management versus TQM	2Hrs
• Customer supplier focus in TQM. Benefits and Costs of TQM.	3Hrs
• Quality System Awards and Guidelines – ISO, Malcolm Baldrige National Quality Award (MBNQA), European Foundation for Quality Management (EFQM).	3Hrs
UNIT-II Tools of TQM	**12Hrs**
• Measurement Tools: Check Sheets, Histograms, Run Charts, Scatter Diagrams,	2hrs
• Cause and Effect Diagrams, Pareto's Chart, Process Capability Measurement	2hrs
• Analytical Tools (definition): Process Mapping, Regression Analysis,	2hrs
• Resource Utilization and Customer Service Analysis, The Five Why's,	2hrs
• Overall Equipment Effectiveness. Improvement Tools and techniques: Kaizen, JIT	2hrs
• Quality Circles, Forced field Analysis, Five S's. Control Tools(definition)	2hrs
• The PDCA cycle (steps), Gantt chart, Network Diagram, Radar Chart.	1hrs

• Milestone Tracker Diagram and Earned Value Management.	1hrs
UNIT-III Techniques of TQM	**12Hrs**
• Quantitative techniques(definition, steps): Failure Mode Effect Analysis (FMEA) Statistical Process Control (SPC),	2hrs
• Quality Function Deployment (QFD), Design of Experiments (DOE), Quality by Design	
• Monte Carlo Technique (MCT).	2hrs
• Qualitative techniques(definition, steps): Benchmarking, The Balanced Scorecard,	2hrs
• Sales and Operations Planning, Kanban	3hrs
• Activity Based Costing (ABC).	2hrs
UNIT-IV Six Sigma	**12Hrs**
• The concept of Six Sigma, Objectives of Six Sigma,	2hrs
• The frame-work of Six Sigma programme	2hrs
• Six Sigma Organization: roles and responsibilities,	2hrs
• Sigma problem solving approach The DMAIC model,	2hrs
• Six Sigma Metrics: Cost of poor quality, Defects per million opportunities and First pass yield.	2hrs
• Benefits and costs of Six Sigma	2hrs
UNIT-V TQM in the Service Sectors:	**12Hrs**
• Implementation of TQM in service organization:	1hrs
• Framework for improving service quality,	5hrs
• Model to measure service quality programs	5hrs
• TQM in Health-care services Hotel, financial services Banks, Investment Company and Mutual Funds	1hrs
TOTAL	**60hrs**

FINANCIAL SERVICES

NAME: Mrs. G. L. Aparna(PhD)

Credits : 4 **IV Semester**
Subject Code : MB405 **No. of lecture hrs: 60**

UNIT-I: Financial Services:	**12 hrs**
• Meaning –Features of Financial Services, scope.	2Hrs

• Sources of Revenue.	3Hrs
• Causes for Financial Innovation.	3Hrs
• Innovative Financial Instruments.	2Hrs
• Challenges Facing the Financial Service Sector.	2Hrs
UNIT-II Merchant Banking	**12Hrs**
• Definition – Origin – Merchant Banking in India.	2hrs
• Merchant Banks and Commercial Banks. Services of Merchant Bankers.	2hrs
• Merchant Bankers as Lead Managers, Merchant Bankers Commission.	2hrs
• Merchant Bankers in the Market Making Process. Progress of Merchant Banking in India.	3hrs
• Problems – Scope of Merchant Banking in India.	3hrs
UNIT-III Hire Purchase & Leasing	**12Hrs**
• Features – Legal Position – Origin and Development.	1hrs
• Hire Purchase and Credit Sale ,Hire Purchase and Installment Sale ,Hire Purchase and Leasing	1hrs
• Banks and Hire Purchase Business – Bank Credit for Hire Purchase.	1hrs
• Definition – Steps in Leasing Transactions.	3hrs
• Types of Lease (Financial lease, Operating Lease, Leverage Lease, Sale and Lease Back, cross Border Lease)	3hrs
• Installment Buying, Hire purchase and Leasing. Advantages and Disadvantages of Leasing. Content of lease Agreement Sales Tax Provisions .Accounting Treatment of Lease	3hrs
UNIT-IV Discounting and Factoring & Forfeiting	**12Hrs**
• Introduction – Discounting – Factoring – Meaning. 2 • Modus Operandi – Terms and Conditions – Functions.	2hrs
• Types of Factoring. 2 • Factoring vs. Discounting.	2hrs
• Cost of Factoring. 1 • Benefits of Factoring.	2hrs
• Definition – Factoring vs. Forfeiting. 1 • Working of Forfeiting , Cost of Forfeiting.	2hrs
• Pricing of Forfeiting Service.	2hrs
• Benefits and Drawbacks of Forfeiting, Forfeiting in India.	2hrs
UNIT-V Credit Rating & Credit Cards	**12Hrs**
• Definition and Meaning – Functions of Credit Rating, Origin – Credit Rating in India, Benefits of Credit Rating.	1hrs
• Credit Rating Agencies in India – CRISIL – IICRA – CARE,DCR –ONICRA.	1hrs
• SEBI Guidelines – Limitation of Rating.	2hrs
• Meaning – Types of Credit Cards — New Types of Credit Cards.	1hrs
• Procedure at the time of Purchase – Parties to a Credit Card. Procedure for Reimbursement, Facilities offered to Card Holders.	1hrs
• Benefits- Demerits – Credit Card Business in India.	2hrs
• RBI Guidelines on Credit Cards – Future Prospects.	2hrs
• Future of Credit Rating in India.	2hrs

TOTAL	**60hrs**

STRATEGIC MANAGEMENT

NAME: Dr. Narasimha Raju Chevula

Credits : 4 **III Semester**
Subject Code : MB304 **No. of lecture hrs: 60**

UNIT-I:	
• Strategic Management - Introduction, Definition Strategic Management Process hr	2
• Strategic Intent, Hierarchy of Strategic intent. hr	2
• Developing a strategic Vision, Mission Statement hr	2
• Establishing objectives,. hr	2
• Crafting Strategies hr	2
• Corporate social responsibility, advantages and disadvantages.. hr	2
TOTAL hrs	**12**
UNIT-II	
• Industry Analysis – Significance and framework for Industry Analysis hr	2
• Michael Porter's five force model, hr	2
• Competitive Analysis . Forces shaping competition in an Industry hr	3
• Forces shaping competition in an Industry, Competitor Analysis Strategic groups hr	3
• Framework for competitor analysis, Resource Based View. hr	2
TOTAL hrs	**12**
UNIT-III	

• Corporate level strategy Balanced Score card -	2 hr
• Growth/Expansion Strategies, Strategic Growth options .Ansoff's Growth Vector:	2 hr
• Diversification Strategies, Related and unrelated diversification, Vertical Integration strategies,	2 hr
• Stability Strategy, Retrenchment Strategies Combination Strategies. Portfolio Analysis –	2 hr
• BCG Matrix and GE nine cell matrix.Business Level Strategy :Strategic Alliances, Unbundling and Outsourcing, Benefits of outsourcing, growth and drivers of outsourcing	2 hr
• Offensive and Defensive strategies.	2hr
TOTAL hrs	**12**
UNIT-IV	
• Tailoring strategy to fit specific industry and company situations	2 hr
• Industry Life Cycle Stages	2 hr
• Strategies for competing in Emerging industries,Turbulent and high velocity markets, Maturing Industries, Stagnant industries, and Fragmented industries.,	3 hr
• Strategies for Industry leaders Runner-up firms,	3 hr
. • weak and crisis ridden Business	2 hr
TOTAL hrs	**12**
UNIT-V	
• Structural issue	3 hr
• Matching structure with strategy	3 hr
• political behavior; Strategic Leadership and Competitive advantage	3 hr
• Creating a strategy - supportive culture and Strategic Control	3 hr
TOTAL hrs	**12**

Lesson Plan

Name of the Lecturer: **Dr.Smitha.V**

Subject: **Organisational Development**

Credits: **4**

Subject Code: **MB309**

No. of Lecturer hours: **60**

S.No.	LESSON PLAN	NO. OF HRS
	UNIT-I	
1.	Concepts of organisational development	1.
2.	History of OD	1.
3.	Evolution of OD	1.
4.	Importance of OD	1.
5.	Characteristics of OD	1.
6.	Major stems of OD	1.
7.	OD interventions	1.
8.	Values, Assumptions, beliefs in OD	2
9.	Octa pace Culture in organisations	1.
10.	Case study	1.
	UNIT-11	1.
11.	Foundations of Organisational Development	1.
12.	Models & theories of planned change	1.
13.	Kurt -Lewin theory – three stage model of change process	1.
14.	Burke-Litwin model of organisational change	1.
15.	Systems theory, nature of the systems,socio technical system	1.
16.	Participation & empowerment	1.
17.	Teams & team work	1.

18.	Parallel learning structure	1.
19.	Normative reductive strategy of changing	1.
20.	Applied behavioural research	1.
	UNIT-III	
21.	Managing the OD process	1.
22.	Data collection,diagnosis	1.
23.	Six box model	1.
24.	Third wave consulting	1.
25.	Action component – OD interventions	1.
26.	Nature of OD interventions	1.
27.	Program management component,	1.
28.	phases of OD programs	1.
29.	A model for managing change	1.
30.	Evaluating OD interventions	1.
31.	Conditions for optimal success of OD	1.
32.	How to avoid the pitfalls during organisational change	1.
33.	Eight steps for successful organisational transformation	1.
	UNIT-IV	
34.	Human process approach	1.
35.	Concept of team interventions	2
36.	What are the techniques and exercises used in team interventions	1.
37.	What is role analysis technique	1.
38.	What is role negotiation technique	1.
39.	Appreciation and concern exercise	1.
40.	Responsibility charting	2.
41.	Visioning & Force field analysis	2

42.	Broad team building interventions	2
43.	Organisational process approaches	1.
44.	Organisational confrontation	1.
45.	Inter group relations interventions	2.
46.	Grid organisational development	1.
	UNIT-V	
47.	Techno structural interventions- downsizing & reengineering	1.
48.	Employee involvement- Work design , Total quality management- quality circles	1.
49.	Strategic interventions – organisational transformation and its characteristics	2
50.	How to solve issues in consultant and client and maintain good relationship	2

Lesson Plan

Name of the Lecturer: **Dr.Smitha.V**

Subject: **Supply Chain Management**

Credits: **4**

Subject Code: **MB-408**

No. of Lecturer hours: **60**

S.No.	**LESSON PLAN**	**NO. OF HRS**
	UNIT-I	
1.	Goal & objectives of SCM, Conceptual framework	1.
2.	the impact of SCM on customer satisfaction & value creation	1.
3.	an overview & importance of SCM for a business enterprise	1.
4.	Supply chain strategy ,how competitive advantage can be gained by efficient SCM	1.
5.	Bull-whip effect, Demand forecasting	1.

6.	Supply chain optimisation, SCOR model	1.
7.	Reverse Supply chain, Value delivery system, E-SCM , Aggregate planning	1
	UNIT-II	
8.	Global SCM, Sourcing ,Issues and Solutions,	1
9.	Logistics Management	1
10.	3PL/4PL, Inbound/Outbound Logistics	1.
11.	Internal/External Logistics, Reverse Logistics	1.
12.	E-procurement ,Group purchasing	1.
13.	Reverse Auctions, JIT, VMI, Outsourcing	1.
14.	importance & functions of inventory management in SCM	1.
15.	importance & development of integrated Logistics strategy in SC	1
16.	Role of Logistics in SCM, the role of IT in SCM	1.
17.	Supplier relationships, Supplier partnerships	1.
18.	Role & importance of Inventory management in Supply chain	1.
19.	Factors influencing the decision making process of outsourcer	1.
20.	How to create better relationships with parties in supplychain	1.
	UNIT-III	
21.	Transportation in SCM, selection of transport	1.
22.	the various forms of transportation ,	1.
23.	Factors affecting selection of transport	1.
24.	the role of warehousing & material handling in Logistics management	1.
25.	Fleet management, Multimodel transport	1.
26.	Containerisation, Vehicle Scheduling , milkr un, cross docking, routing	1.
27.	Third party & Value added warehousing	1.

28.	Ware house management system, Ware house Automation	1.
29.	Types of warehouses	1.
30.	Ware house operations, third party , value added warehousing	1.
31.	Handling system -role & selection	1.
32.	Importance of handling system	1.
33.	Role of IT in SCM	1.
	UNIT-IV	
34.	Strategic alliance, the pros & cons behind the growing need for strategic partnerships in SCM	1.
35.	reasons behind the growing need for partnering supply chain relationships	1.
36.	Develop strategic guidelines and tips for partners in SCM PPP, Supply Chain restructuring	1.
37.	Bench marking	1.
38.	role and importance of Benchmarking	1.
39.	the methods and process of Benchmarking	1.
40.	various types & benefits of Benchmarking	2.
41.	Lean manufacturing	1.
42.	the significance of Lean manufacturing system in SCM success	1.
43.	How is Lean manufacturing system differ from Mass manufacturing system	1.
44.	Agile manufacturing	1.
45.	Difference between Lean manufacturing and Agile manufacturing	1
46.	Integration of lean manufacturing in SCM	1.
	UNIT-V	
47.	the meaning & concept of design of supply chain network	1.
48.	the impediments to an effective Supply Chain Network Strategy	1.

49.	the growing significance of channel strategy in supply chain perspective	1.
50.	various factors that influence network design decision	1
51.	the issues/problems in retail supply chain	1.
52.	the measures of customer service that are influenced by the structure of the distribution network	1.
53.	the growing significance of channel strategy in supply chain perspective	1.
54.	the how packaging & repackaging influence the performance in Retail Supply Chain	1
55.	how RFID applied in SCM the concept of customer service & impediments to an effective customer service strategy	1
56.	the concept of customer service & impediments to an effective customer service strategy	1
57.	Barcoding, Workforce management	1
58.	Complaint handling, Distribution network , Channel strategy, RFID	1
59.	Supply Chain integration, Supply Chain network	1
60.	Supply Chain Optimization, Customer Service strategy	

Lesson Plan

Name of the Lecturer: **Dr.Smitha.V**

Subject: **Value Education & Personality Development**

Credits: **2**

Subject Code: **MB201**

No. of Lecturer hours: **30**

S.No.	**LESSON PLAN**	**NO. OF HRS**
	UNIT-I	
1.	Exploring Habits & Attitudes	1
2.	Self-awareness, SWOT Analysis	1.
3.	Understanding Feelings & Emotions. Primary and secondary emotions, Self-regulating Emotions	1

4.	IQ, EQ, SQ, MI	1.
5.	Schooling the Mind	1.
6.	Managing Changes, Confusion & Uncertainty	1.
7.	Talk about values, attitudes & beliefs	1
	UNIT-II	
8.	Art of Listening	1
9.	Giving and Receiving Constructive feedback	1.
10.	Leadership Skills, how to maximise ones 'potential	1.
11.	Enhancing Self-image & Self esteem	1
12.	Different dimensions in one's personality	1.
	UNIT-III	
13.	How to Win friends and influence others	1
14	Situating self in Family, Friends and Groups	1
15	Book review of Dale Carnegie - How to win friends& influence people	1.
16.	What is Lateral thinking process- scenario	1
17.	What are the Problem-solving Strategies	1.
18.	Decision making skills- techniques & steps	1
19.	Performance indicators & Bench marking	1
	UNIT-IV	
20.	What is Critical Thinking	1
21.	Affective Strategies & Cognitive Strategies	1.
22.	Forming Opinion	1.
23.	Suggesting Reflective Skills	1.
24.	Case study	1
	UNIT-V	

25.	Crisis Management	1
26.	Time management	1
27.	Stress management	1
28.	Conflict management	1
29.	Team management	1
30.	Coping with Success and failure	1

LESSON PLAN

Name of the Lecturer: Farheen

Department: M.Sc. Data Science

Paper: COMMUNICATIVE COMPETENCE

Class: AMDS **Year: 2022-23** **Semester: I**

S. NO	LESSON PLAN	NO OF HRS
1	**UNIT-I**	**06Hrs**
	1. Features of Indian English	1
	2. Correction of sentences, Structures	1
	3. Tenses, ambiguity - idiomatic distortions	1
	4. Informal conversation Vs Formal expression	1
	5. Verbal and non-verbal communication	1
	6. Barriers to effective communication – kinesics	1
2	**UNIT- II**	**06Hrs**
	1. Oral, aural, Writing and reading	1
	2. Word-Power - Vocabulary- Jargon –	1
	3. Rate of speech, pitch, tone- Clarity of voice	1
	4. Technical presentations	1
	5. Types of presentation, video conferencing	1
	6. Participation in meetings - chairing sessions	1
3	**UNIT-III**	**06Hrs**
	1. Formal and informal interviews	1
	2. Ambiance and polemics	1
	3. Interviewing in different settings and for different purposes	1
	4. e.g., eliciting and giving information	1
	5. Recruiting, performance appraisal	1
	6. Group discussions, curriculum vitae	1
4	**UNIT- IV**	**06Hrs**
	1. Written communication	2
	2. Differences between spoken and written communication	2
	3. Features of effective writing such "as clarity, brevity	1

	4. Appropriate tone clarity, balance etc.	1
5	**UNIT- V**	**06Hrs**
	1. Letter-writing business letters –	1
	2. pro forma culture - format - style – effectiveness, promptness	1
	3. Analysis of sample letters collected from industry –email, fax.	1
	4. Technical Report writing –Business and Technical Reports	1
	5. Types of reports - progress reports, routine reports, annual reports - format –	1
	6. Analysis of sample reports from industry –Synopsis and thesis writing	1

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Srinivas

Department: M.Sc. Data Science

Paper: Artificial Intelligence

Class: AMDS **Year: 2022-23** **Semester:I**

S. NO	LESSON PLAN	NO OF HRS
	UNIT-I	**12Hrs**
	Introduction:	
	• AI problems, Intelligent agents: Agents and Environments.	4
	• The concept of rationality, the nature of environments.	4
	• Structure of agents, Problem solving agents, Problem formulation.	4
	UNIT- II	**12Hrs**
	Knowledge Representation & Reasons:	
	• Knowledge – Based Agents, the Wumpus world.	4
	• Propositional Logic: Reasoning patterns in propositional logic – Resolution	4
	• Forward & Backward Chaining. Inference in First order logic	3
	• Propositional vs first order inference.	1
	UNIT-III	**12Hrs**
	Searching:	
	• Searching for solutions, uniformed search strategies – Depth limited search	3
	• Bi-direction search, Comparing uninformed search strategies.	3
	• Search with partial information (Heuristic search), TSP problem	3
	• Best first search, A* search, Hill climbing, Simulated annealing search.	3
	UNIT- IV	**12Hrs**
	Constrain satisfaction problems: • Backtracking search for CSPs local search for constraint satisfaction problems. • Game Playing: Games, Min - Max algorithm • Optimal decisions in multiplayer games • Alpha-Beta pruning.	 3 3 3 3

	UNIT- V	**12Hrs**
5	**Planning:**	
	• Classical planning problem, Language of planning problem	3
	• planning with state – space search	3
	• forward state space search, backward state space search	3
	• Heuristics for state space search, Partial order planning Graphs	2
	• Planning graphs.	1

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Rashmi

Department: M.Sc. Data Science

Paper: Python for data science

Class: AMDS **Year: 2022-23** **Semester: I**

S. NO	LESSON PLAN	NO OF HRS
1	**UNIT-I**	**12Hrs**
	Algorithmic Problem Solving:	**6Hrs**
	1. Algorithms, building blocks of algorithms (statements, state, control flow, functions)	2
	2. notation (pseudo code, flow chart, programming language)	2
	3. Algorithmic problem solving, simple strategies for developing algorithms (iteration, recursion).	2
	Data, Expressions, Statements:	**6Hrs**
	4. Python interpreter and interactive mode.	2
	5. Values and types: int, float, Boolean, string, and list, variables, expressions, statements, tuple.	2
	6. Precedence of operators, comments.	2
2	**UNIT- II**	**12Hrs**
	Modules and functions:	**2Hrs**
	1. Function definition and use	1
	2. flow of execution, parameters, and arguments	1
	Control Flow, Functions:	**3Hrs**
	3. Conditionals: Boolean values and operators, conditional (if), alternative (if-else), Chained conditional (if-elif-else).	2
	4. Iteration: state, while, for, break, continue.	1
	Functions:	**4Hrs**
	5. Return values, parameters, local and global scope, Function composition, recursion.	4
	Strings:	**3Hrs**
	6. String slices, immutability, string functions and methods, string module	3

3	**UNIT-III**	**12Hrs**
	Lists:	**4Hrs**
	1. List operations, list slices list methods, list loop.	2
	2. mutability, aliasing, Cloning lists, list parameters, lists as arrays.	2
	Tuples:	**3Hrs**
	3. Tuple assignment	1
	4. tuple as return value.	2
	Dictionaries:	**3Hrs**
	5. Operations and methods.	1
	6. advanced list processing - list comprehension.	2
	Sets:	**2Hrs**
	7. Operations and methods	2
4	**UNIT- IV**	**12Hrs**
	Files: 1. Files and exception: text files, reading and writing files, format operator, Command line arguments, errors and exceptions, Modules.	6
	Packages: 2. NumPy, Pandas, and Matplotlib	6
5	**UNIT- V**	**12Hrs**
	Object Oriented Programming: 1. Classes and Objects, Classes and Functions, Classes and Methods, Working with instances.	7
	Inheritance and Exceptional Handling- 2. Introduction to Regular Expressions using "re" module.	5

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Ashfaq
Department: M.Sc. Data Science
Paper: Advance databases
Class: AMDS **Year: 2022-23** **Semester: I**

S. NO	LESSON PLAN	NO OF HRS
	UNIT-I	**12Hrs**
	Introduction to Relational Database Model:	**6Hrs**
	1. Structure of Relational Database.	2
	2. Database Schema, Keys, Schema Diagrams.	2
	3. Relational Query Languages, Relational Operations.	2
	Database design and the E-R Model:	**6Hrs**
	4. Overview of the Design Process, the Entity-Relationship model, Constraints.	2
	5. Removing Redundant Attributes in Entity sets, Entity-Relationship Diagrams.	2
	6. Reduction to relational schemas, Entity-Relationship design issues, Extended E-R features - Specialization and generalization.	2
	UNIT- II	**12Hrs**
	Relational Database Design:	**6Hrs**
	1. Features of Good Relational Designs, Atomic Domains and First Normal Form.	2
	2. Decomposition using Functional Dependencies, Functional-Dependency Theory.	2
	3. Decomposition using Multi-valued Dependencies, More Normal Forms, Database-Design Process and Modeling Temporal Data.	2
	Indexing and Hashing:	**6Hrs**
	4. Basic concepts, Ordered Indices, B+ tree index files, B+ tree extensions.	2
	5. Multiple-key access, Static Hashing, Dynamic Hashing.	2
	6. Comparison of ordered Indexing and Hashing, Bitmap indices, Index definition.	2
	UNIT-III	**12Hrs**
	Transactions:	**6Hrs**
	1. Transaction Concept, a Simple Transaction Model, Storage Structure.	2
	2. Transaction Atomicity and Durability, Transaction Isolation.	2
	3. Serializability, Transaction Isolation Levels, Implementation of Isolation Levels.	2
	Database System Architecture:	**6Hrs**
	4. Centralized and Client –Server Architectures.	2
	5. Server System Architectures, Parallel Systems.	2
	6. Distributed Systems, Network Types.	2
	UNIT- IV	**12Hrs**

	Parallel Database:	**3Hrs**
	1. Centralized and Client –Server Architectures.	1
	2. Server System Architectures, Parallel Systems.	1
	3. Distributed Systems, Network Types.	1
	Distributed Databases:	**3Hrs**
	4. Homogeneous and Heterogeneous Databases.	1
	5. Distributed Data Storage, Distributed Transactions.	1
	6. Commit Protocols.	1
	NOSQL:	**3Hrs**
	7. Value of Relational Databases, impedance mismatch.	1
	8. Application and Integration Databases, Attack of the clusters.	1
	9. Emergence of NoSQL.	1
	Aggregate Data Models:	**3Hrs**
	10. Aggregates.	1
	11. Key-Value and Document Data Models.	1
	12. Column Family Stores.	1
	UNIT- V	**12Hrs**
	More Details on Data Models :	**2Hrs**
	1. Relationships, Graph Databases, Schema less Databases.	1
	2. Materialized Views, Modeling for Data Access.	1
	Distributed Models :	**2Hrs**
	3. Single Server, Sharding.	1
	4. Master-Slave Replication, and Peer to Peer Replication.	1
	Consistency:	**2Hrs**
	5. Update Consistency, Read Consistency.	1
	6. Relaxing Consistency, Relaxing Durability.	1
	Key-Value Databases:	**2Hrs**
	7. Introduction to Key Value Store, Features.	1
	8. Structure of Data, Scaling.	1
	Document Database:	**2Hrs**
	9. Introduction, Features.	1
	10. Column Family Stores-Introduction, feature.	1
	Graph Databases: 11. Introduction, Features.	**2Hrs**

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Divya

Department: M.Sc. Data Science

Paper: MATHEMATICS FOR DATA SCIENCE

Class: AMDS **Year: 2022-23** **Semester: I**

S. NO	LESSON PLAN	NO OF HRS
1	**UNIT-I**	**12Hrs**
	Vector Spaces:	
	• General properties of Vector Space.	2
	• Vector Subspaces - Algebra of subspaces.	2
	• Linear Span- Linear sum of two subspaces.	2
	• Linear Dependence and Linear Independence of vectors.	3
	• Basis of a Vector Space – Finite Dimensional Vector Space.	3
2	**UNIT- II**	**12Hrs**
	Linear Transformations:	
	• Linear Transformations – Linear Operators Range and Null Spaces of a Linear Transformation.	2
	• Rank and Nullity of Linear Transformation.	2
	• Matrix of a Linear Transformation .	2
	• The Rank of a Matrix and Matrix Inverses .	4
	• Echelon form and normal form of matrix.	2
3	**UNIT-III**	**12Hrs**
	• Systems of Linear Equations - Consistency and in Consistency of Equations. (Only Problems.)	3
	• Eigen values and Eigenvectors	
	• Cayley -Hamilton Theorem –Problems	3
	• Symmetric Matrices- Diagonalization of Symmetric Matrices	2
	• Quadratic Forms	2
	• Constrained Optimization	2
4	**UNIT- IV**	**12Hrs**
	Inner Product Spaces:	

	• Euclidean and Unitary spaces Norm or length of a vector- Triangle inequality	4
	• Schwarz's inequality Orthogonality - Orthonormal set- Complete Orthonormal set	4
	• The Gram-Schmidt Orthogonalization Process	4
5	**UNIT- V**	**12Hrs**
	Elements of Number Theory:	
	• Divisibility- Division algorithm- Euclid' algorithm	1
	• Properties of G.C. D	1
	• Primes – Fundamental theorem of Arithmetic.	1
	• Congruences – Properties	2
	• Linear Congruences - Solutions of Congruences	2
	• Fermat's theorem and its Applications	3
	• Wilson's theorem and its Applications Chinese remainder Theorem- Applications	2

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Anitha/ Divya

Department: M.Sc. Data Science

Paper: Data Visualization (LAB)

Class: AMDS **Year: 2022-23** **Semester: I**

S. NO	LESSON PLAN	NO OF HRS
	Lab Experiments:	**45Hrs**
1.	Program to Demonstrate the Data Sources, Custom Data View, Extracting Data	3
2.	Program to Demonstrate the Fields Operations, Editing Metadata	3
3.	Program to Demonstrate the Data Joining, Data Blending	3
4.	Program to Demonstrate the Worksheets	3
5.	Program to Demonstrate the Add Worksheets, Rename Worksheet, Save & Delete Worksheet, Reorder Worksheet, Paged Workbook	3
6.	Program to Demonstrate the Calculations	3
7.	Program to Demonstrate the Operators	3
8.	Program to Demonstrate the Functions	3
9.	Program to Demonstrate the Numeric Calculations, String Calculations	3
10.	Program to Demonstrate the Date Calculations, Table Calculations, LOD Expressions	3
11.	Program to Demonstrate the Sort & Filters, Basic Sorting, Basic Filters	3
12.	Program to Demonstrate the Quick Filters, Context Filters, Condition Filters, Top Filters	3
13.	Program to Demonstrate the Charts, Bar Chart, Line Chart, Pie Chart, Crosstab, Scatter Plot	3
14.	Program to Demonstrate the Bubble Chart, Bullet Graph, Box Plot, Tree Map, Bump Char, Gantt Chart	3
15.	Program to Demonstrate the Histogram, Motion Charts, Waterfall Charts	3

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Rashmi

Department: M.Sc. Data Science

Paper: Python for data science (LAB)

Class: AMDS **Year: 2022-23** **Semester: I**

S. NO	LESSON PLAN	NO OF HRS
	Lab Experiments:	**45Hrs**
1.	Program to Demonstrate Data types and Operators	3
2.	Program to Demonstrate Control structures	3
3.	Program to Demonstrate Functions and recursive functions	3
4.	Program to Demonstrate Arrays and sorting	3
5.	Program to Demonstrate Lists and Dictionaries	3
6.	Program to Demonstrate Tuples and sets	3
7.	Program to Demonstrate Classes, Inheritance, and exceptional Handling	3
8.	Program to Demonstrate use of 're' for regular expressions	3
9.	Program to Demonstrate packages NumPy, Pandas and Matplotlib	3
10.	Program to Demonstrate Reading and handling missing data	3
11.	Program to Demonstrate handling String operations	3
12.	Program to Demonstrate File operations	3
13.	Program to Demonstrate GUI packages	3
14.	Program to Demonstrate Scatter Plot	3
15.	Program to Demonstrate 3D plotting	3

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Ashfaq

Department: M.Sc. Data Science

Paper: Advance data base (LAB)

Class: AMDS **Year: 2022-23** **Semester: I**

S. NO	LESSON PLAN	NO OF HRS
	Lab Experiments:	
1.	**Relational Databases:**	**20Hrs**
a)	Implement DDL Statements.	3
b)	Implement DML Statements	2
c)	Write the queries for implementing Built-In Functions.	3
d)	Design a Database and create required tables. Apply the constraints like PrimaryKey, Foreign Key, Not Null, and other constraints to the tables. Perform SQL Queries.	5
e)	Write the queries to implement the Joins.	3
f)	Write the queries to implement subqueries and correlated queries	4
2.	**NoSQL Databases:**	**25Hrs**
a)	Demonstrational operators in mongo dB to query the document.	3
b)	Demonstrate the methods to analyze data using aggregation techniques.	4
c)	Explain the techniques of splitting data across machines.	4
d)	Demonstrate **LIMIT ()** and **SKIP ()** methods in mongo db.	3
e)	Demonstrate example for Text Searching in Mongo db.	4
f)	Demonstrate the usage different remove methodologies to remove documents from collections. • Select various design aspects and operations of MongoDB. • Define objects, load data, query data and performance tune Key-Value Pair NoSQL databases.	7

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Farheen

Department: M.Sc. Data Science

Paper: SOFT SKILLS

Class: NMDS **Year: 2022-23** **Semester: III**

S. NO	LESSON PLAN	NO OF HRS
	UNIT-I	**6Hrs**
1	**Goal Setting**	
	• Meaning of goal and goal setting short.	1
	• Medium and long term goal setting	1
	• Importance of goal setting-Choices/Selection of setting goals-Steps for goal	2
	• setting-SMART goals	2
	UNIT- II	**6Hrs**
2	**Time Management**	
	• What and why of time management	2
	• Necessity and benefits of time management-tools of time management	2
	• How to manage time wisely	2
	UNIT-III	**6Hrs**
3	**Etiquettes**	
	• Get the first impression well.	1
	• Greet others & introduce yourself.	1
	• Body language- speak well	2
	• Dressing sense- appeals to others	2
	UNIT- IV	**6Hrs**
4	**Group Discussion Skills**	
	• Leadership Skills, Interpersonal Skills.	1
	• Persuasive Skills, Problem Solving Skills.	1
	• Conceptualization Skills.	2
	• Initiating the discussion, listening to others point of view.	2

	UNIT- V	**6Hrs**
	Interview Skills	
	• Creating first impression in an interview, walkup to interview room,	2
	• How to approach the interview members, sitting posture in the interview room	2
	• body language	2

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Rashmi

Department: M.Sc. Data Science

Paper: Big Data Analytics

Class: NMDS **Year: 2022-23** **Semester: III**

S. NO	LESSON PLAN	NO. OF HRS
1	**UNIT-I**	**12Hrs**
	1. History of Data Management-Evolution of Big Data	1
	2. Structuring Big Data, Elements of Big Data	2
	3. Big Data Analytics, Careers and Future of Big Data	2
	4. Importance and Scope of Big Data Jobs, Opportunities	2
	5. Skill assessment, Roles and Responsibilities in Big Data Jobs	2
	6. Basic Educational and Technological Requirements for Big Data Jobs	2
	7. Tools supporting Big Data	1
2	**UNIT- II**	**12Hrs**
	Understanding Hadoop Ecosystem:	**7Hrs**
	1. Introducing Hadoop	1
	2. Hadoop Ecosystem	1
	3. Difference Between Client Server and Distributed OS	1
	4. Hadoop Distributed File System	1
	5. MapReduce, Hadoop Yarn, Introducing HBase	1
	6. Combining HBase and HDFS	1
	7. Hive, Pig and Pig Latin, Sqoop, Zookeeper, Flume and Oozie	1
	Understanding Map Reduce Fundamentals and HBase:	**5Hrs**
	8. The Map Reduce Framework	2
	9. Techniques to Optimize Map Reduce Jobs	1
	10. Uses of Map Reduce	1
	11. Characteristics of HBase	1
3	**UNIT-III**	**12Hrs**
	Understanding Hadoop YARN Architecture:	
	1. Background and Advantages of YARN	2

	2. YARN Architecture	2
	3. Working of YARN, YARN Schedulers	2
	4. YARN Configurations	2
	5. YARN Commands	2
	6. YARN Containers	2
4	**UNIT- IV**	**12Hrs**
	Exploring HIVE:	
	1. Introducing Hive	1
	2. Getting started with Hive	1
	3. Data Types and Built-in functions in Hive	2
	4. Hive DDL	2
	5. Data manipulation in Hive	2
	6. Data Retrieval Queries	2
	7. Using Joins in Hive	2
5	**UNIT- V**	**12Hrs**
	Analyzing Data with Pig	
	1. Introducing Pig, Running Pig	2
	2. Getting Started with Pig Latin	2
	3. Working with Operators in Pig	3
	4. Working with Functions in Pig	3
	5. Debugging Pig, Error Handling in Pig	2

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Ashfaq

Department: M.Sc. Data Science

Paper: DEEP LEARNING

Class: NMDS **Year: 2022-23** **Semester: III**

S. NO	LESSON PLAN	NO OF HRS
	UNIT-I	**12Hrs**
	Introduction:	
	1. Historical context and motivation for deep learning	2
	2. Supervised Learning algorithms	2
	3. Unsupervised Learning algorithms	2
	4. Optimizing logistic classifier using gradient descent	2
	5. Stochastic gradient descent, momentum, and adaptive sub-gradient method.	4
	UNIT- II	**12Hrs**
2	**Neural Networks:**	
	1. Feedforward neural networks	2
	2. Deep networks	2
	3. Architecture Design	2
	4. Regularizing a Deep network	2
	5. Model exploration and hyperparameter tuning.	4
	UNIT-III	**12Hrs**
3	**Convolution Neural Networks:**	
	1. Introduction to convolution neural networks	2
	2. Motivation, Pooling	2
	3. Convolution and Pooling as an Infinitely strong prior	2
	4. Variants of the basic Convolution function	2
	5. Structured outputs, Efficient Convolution Algorithms	4
	UNIT- IV	**12Hrs**
4	**Sequence Modelling: Recurrent Nets and Recursive Nets:**	
	1. Unfolding computational graphs, recurrent neural networks (RNNs)	2
	2. Bidirectional RNNs	2
	3. Encoder-Decoder sequence to sequence architectures	2

	4. Deep Recurrent networks	2
	5. Recursive Networks	4
	UNIT- V	**12Hrs**
	Auto encoders:	
	1. Under complete auto encoders	2
	2. Regularized auto encoders, sparse auto encoders, denoising auto encoders	2
	3. Representational power, layer, size, and depth of auto encoders	2
	4. Stochastic encoders and decoders	2
	5. Application of auto encoders	4

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Shanti

Department: M.Sc. Data Science

Paper: INTERNET OF THINGS

Class: NMDS **Year: 2022-23** **Semester: III**

S. NO	LESSON PLAN	NO OF HRS
1	**UNIT-I**	**12Hrs**
	Introduction and Concepts	
	1. Introduction to Internet of Things –Definition and Characteristics of IoT	3
	2. Physical Design of IoT, Logical Design of IoT	3
	3. IoT Enabling Technologies	3
	4. IoT Levels and Deployment Templates, Domain Specific IoTs – Home Automation Cities, Environment, Agriculture, Industry, health, and Lifestyle	3
2	**UNIT- II**	**12Hrs**
	IoT and M2M	
	1. IoT and M2M- Introduction to M2M, Difference between IoT and M2M	3
	2. SDN and NFV for IoT	3
	IoT System Management with Netconf-Yang	
	3. Need for IoT Systems Management, SNMP	2
	4. Network Operator requirements, NETCONF, YANG	2
	5. IoT Systems Management with NETCONF-YANG	2
3	**UNIT-III**	**12Hrs**
	IoT Design Methodology	
	1. Design methodology	2
	2. IOT level 1,2,3	2
	3. IOT level 4,5,6	2
	4. IOT level 7,8,9,10	3
	5. Weather monitoring system case study	3
4	**UNIT- IV**	**12Hrs**
	IoT Physical Devices and Endpoints	
	1. Building blocks of IoT device	2
	2. Raspberry Pi, About the Board, Linux on Raspberry Pi, Raspberry Pi Interfaces	3

	3. Programming Raspberry Pi with Python	5
	4. Other IoT devices	2
5	**UNIT- V**	**12Hrs**
	IoT Physical Servers and Cloud Offerings	
	1. Introduction to Cloud Storage models and Communication API	3
	2. WAMP-AutoBahn for IoT, Xively Cloud for IoT	3
	3. Python web application framework-Django	3
	4. Case study on IOT applications	3

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Dr. G. Anitha mary

Department: M.Sc. Data Science

Paper: NATURAL LANGUAGE PROCESSING LAB

Class: NMDS **Year: 2022-23** **Semester: III**

S. NO	LESSON PLAN	NO OF HRS
	Lab Experiments:	**45Hrs**
1.	Implement and demonstrate the tokenize text.	4
2.	Implement and demonstrate the count word frequency and to remove stop words.	5
3.	Implement and demonstrate the tokenize Non-English Languages	4
4.	Implement and demonstrate the get synonyms from WordNet.	5
5.	Implement and demonstrate to get Antonyms fromWordNet.	4
6.	Implement and demonstrate the non-English words.	4
7.	Implement and demonstrate the lemmatizing words Using WordNet.	5
8.	Implement and demonstrate the differentiate stemming and lemmatizing words.	5
9.	Implement and demonstrate the POS Tagging or WordEmbeddings.	5
10.	Case study-based program on Sentiment analysis.	4

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Divya

Department: M.Sc. Data Science

Paper: SOCIAL MEDIA ANALYTICS

Class: NMDS **Year: 2022-23** **Semester: III**

S. NO	LESSON PLAN	NO OF HRS
1	**UNIT-I**	**12Hrs**
	1. Social Media and Its Importance	2
	2. Various Social Media Platforms	2
	3. Social Media Mining	2
	4. Challenges for Social Media Mining	3
	5. Social Media Mining Techniques	3
2	**UNIT- II**	**12Hrs**
	1. Types of Social media Networks	2
	2. Generic process of social media mining	1
	3. Preprocessing and cleaning in R	1
	4. Data Modeling Steps	2
	5. Sentiment Analysis	2
	6. Steps in sentiment analysis	2
	7. Business Case	2
3	**UNIT-III**	**12Hrs**
	Twitter:	
	1. Twitter and its importance	3
	2. Understanding Twitters APIs	2
	3. Collecting Twitter user features from APIs	3
	4. Twitter vocabulary	1
	5. Twitter sentiment analysis: Business Case	3
4	**UNIT- IV**	**12Hrs**
	Facebook:	
	1. Social network analysis and visualization	1
	2. Getting face book page data	1
	3. Trend analysis	2

	4. Spam detection	1
	5. Business Case	1
	Instagram:	
	6. Access Data from R	1
	7. Building a dataset	1
	8. Popular personalities	1
	9. Finding most popular destination	1
	10. Clustering the pictures	1
	11. Recommendations to the users, Business case	1
5	**UNIT- V**	**12Hrs**
	More Social Media Websites:	
	1. Searching on Social Media, Accessing Product Reviews From Sites	3
	2. Retrieving Data From Wikipedia, Accessing Data From Quora	3
	3. Mapping Solutions From Google Maps	2
	4. Professional Network Data From LinkedIn	2
	5. Getting Blogger data	2

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Srinivas

Department: M.Sc. Data Science

Paper: CLOUD COMPUTING

Class: NMDS **Year: 2022-23** **Semester: III**

S. NO	LESSON PLAN	NO OF HRS
1	**UNIT-I**	**12Hrs**
	Introduction to Cloud Computing	
	1. Cloud Computing in a Nutshell	2
	2. System Models for Distributed and Cloud Computing	2
	3. Roots of Cloud Computing	2
	4. Grid and Cloud	1
	5. Layers and Types of Clouds	1
	6. Desired Features of a Cloud	1
	7. Basic Principles of Cloud Computing, Challenges and Risks	1
	8. Service Models	2
2	**UNIT- II**	**12Hrs**
	1. Virtual Machines and Virtualization of Clusters and Data Centres	2
	2. Levels of Virtualization, Virtualization Structures/Tools and Mechanisms	2
	3. Virtualization of CPU, Memory, and I/O Devices	2
	4. Virtual Clusters and Resource Management, Virtualization	
	5. Data-Centre Automation	1
	6. Case studies: Xen Virtual machine monitors- Xen API	2
	7. VMware - VMware products-VMware Features	2
	8. Microsoft Virtual Server - Features of Microsoft Virtual Server	1
3	**UNIT-III**	**12Hrs**
	Cloud computing architectures over Virtualized Data Centres	
	1. Data-Centre design and Interconnection networks	3
	2. Architectural Design of Compute and Storage Clouds	2
	3. Public Cloud Platforms, GAE, AWS, Azure	2
	4. Inter-cloud Resource Management	5

4	**UNIT- IV**	**12Hrs**
	Cloud Security and Trust Management, Data Security in the Cloud	
	1. An Introduction to the Idea of Data Security	3
	2. The Current State of Data Security in the Cloud	1
	3. Homo Sapiens and Digital Information	1
	4. Cloud Computing and Data Security Risk	1
	5. Cloud Computing and Identity	2
	6. The Cloud, Digital Identity, and Data Security	2
	7. Content Level Security—Pros and Cons	2
5	**UNIT- V**	**12Hrs**
	Cloud Programming and Software Environments:	
	1. Features of Cloud and Grid Platforms	2
	2. Parallel and distributed Programming Paradigms	3
	3. Programming Support of Google App Engine	2
	4. Programming on Amazon AWS and Microsoft Azure	3
	5. Emerging Cloud Software Environments	2

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Rashmi

Department: M.Sc. Data Science

Paper: BIG DATA ANALYTICS (LAB)

Class: NMDS **Year: 2022-23** **Semester:I**

S. NO	LESSON PLAN	NO OF HRS
	Lab Experiments:	
1.	Perform setting up and installing Hadoop in its three operating modes: stand alone, Pseudo distributed.	3
2.	Perform some tasks by using web-based tools of Hadoop system.	3
3.	Implement the following file management tasks in Hadoop: • Adding file and directories • Creating file, retrieving file and deleting files	3
4.	Map Reduce program for basic word count.	3
5.	Map Reduce program for sorting text data.	3
6.	Map Reduce program for analyzing student report.	3
7.	Map Reduce program for mining weather data.	3
8.	Installing and running Hive, practice some Hive commands.	3
9.	Using Hive; create, insert, update, alter, delete, and drop the tables.	3
10.	Using Hive; query the data from the data base tables.	3
11.	Using Hive; create views, use functions, create indexes for the data base tables.	3
12.	Installing and running Pig, practice some Pig commands.	3
13.	Write Pig Latin scripts using eval functions to analyze your data.	3
14.	Write Pig Latin scripts using math, functions to analyze your data.	3
15.	Write Pig Latin scripts using string, functions to analyze your data.	3

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Rama

Department: M.Sc. Data Science

Paper: INTERNET OF THINGS LAB (LAB)

Class: NMDS **Year: 2022-23** **Semester: III**

S. NO	LESSON PLAN	NO OF HRS
	Lab Experiments:	**45Hrs**
1.	Setting up the Hardware and Software environment and library installation	4
2.	Interfacing output devices a. LED b. Relay c. DC motor	4
3.	Interfacing input devices a. Switch b. IR sensor	4
4.	Interfacing 16x2 LCD a. Displaying message b. Scrolling messages on LCD c. LM 35	5
5.	Working with analog read and analog write functions. a. Reading data from Potentiometer and displaying it on LCD b. Interfacing Servo Motor and controlling using Potentiometer.	5
6.	Interfacing Ultrasonic sensor for safety parking system and creating an excel dataset.	4
7.	Interfacing DHT sensor and recording the values and creating an excel dataset.	4
8.	Working on different API for communication – ThingSpeak or Ubidots for Desktop platform and BLYNK for mobile platform.	6
9.	Recording data from DHT, IR and Ultrasonic sensor onto ThinkSpeak or Ubidots and BLYNK	5
10.	Controlling output devices from cloud platforms.	4

Lecturer **HOD**

LESSON PLAN

Name of the Lecturer: Dr. G. Anitha mary

Department: M.Sc. Data Science

Paper: NATURAL LANGUAGE PROCESSING

Class: NMDS **Year: 2022-23** **Semester: III**

S. NO	LESSON PLAN	NO OF HRS
	UNIT-I	**12Hrs**
	1. Introduction to NLP, Background, and overview,	4
	2. NLP Applications -NLP hard Ambiguity- Algorithms and models,	4
	3. Knowledge Bottlenecks in NLP- Introduction to NLTK, Case study	4
	UNIT- II	**12Hrs**
	Parsing and Syntax	
	1. Word Level Analysis: Regular Expressions, Text Normalization,	4
	2. Edit Distance, Parsing and Syntax- Spelling, Error Detection, and correctionWords and Word classes- Part-of Speech Tagging.	4
	3. Naive Bayes and Sentiment Classification: Case study	4
	UNIT-III	**12Hrs**
3	**Smoothed Estimation and Language Modelling**	
	1. N-gram LanguageModels: N-Grams.	3
	2. Evaluating Language Models-The language modelling problem.	3
4	**Semantic Analysis and Discourse Processing**	
	3. Semantic Analysis: Meaning Representation, Lexical Semantics	3
	4. ambiguity, Word Sense Disambiguation.	3
	UNIT- IV	**12Hrs**
5	**Natural language Generation and Machine Translation**	
	1. Natural Language Generation: Architecture of NLG Systems, Applications.	4
	2. Machine Translation: Problems in Machine Translation- Machine Translation Approaches- Evaluation of Machine Translation systems.	4
	3. Case study: Characteristics of Indian Languages	4
	UNIT- V	**12Hrs**
6	**Information Retrieval and Lexical Resources**	
	1. Information Retrieval: Design features of Information Retrieval Systems	2
	2. Classical, Non- classical, Alternative Models of Information Retrieval	2

	3. valuation Lexical Resources: Word Embeddings - Word2vec- Glove.	3
	4. Recommended Systems, Long short-term memory (LSTM).	3
	5. Linear Discriminant Analysis (LDA)	2

Lecturer **HOD**

M.SC FOOD SCIENCE AND NUTRITION

LESSON PLANS

LESSON PLAN

Name of the Lecturer: Ms.Pravalika
Department: Food Science and Nutrition.
Paper: Bakery Science
Class: 1Year/I Semester **Year: 2022-2023** **Semester: I**

Serial No:	Topic Allotted	No of Hrs.
1	Baking industry and its scope in the Indian economy.	2
2	Present Trends and Prospects	2
3	Baking principles - classification - role of ingredients in bakery products - chemistry and technology.	2
4	Dough rheology - equipments used for quality evaluation.	2
5	Baking principles and classification of bakery products	2
6	Role of ingredients in bakery products	2
7	Role of ingredients - various types of biscuits -	2
8	basic procedure in production	2
9	Role of ingredients in biscuits and cookies	2
10	Types of biscuits	2
11	Basic procedure of biscuits and cookies	2
12	Characteristic features of ingredients of cookies	2
13	Quality assessment of raw ingredients used in cookies	2
14	Cake-role of ingredients - flours, oils and fats, eggs, suger, dried fruits and nuts.-	2
15	types of cakes - methods of mixing - preparation of fancy cakes and techniques - quality - cake faults and remedies.	2
16	Role of ingredients in sponge goods	2
17	Types of cakes	2
18	Techniques and quality of fancy cakes	2
19	Cake faults and remedies	2
20	Pastry basic formulation - different types - flaky, puff and danish pastry- bakery products that combines flour and fat.	2
21	Pie - types and methods.	2

22	**Introduction to pastry preparation**	**2**
23	**Types of pastries and preparation**	**2**
24	**Preparation methods of danish pastries and the role of ingredients used.**	**2**
25	**Cold and hot pastries**	**2**
26	**Standards, regulations and quality control for bakery products.**	**2**
27	**Specifications for bakery ingredients BIS/FSSA standards for ingredients and products**	**2**
28	**Specifications for bakery products BIS/FSSA standards for ingredients and products**	**2**
29	**Morphology, types of baker's yeast, yeast freshness test gassing activity of yeast.**	**2**
30	**Reproduction, physiology, quality tests of yeast**	**2**
	No of Units : Total Hrs :	**60**

LESSON PLAN

Name of the Lecturer: Mrs. Ananda Mary
Department: Food Science and Nutrition.
Paper: Human Physiology
Class: 1Year/I Semester **Year: 2022-2023** **Semester: I**

Serial No:	Topic Allotted	No of Hrs.
1	Blood composition and function	1
2	Plasma protein composition and function	1
3	Blood formation and factors controlling erythropoesis	1
4	Pathophysiology of anemia	1
5	Pathophysiology of jaundiced	1
6	Cardiac cycle	1
7	Cardiac output and heart sounds	1
8	Heart rate and regulation	1
9	Blood pressure and hypertension	1
10	Coronary artery disease	1
11	Hemorage and componsatory changes after hemorrhage	1
12	Transport and exchange of gases	1
13	Control of respiration and respiratory control tests	1
14	Lung volume and capacity and copd	1
15	Urine formation	1
16	Acid base balance	1
17	Pathophysiology of renal stones	1
18	Pathology of urinary track infections	1
19	Pathophysiology of glomerular nephritis	1
20	Physiology and functions of stomach	1
21	Physiology and functions of liver	1
22	Physiology and functions of pancreas and gall Bladder	1
23	Composition function and regulations of salivary juice	1
24	Composition function and regulations of pancreatic juice	1

25	**Composition function and regulation of bile juice**	**1**
26	**Composition function and regulations of intestinal juice**	**1**
27	**Gi hormones**	**1**
28	**Peptic ulcer pathophysiology gerd**	**1**
29	**Cholelithiasis pathophysiology**	**1**
30	**Portal hypertension pathophysiology**	**1**
31	**Fatty liver pathophysiology**	**1**
32	**Liver cirrhosis pathophysiology**	**1**
33	**Structure and function of neuron**	**2**
34	**Structure and function of nerve**	**1**
35	**Conduction of nerve impulse**	**1**
36	**Synapse and neuro transmitters**	**1**
37	**General organisation of nervous system.**	**1**
38	**Protection structure and function of brain**	**1**
39	**Protection structure and function of spinal cord**	**1**
40	**Cerebrospinal fluid**	**1**
41	**Structure function and role of sensory organs skin eyes**	**1**
42	**Structure function and role of ears nose and toung**	**1**
43	**Effects of pituitary thyroid**	**1**
44	**Effects Parathyroid**	**1**
45	**Effects of adrenal**	**1**
46	**Effects of pancreatic harmonies**	**1**
47	**Pathophysiology of diabetes mellitus**	**1**
48	**Pathophysiology of metabolic syndrome**	**1**
49	**Pathophysiology of harshimoto disease**	**1**
50	**Pathophysiology of tetanus**	**1**
51	**Pathophysiology of Cushing syndrome**	**1**
52	**Pathophysiology of mensuation**	**1**
53	**Pathophysiology of menopause**	**1**
54	**Pathophysiology of aging**	**1**

55. **56** **57** **58**	**Pathophysiology of pregnancy** **Pathophysiology of lactation** **Pathophysiology of pcod** **Pathophysiology of infertility**	**1** **1** **1** **1**
	No of Units : Total Hrs :	**60**

LESSON PLAN

Name of the Lecturer: Dr.G.Gladvin

Department: Food Science and Nutrition.
Paper: Principles of food science
Class: 1Year/I Semester **Year: 2022-2023** **Semester: I**

Serial No:	Topic Allotted	No of Hrs.
1	Water	4
2	PH	2
3	Oxidation reduction potential of foods	1
4	application in food systems	1
5	Enzymes Classification	1
6	application in food industry and immobilized enzymes	2
7	Proteins	3
8	Sugars	4
9	Lipids	4
10	Basic concepts of new product development	3
11	Food additives	1
12	Preservatives	1
13	Antioxidants	1
14	Emulsifiers	1
15	Humectants, hydrocolloids	1
16	Sweeteners, acidulants. Buffering salts, anticaking agents	1
17	Food uses and functions in formulation	1
18	Toxicological evaluation of food additives	1
19	Food processing and preservation by heat	3
20	Food processing and preservation by low temp	3
21	Food processing and preservation by non thermal technologies	3
22	Food processing and preservation by other methods	3
	No of Units : Total Hrs :	37

LESSON PLAN

Name of the Lecturer: Dr.G.Gladvin
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: Principles of food science (PRACTICAL)

Class: AMFSN **Year: 1st Year** **Semester: 1**

Serial No:	Topic Allotted	No of Hrs.
1	Proximate composition of foods: Analysis of carbohydrates,	**3**
2	Proximate composition of foods: Analysis of proteins	**3**
3	Proximate composition of foods: Analysis of fats	**3**
4	Proximate composition of foods: Analysis of total ash	**3**
5	Proximate composition of foods: Analysis of moisture content	**3**
6	Estimation of sugar in foods.	**3**
7	Determination of active alcoholic and aqueous acidity in foods, measurement of pH and preparation of buffer solutions.	**3**
8	Refractive index, melting point, solidification point of fats & oils.	**3**
9	Determination of peroxide value and acid value in fats & oils.	**3**
10	Estimation of polyphenols in foods.	**3**
11	Determination of ascorbic acid/dehydroascorbic acid ratio in foods.	**3**
12	New Product Development and its package evaluation	**3**

TOTAL HOURS	**36**

LESSON PLAN

Name of the Lecturer: Mrs.Shirley lillian
Department: Food Science and Nutrition.
Paper: Advanced nutritional biochemistry and instrumentation
Class: 1Year/I Semester **Year: 2022-2023** **Semester: I**

Serial No:	Topic Allotted	
1	Glycolysis	1
2	Gluconeogenesis	1
3	Hexose monophosphate shunt	1
4	Citric acid cycle	1
5	Fatty acids synthesis of saturated	1
6	Synthesis of unsaturated fatty acids	1
7	Triacyl glycerol synthesis	1
8	Phospholipid synthesis	1
9	Lipoprotein synthesis	1
10	Cholesterol synthesis and regulation	1
11	Genetic code	1
12	Translation	1
13	Post translational modifications	1
14	Genetic mutations	1
15	Genetic recombination	1
16	Basic principles of Nutrigenomics	1
17	Elementary knowledge of DNA recombinant technology	1
18	Nucleotide structure	1
19	Biosynthesis and breakdown of purine nucleotides	1
20	Biosynthesis and breakdown of pyrimidine nucleotides	1
21	DNA organisation	1
22	DNA Replication and repair	1
23	RNA synthesis and processing in prokaryotes	1
24	RNA synthesis and processing in eukaryotes	1

25	**Regulation of gene expression in lac Oberon**	**1**
26	**Restriction enzymes**	**1**
27	**Chimera DNA**	**1**
28	**Clonning**	**1**
29	**Genomic library and cDNA library**	**1**
30	**Target cell concept**	**1**
31	**Receptors**	**1**
32	**Classification of harmones**	**1**
33	**Signal transduction**	**1**
34	**Intracellular messengers**	**1**
35	**Beer Lamberts law**	**1**
36	**Colorimetry**	**1**
37	**Atomic absorption**	**1**
38	**Flame photometry**	**1**
39	**Gel filtration chromatography**	**1**
40	**Ion exchange chromatography**	**1**
41	**Affinity chromatography**	**1**
42	**High pressure liquid chromatography**	**1**
43	**Gas chromatography**	**1**
44	**Electrophoresis polyacrylide gel electrophoresis**	**1**
	Native and SDS	**1**
45	**Agarose gel Electrophoresis**	**1**
46	**Ph Meter**	**1**
47	**Radio isotopes and their application**	**1**
	No of Units : 3 **Total Hrs :**	**47**

LESSON PLAN

Name of the Lecturer: Mrs.Shirley lillian
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: advanced nutritional biochemistry (PRACTICAL)

Class: AMFSN **Year: 1st Year** **Semester: 1**

Serial No:	Topic Allotted	No of Hrs.
1	Spectrophotometry introduction	**1**
2	Estimation of Phosphorous	**3**
3	Estimation of Proteins.	**3**
4	Estimation of Iron.	**3**
5	Estimation of Cholesterol.	**3**
6	Determination of blood glucose – oxidase method.	**3**
7	Estimation of Vitamin-C.	**3**
8	Chromatographic Techniques introduction	**1**
9	Separation of amino acids, sugars and lipids.	**6**
10	Buffers introduction	**1**
11	Preparation of acidic buffers. .	**2**
12	Preparation of basic buffer	**2**

TOTAL HOURS	**31**

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: ADVANCED HUMAN NUTRITION

Class: AMFSN **Year: 1st Year**
Semester: 1

Serial No:	Topic Allotted	No of Hrs.
1	Historical perspective of nutrient requirements	2
2	Methods of assessment of nutrient needs – a critical review	2
	Critical evaluation of sensitive methods and derivations of requirements and recommended dietary allowances of macronutrients for all age groups	
3	Energy	1
4	Carbohydrates and dietary fiber	2
5	Proteins and amino acid	2
6	Lipids	1
7	Water	1
8	Critical evaluation of national and international nutrient allowances; factors affecting the requirements	1
9	Water soluble vitamins	4
10	Fat soluble vitamins	3
11	Minerals and trace elements	3
12	Critical evaluation of national and international nutrient allowances; factors affecting the requirements, dietary guidelines for Indians	2
13	Extreme temperatures – low and high	2
14	High altitude	2
15	Space nutrition and food systems	2
16	Sports nutrition	2

17	**Host defense mechanisms and nutrients essential in the development of immune system**	**2**
18	**Effect of Infections on the nutritional status of an individual**	**2**
19	**Nutrient deficiencies and excesses affecting the immuno-competence and susceptibility to infections**	**2**
20	**Ongoing nutrition transition and its implications**	**2**
21	**Changing trends in life style patterns in population groups and their implications**	**2**
22	**Nutrigenomics, nutraceuticals, bioactive compounds**	**2**
23	**Ways of enhancing nutritional quality of diets**	**2**
24	**Assessment of protein quality- By various indices and their interpretation**	**2**
25	**Dietary diversification**	**2**
26	**Bioavailability of nutrients**	**2**
	TOTAL	**47**

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: ADVANCED HUMAN NUTRITION (PRACTICAL)

Class: AMFSN **Year: 1st Year** **Semester: 1**

Serial No:	Topic Allotted	No of Hrs.
1	Field Visits	
2	To institutions to elicit dietary intake of individuals to calculate energy intake through 24 hour recall method	5
3	Energy Expenditure	
4	Measurement of Oxygen saturation levels	2
5	Pulse rate measurements	2
6	Computing energy expenditure by bioelectric impedance	2
7	Determining total energy expenditure using activity records and energy cost of activities	3
8	Energy balance: Calculation of total energy expenditure (TEE) and energy intake	3
9	Measuring height, body mass, MUAC and skin fold thickness	3
	Measuring body composition using various techniques: Skin fold technique, BOD POD, DEXA and In Body	3
3	Assessment of Protein Quality	
	Calculation of Net Dietary protein Cal % of diets and dishes	5

TOTAL HOURS	28

LESSON PLAN

Name of the Lecturer: Dr.G.Gladvin
Department: Food Science and Nutrition.
Paper: Research Methodology
Class: 1Year/II Semester **Year: 2022-2023** **Semester: II**

Serial No:	Topic Allotted	No of Hrs.
1	Data Collection,	1
2	Data Measurment	1
3	Definition and characteristics of data	1
4	Primary data characteristics advantages and disadvantages	1
5	secondary data characteristics advantages and disadvantages	1
6	Sources of data	1
7	Methods of data collection	1
8	Observation method	1
9	Personal interview forms schedules	1
10	Questionary method–	1
11	Documentation sources of data	1
12	Case study	1
13	Sampling and sampling Design,	1
14	Definitions and variables,	1
15	Methods of sampling	1
16	probability sampling methods,	1
17	simple random sampling, stratified sampling	1
18	systematic sampling multistage sampling.	1
19	Non Propbability sampling	1
20	judgement sampling conveinience sampling	1
21	quota sampling hit or accidental sampling.	1
22	Size of sampling determination of sampling	1
23	size sampling	1

24	**non- sampling errors**	**1**
25	**Attitude measurement measurement of attitudes concept of scale**	**1**
26	**scales definition of attitude importance**	**1**
27	**Basis of scale classifications**	**1**
28	**Attitude scales Thurston scale**	**1**
29	**likerts scale guttmans or basic statistical tools**	**1**
30	**Data processing editing**	**1**
31	**Codification classification and tabulation of data quantitative analysis of data**	**1**
32	**Report writing and presentation**	**1**
33	**Definition purpose report synopsis types of report**	**1**
34	**Characteristics of a good report.**	**1**
35	**Structure of a good research report writing**	**1**
36	**Formatting of reports.**	**1**
	No of Units : 3 Total Hrs :	**36**

LESSON PLAN

Name of the Lecturer: Mrs. SHIRLEY LILLIAN.M
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: ADVANCED FOOD SCIENCE

Class: AMFSN **Year: 1st Year** **Semester: II**

Serial No:	Topic Allotted	No of Hrs.
	Application of heat : processing, effect on food texture, colour, flavour and nutritional value of foods by:	
1.	**Heat processing using steam or water –Pasteurization and Heat sterilization, Evaporation and distillation**	**4**
2.	**Extrusion**	**2**
3.	**Heat processing by hot air**	**2**
4.	**Baking**	**2**
5.	**Frying using oil**	**2**
	Effects of Cold Processing on Food:	
6.	**Chilling**	**3**
7.	**Controlled and modified atmosphere storage and packaging**	**4**
8.	**Freezing**	**2**
9.	**Freeze drying and freeze concentration**	**3**
	Preservation of food by Fermentation:	
10.	**Food conversion**	**2**
11.	**Food cultures**	**2**
12.	**Lactic acid bacteria and other bacteria**	**2**
13.	**Lactic acid bacteria with yeast**	**2**
14.	**Lactic acid bacteria with moulds**	**2**
15.	**Miscellaneous fermentation**	**2**
	Preservation of food by Irradiation of foods	
16.	**Theory**	**1**
17.	**Equipment**	**1**

18.	**Application and effect on food- Colour**	**2**
19.	**Application and effect on food- Flavour**	**2**
20.	**Application and effect on food- Nutrients**	**2**
21.	**Application and effect on food- Micro organisms**	**2**
22.	**Effect on packaging and detection of irradiated foods**	**2**
23.	**Food Additives, Classification, Interactions with foods**	**3**
24.	**Food Adulterants**	**2**
25.	**Methods of improving nutritional value of foods**	**2**
26.	**Food enrichment**	**2**
27.	**Restoration and fortification of Food**	**3**

NO.OF UNITS	**05**	**TOTAL HOURS**	**60**

LESSON PLAN

Name of the Lecturer: Mrs. SHIRLEY LILLIAN.M
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: FOOD MICROBIOLOGY AND FOOD SAFETY

Class: AMFSN **Year: 1st Year** **Semester: II**

Serial No:	Topic Allotted	No of Hrs.
1.	Definition, Scope of Food Microbiology	2
	An introduction to microbial world: Bacteria, Fungi, Yeast, Viruses Bacterial groups based on their morphology:	
2.	Gram+ve/Gram –ve bacteria	1
3.	Motile/Non-motile bacteria	1
4.	Sporulating/Non-sporulating bacteria	2
5.	Bacterial groups based on their physiological growth factors: Temperature, pH, water activity, availability of oxygen	2
6.	Fungi and Yeast: General features & their importance in food microbiology	2
7.	Viruses and Bacteriophages: Definition, their general characteristics & multiplication.	2
	Food spoilage: Definition, sources of contamination and microorganisms involved in spoilages of various foods:	
8.	Milk	1
9.	Bread	1
10.	Canned food	1
11.	Vegetables and fruits	1
12.	Fruit juices	1
13.	Meat	1
14.	Eggs and Fish	1

	Physical and chemical means used in destruction of microbes:	
15.	**Definition of sterilization and disinfection**	**1**
16.	**Role of heat**	**1**
17.	**Filtration and radiation in sterilization**	**1**
18.	**Use of chemical agents-alcohol**	**1**
19.	**Halogens and detergents**	**1**
	Importance of microbes in food biotechnology:	
20.	**Genetically engineered organisms**	**2**
21.	**Probiotics**	**2**
22	**Single cell proteins.**	**3**
23.	**Dairy products (cheese and yoghurt)**	**3**
24.	**Traditional Indian fermented foods and their health benefits.**	**2**
25.	**Sources of contamination of food**	**1**
26.	**Cleaning and sanitation in food p r o c e s s i n g in home and industry**	**1**
27.	**Food plant sanitation**	**1**
28.	**Hygienic handling**	**1**
29.	**Processing**	**1**
30.	**Packaging and service of food.**	**2**
31.	**Contamination of water –Microorganisms in contaminated water, test for contamination, standards for drinking water.**	**3**
32.	**Food Borne Diseases – Sources, symptoms and methods of prevention and control.**	**2**
33.	**Public health hazards due to microbial contamination of foods: Important food borne infections and intoxications due to bacteria, moulds, viruses (*Salmonella typhi, Helicobacter pylori, Campylobacter jejuni, Yersinia enterocolitica, Bacillus cereus, Staphylococcus aureus, Clostridium botulinum, Escherichia coli, Mycotoxins, Hepatitis A virus & Rota virus*)- Symptoms, mode of transmission and methods of prevention.**	**6**
34.	**Assessing the microbiological quality of food: indicator organisms, microbiological standards, principles of GMP & HACCP in food processing. Safety management at household and industrial level.**	**6**

NO.OF UNITS	05	TOTAL HOURS	60

LESSON PLAN

Name of the Lecturer: Mrs. SHIRLEY LILLIAN.M
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: FOOD MICROBIOLOGY AND FOOD SAFETY (PRACTICALS)

Class: AMFSN **Year: 1st Year**
Semester: II

Serial No:	Topic Allotted	No of Hrs.
1.	Study of various microbiological laboratory equipment.	2
2.	Preparation of different culture medium.	4
3.	Determination of bacteria and viable microbes by different techniques.	4
4.	Simple staining, Gram staining, acid fast staining spore staining, capsule staining of culture.	5
5.	Use of Biochemical tests for identifying bacteria.	4
6.	Microbiological analysis of water, milk and curd	3
7.	Microbiological analysis of fruits, vegetables, meat, cereals and canned foods.	2
8.	Assessment of surface sanitation and hygiene of food preparation units.	2
9.	Visit to food processing unit or any other organization dealing with advanced method in food microbiology.	4

TOTAL HOURS	30

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: THERAPEUTIC NUTRITION

Class: AMFSN **Year: 1st Year** **Semester: 2**

Serial No:	Topic Allotted	No of Hrs.
1	Nutrition care process Nutritional screening and assessment of patients – out patient & hospitalized	3
2	Nutritional interpretation of routine medical and laboratory data Nutrition care plan and implementation Monitoring and follow upEthical issues	3
3	Dietary Counseling	2
4	Nutrition Support: Enteral Nutrition	2
5	Weight imbalance disorders	3
6	Overweight and Underweight	3
7	Diabetes Mellitus – Type 1	3
8	Type 2 and Gestational diabetes	3
9	Cardio Vascular Diseases – Hypertension, Hyperlipidemia	3
10	Metabolic syndrome, peripheral and Cerebro vascular disease	3
11	Gastrointestinal tract Disorders – GERD, peptic ulcer	3
12	Diarrhea, lactose intolerance, celiac disease	3
13	Liver and Gall bladder disorders : Jaundice,	3
14	Hepatitis-B and Liver Cirrhosis	3
15	Renal Disorders: Nephritis, Nephrosis	3
16	Renal Failure, Kidney stones.	3
17	Cancer - Role of diet in etiology and management	2
18	Alzheimer’s disease and Parkinson’s disease	2
19	HIV-AIDS	2

TOTAL HOURS	**52**

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: THERAPEUTIC NUTRITION (PRACTICAL)

Class: AMFSN **Year: 1st Year** **Semester: 2**

Serial No:	Topic Allotted	No of Hrs.
1	Planning and preparation of receipies of following type – Normal, soft, semi- solid, low fat, low calorie, high fibre, low fibre, low residue, bland, high protein, low protein.	6
2	Market survey of commercial nutritional supplements and nutritional supports substrates.	3
3	Diet plan for Weight imbalance Disorders	2
4	Diet plan for Weight imbalance Disorders	3
5	Diet plan for Diabetes Mellitus	3
6	Diet plan for Gastrointestinal disorders	3
7	Diet plan for Renal disease.	3
8	Diet plan for Liver disease	3
9	Diet plan for Lactose intolerance.	2
	Diet plan for Heart Disease	3

TOTAL HOURS	**30**

LESSON PLAN

Name of the Lecturer:Mrs.Ananda Mary
Department: Food Science and Nutrition.
Paper: Public Health Nutrition

Class: AMFSN **Year: 1st Year** **Semester: 2**

Serial No:	Topic Allotted	No of Hrs.
1	Aim, scope and content of public health nutrition	2
2	Current Concerns in Public Health Nutrition: An Overview	2
3	Role of public health nutritionists in national development-Health – definition, dimensions, determinants, indicators	3
4	Community Health Care	2
5	National Health Care Delivery System	2
6	Demographic transition	3
7	Population structure: Implications on quality of life	3
8	Population Policy	2
9	Etiology, clinical features, public health implications, preventive strategies for:Chronic Energy Deficiency/	2
10	Protein Energy Malnutrition and Severe Acute Malnutrition	2
11	Micronutrient deficiencies - Vitamin A deficiency,	2
12	Nutritional Anemias,	2
13	Iodine deficiency disorders,	2
14	Vitamin D deficiency and Osteoporosis, Zinc	2
15	Health Economics and Economics of Malnutrition – impact on productivity and national development	3
16	Health based interventions	2
17	immunization,	2
18	provision of safe drinking water/ sanitation,	2

19	**prevention and management of diarrhoeal diseases**	**2**
20	**Food based interventions including food fortification, dietary diversification,**	**3**
21	**supplementary feeding and biotechnological approaches.**	**2**
22	**Education based interventions including growth monitoring and promotion**	**2**
23	**health/ nutrition related behavior change communication**	**2**
24	**Food and Nutrition Security** **Concepts and definitions of food and nutrition security at the national, regional, household and individual levels**	**3**
25	**Impact of food production, losses, distribution, access, availability, consumption on food and nutrition security**	**3**
	No of Units : 4 **Total Hrs :**	**58**

LESSON PLAN

Name of the Lecturer:Mrs .Ananda Mary
Department: Food Science and Nutrition.
Paper: Public Health Nutrition practical
Class: 1Year/II Semester Year: 2022-2023 Semester: II

Serial No:	Topic Allotted	No of Hrs.
1 2	Planning diet for PEM Calculation of PEM	3
3	Preparation diet for PEM practical cooking	3
4	Development plan for nutritional food supplement Calculations	1
5 6	Development plan for nutritional food supplement practical cooking	3
7	Preparation of nutritional supplement batch 1 and 2	3
8	Preparation of nutritional supplement batch 3 and 4	3
9	Assessment of food habits and dietary patterns of underprivileged population	1
10	Calculations for recall of underprivileged population	2
11	Assessment of the type of nutritional problems and their determinants in different age groups	3
12	Field visit to primary health Center or to an on going public health nutritional programs	3
11	Field visit to primary health Center or to an on going public health nutritional programs	3
12	Planning a communications strategy for a nutrition education program in community field of messages	1

13	**Planning a communications strategy for a nutrition education program in community field of messages**	**2**
	No of Units : 6 Total Hrs :	**31**

LESSON PLAN

Name of the Lecturer: Mrs.Ananda Mary
Department: Food Science and Nutrition.
Paper: Institutional food management (DSE-1)
Class: 1Year/II Semester **Year: 2022-2023** **Semester: III**

Serial No:	Topic Allotted	No of Hrs.
1	**Management theories**	**1**
2	**Classical scientific behavioral and systemic approaches**	**1**
3	**Contingency approach MBO JIT and TQM**	**1**
4	**Managerial operations functions of management**	**1**
5	**Principles of management**	**1**
6	**Definition of organization and steps in organizingv**	**1**
7	**Tools of management tangible tools**	**1**
8	**Intangible tools**	**1**
9	**Menu planning functions and factors effecting menu planning**	**1**
10	**Menu construction**	**1**
11	**Types of menu and menu card**	**1**
12	**Qualifications of menu planner**	**1**
13	**Purchase Market buyer and vendor**	**1**
14	**Methods of purchase formal and informal**	**1**
15	**Purchasing procedure**	**1**
16	**Storage types of storage**	**1**
17	**Store room requirements**	**1**
18	**Appropriate temperature for storage of different foods**	**1**

19	**Store room records**	**1**
20	**Food production planning and control**	**1**
21	**Importance of planning**	**1**
22	**Production forecast**	**1**
23	**Estimations quantities to buy**	**1**
24	**Quantity preparation techniques**	**1**
25	**Production schedule**	**1**
26	**Product evaluation**	**1**
27	**Standardization recipes**	**1**
28	**Recipe adjustments and portion control**	**1**
29	**Food delivery and service : centralized and de centralized**	**1**
30	**Factors effecting selection**	**1**
31	**Styles of service**	**1**
32	**Delivery and service equipment**	**1**
33	**Man power planning**	**1**
34	**Functions of personal managers**	**1**
35	**Need of unit menu**	**1**
36	**Types of operations**	**1**
37	**Types of service**	**1**
38	**Job description and job specifications**	**1**
39	**Manpower placement**	**11**
40	**Recruitment process and sources internal and external**	**1**
41	**Selection process and interview**	**1**
42	**Tests**	**1**
43	**Orientation importance and content of prpgramme**	**1**
44	**Developing orientation programme**	**1**
45	**Training importance types**	**1**
46	**Developing a training programme**	**1**
47	**Contract negotiation with employee**	**1**
48	**Appointment letters**	**1**

49	**Establishment of wages**	**1**
50	**Components of wages**	**1**
51	**Rules and regulations duties and services and benefits**	**1**
52	**Contact with vendors**	**1**
53	**Performance appraisal importance methods limitations**	**1**
54	**Leadership importance styles traits and skills**	**1**
55	**Motivational theories content theories**	**1**
56	**Motivational theories process and reinforcement theories**	**1**
57	**Dealing with organizational behavior**	**1**
58	**Absenteeism**	**1**
59	**Labour turn over**	**1**
60	**Conflict**	**1**
61	**Trade unions**	**1**
62	**Collective bargaining**	**1**
63	**Labour laws and policies**	**1**
	No of Units : 5 Total Hrs :	**63**

LESSON PLAN

Name of the Lecturer: Mrs.Ananda Mary
Department: Food Science and Nutrition.
Paper: Institutional food management (DSE-1) Practical

Class: 2Year/III Semester **Year: 2022-2023** **Semester: III**

Serial No:	Topic Allotted	No of Hrs.
1	To assess the products and commodities of various brands (Retail and Wholesale) in the market	**3**
2	To formulate price list and to compare among the various brands	**3**
3	To list and categorize food production and service equipments	**3**
4	Institutions that cater to children- Midday Meal Programme, Nandi Foundation	**3**
5	Food service units in Hostels	**3**
6	Canteen – National Institutes, Railway Catering , Air catering , Hospitals	**3**
7	Nutritious Snacks	**3**
8	Cakes	**3**
9	Cereal preparation	**3**
10	Curry preparations	**3**
	No of Units : 5 Total Hrs :	**30**

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: PROGRAMME PLANNING IN PUBLIC HEALTH NUTRITION (DSE-1)

Class: NMFSN **Year: 2nd Year**
Semester: 3

Serial No:	Topic Allotted	No of Hrs.
1	Concept of Community Health &Nutrition	2
2	Concept of Community- types of community, factors affecting health of the community.	3
3	Health Care- Levels of health care- Primary Health Care- Primary health care, health care delivery	3
4	National immunization schedule	2
5	Role of public nutritionist in health care delivery	2
6	Demography, nutrition and quality of life	2
7	Demographic cycle- Population trends in India- Population structure- sex composition Age composition- Fertility behavior- Vital statistics in vulnerable groups ,population growth (Maternal Mortality rate, Infant Mortality Rate, Net Reproduction Rate)	3
8	Causes of malnutrition, consequences of malnutrition, Intervention in malnutrition	3
9	Food security- PDS, Food production- Food Pricing	2

10	**Method and Assessment of Nutritional Status**	**4**
11	**Identification of risk groups(random and purposive) Direct assessment – Diet surveys, Anthropometry, Clinical and Biochemical Estimation**	**4**
12	**Indirect assessments- Food balance sheets and Agricultural Data. Use of growth charts**	**4**
13	**Intervention Programmes**	**4**
14	**ICDS, Mid-Day Meal Programme, NIPPCD**	**4**
15	**Fortification and Enrichment of foods**	**4**
16	**Nutritional Problem of Community**	**3**
17	**Nutritional and Non- nutritional- Incidence of nutritional problems, signs, symptoms and treatment- Protein Energy Malnutrition-Micro Nutrient deficiencies (Vit-A, Iron, Iodine and Zinc),Fluorosis**	**3**
18	**Communicable Diseases -cholera, polio, measles, HIV**	**3**
19	**Impact of NCD's on public health: Obesity, DM 2, CVD, Cancers and Osteoporosis and hip fractures.**	**3**

NO.OF UNITS	**05**	**TOTAL HOURS**	**60**

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: PROGRAMME PLANNING IN PUBLIC HEALTH NUTRITION (DSE-1) Practicals

Class: NMFSN **Year: 2nd Year** **Semester: 3**

Serial No:	Topic Allotted	No of Hrs.
1	Development and sale/ exhibition of nutritious food supplements for the following vulnerable segments of population Infant – weaning mix	3
2	Preschool child	3
3	Pregnant Woman	3
4	Lactating woman	3
5	Geriatrics	3
6	Develop a schedule to assess the nutritional status in the following communities Orphanage	3
7	Old age home	3
8	Social welfare hostels	3
9	Missionaries	3
10	Gurukulas –where students are given vedic education or schools with propagate holy education for their community	3
11	Assessment of nutritional status using the prepared schedule in different communities (Balwadis, Anganwadi, PHC) and Report writing	3

12	**No of Units : 5 Total Hrs :**	**33**

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU
Department: Food Science and Nutrition.
Paper: Clinical Nutrition
Class: 2Year/III Semester **Year: 2022-2023** **Semester: III**

Serial No:	Topic Allotted	No of Hrs.
1	Diet, Nutrient and Drug interactions	**1**
2	Nutrition Support – Parenteral Nutrition	**1**
3	Metabolic & clinical aberrations, diagnosis, complications, treatment, MNT and dietary counselling in Metabolic Stress - Surgery,	**3**
4	Burns, Sepsis & Trauma	**6**
5	Critical care	**1**
6	Cancer- General & Specific cancers, Effect of Cancer therapy on MNT	**1**
7	Etiopathophysiology, metabolic & clinical aberrations, diagnosis, complications and recent advances in prevention, treatment, MNT and dietary counseling in GI Tract Disorders - Diverticular Diseases, IBD: Crohn's Disease & Ulcerative Colitis	**10**
8	Liver, Gallbladder and Pancreatic Disorders – Cirrhosis, Encephalopathy, Liver Transplant; Cholecystitis, Cholecystectomy; Pancreatitis	**10**
9	Diseases of Heart and Blood Vessels Etiopathophysiology, metabolic & clinical aberrations, diagnosis, complications and recent advances in prevention, treatment, MNT and dietary counselling in 1. Myocardial Infarction 2. Congestive Heart failure 3. Coronary Bypass Surgery	**10**
	No of Units : 5 Total Hrs :	**43**

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: CLINICAL NUTRITION PRACTICALS

Class: NMFSN **Year: 2nd Year** **Semester: 3**

Serial No:	Topic Allotted	No of Hrs.
1	Market Survey and report writing of commercial nutritional therapeutic products	3
2	Planning, Nutrient calculation & preparation of diets Burns Cancer	6
3	Crohn's Disease Ulcerative Colitis Liver Cirrhosis	6
4	Cholecystitis, Pancreatitis. Myocardial Infarction	6
5	Coronary Bypass Surgery Nephrotic Syndrome Glomerulonephritis.	6
6	Acute Renal Failure, Renal Stones	6
7	Develop Diet counselling aids for various diseases	6
	No of Units : 3 Total Hrs :	40

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU
Department: MSC FOOD SCIENCE AND NUTRITION
Paper: COMMUNITY NUTRITION

Class: NMFSN **Year: 2nd Year** **Semester: 3**

Serial No:	Topic Allotted	No of Hrs.
1	Nutrition of a Community - Introduction Definition of community nutrition role of nutrition in community development methods of improving nutritional quality	1
2	Modern Methods of Improving Nutritional Quality	1
3	Food Fortification – definition methods advantages disadvantages	2
4	Nutrient Supplementations - Introduction types of supplement advantages disadvantages	2
5	Nutrition education themes and messages in nutrition and health	2
6	Antenatal Care - definition importance objectives methods nutrition education	2
7	Postnatal Care - definition importance objectives methods nutrition education	2
8	Protein Energy malnutrition – etiology, prevalence, causes, prevention and control	2

9	**Other Major nutritional problems – Macro nutrient deficiencies and micronutrient deficiencies, etiology, symptoms, prevention and control**	**2**
10	**Assessment of nutritional status – meaning need, objectives, and techniques**	**2**
11	**Primary Methods: Anthropometric measurement, Weight, Height skin fold, Head circumference MUAC. Chest circumference, use of growth chart, Biochemical assessment, clinical assessment, Diet surveys**	**3**
12	**Secondary Methods: Vital statistics, Mortality rates, survival rate, morbidity rate, fertility rate**	**3**
13	**Nutrition Monitoring and Nutrition surveillance objectives and components**	**3**
14	**Nutrition monitoring and current programmes. Nutrition Surveillance –Objectives, Uses, infrastructure and computerization**	**3**
15	**Nutrition Education – Need and scope, importance, theories,**	**3**
16	**Nutrition education programmes – formulations, Implementation and Evaluation**	**3**
17	**Introduction , Definition of community nutrition, Identification of problem**	**2**
18	**Nutritional assessment**	**2**
19	**Analysis of cause , Resources , Constraints**	**2**
20	**Selection of interventions , Setting a strategy , Implementations**	**2**
21	**Evaluation of the programme**	**2**
22	**Nutrition Programmes in developing and developed countries**	**4**

23	**National & International Agencies: Introduction, mission, vision, objectives, functions, policies of CFTRI ,NIN, FAO, NIPCCD, CARE, WHO, UNICEF, ICMR, ICAR, CSIR**	**10**

NO.OF UNITS	**05**	**TOTAL HOURS**	**60**

LESSON PLAN

Name of the Lecturer: Mrs.K.Ananda Mary
Department: Food Science and Nutrition.
Paper: PROGRAMMES AND POLICIES FOR FOOD AND NUTRITIONAL SECURITY
Class: 2ndYear/ IV Semester Year: 2022-2023 Semester:3

Serial No:	Topic Allotted	No of Hrs.
1	**Food and Nutrition Security**	**2**
2	**Concepts and definitions of food and nutrition security at national, regional, household and individual levels.**	**2**
3	**Impact of food production, losses, distribution, access, availability,**	**2**
4	**consumption on food and nutrition security critical appraisal of the current scenario.**	**2**
5	**National / Public Sector Policies for Improving Food and Nutrition Security**	**2**
6	**Role of national public policies in improving food and nutrition security (agriculture, food, nutrition, water and sanitation and health sectors)**	**2**
7	**National Plan of Action on Nutrition**	**2**
8	**Public Sector Programmes for Improving of Food and Nutrition Security Rationale implementation status**	**2**

9	**monitoring / evaluation and critical appraisal of ongoing programmes**	**2**
10	**Impact of Development Programmes on Nutrition Security: Some Success Stories**	**2**
11	**Food labeling and advertising**	**2**
12	**principles of information economics to decisions about regulating food labeling and advertising**	**2**
13	**Understand legal principles that regulate commercial speech**	**2**
14	**Describe the Nutrition Facts Panel and merits of mandatory food labelling**	**2**
15	**Review the policy dilemma surrounding food and beverage advertising targeting children**	**2**
16	**Agriculture policy**	**2**
17	**Food production and the environment**	**2**
18	**International food and agricultural trade**	**2**
19	**The food manufacturing industry**	**2**
20	**The food retail and restaurant industries**	**2**
21	**Food safety**	**2**
22	**Dietary guidance**	**2**
23	**Child nutrition programs**	**2**
24	**Food insecurity and the Supplemental Nutrition Assistance Program (SNAP)**	**2**
	No of Units : 3 Total Hrs :	**48**

LESSON PLAN

Name of the Lecturer: Mrs.Sherley Lillian
Department: Food Science and Nutrition.
Paper: NUTRACEUTICALS AND FUNCTIONAL FOODS
Class: 2ndYear/ 3 Semester Year: 2022-2023 Semester: 3

Serial No:	Topic Allotted	No of Hrs.
1	Functional foods and Nutraceuticals terminology	2
2	Historical perspective and classification of functional foods and Nutraceuticals	2
3	The food industry's role in promoting functional foods	2
4	The role of marketing Communication in the introduction of functional foods to the consumer	2
5	Sources of functional foods and Nutraceuticals.	2
6	Relation of functional foods & Nutraceutical (FFN) to foods & drugs	2
7	Applications of herbs to functional foods.	2

8	**Functional foods and Nutraceuticals remedies for common disorders like Arthritis, Bronchitis, circulatory problems, hypoglycaemia, Nephrological disorders, Liver disorder**	**2**
9	**Brief idea about some Nutraceutical rich supplements**	**2**
10	**Soy proteins and soy isoflavones in human health**	**2**
11	**Probiotics and prebiotics**	**2**
12	**Polyunsaturated fatty acids, lecithin**	**2**
13	**Bee pollen, Caffeine, Green tea,**	**2**
14	**Lecithin, Mushroom extract,**	**2**
15	**Chlorophyll, Kelp and *Spirulina***	**2**
16	**Role of Dietary fibers in disease prevention**	**2**
17	**Effect of Functional foods on Immune system**	**2**
18	**Antioxidant system of the human organism**	**2**
19	**Cardiovascular diseases**	**2**
20	**Types of cancer**	**2**
21	**Osteoporosis**	**2**
22	**Psoriasis and Ulcers**	**2**
23	**Vegetables, Cereals, milk and dairy products as Functional foods**	**2**
24	**Use of proanthocyanidins, grape products, flaxseed oil as Nutraceuticals**	**2**
25	**Glucosamine, Lycopene and Melatonin**	**2**

26	**Health effects of common beans, *Capsicum*, mustards, Ginseng,**	**2**
27	**Health effects of garlic, grape, citrus fruits, fish oils, and sea foods**	**2**
	No of Units : 3 Total Hrs :	**54**

LESSON PLAN

Name of the Lecture: Ms.Pravalika
Department: Food Science and Nutrition.
Paper: Food preservation techniques
Class: 2ndYear/ IV Semester Year: 2022-2023 Semester: IV

Serial No:	Topic Allotted	No of Hrs.
1	**Food preservation and processing scope historical developments and principles**	**1**
2	**Blanching**	**1**
3	**Pasteurization**	**1**
4	**Sterilization**	**1**
5	**UHT professing**	**1**
6	**Canning**	**1**
7	**Extrusion cooking**	**1**
8	**Dielectric heating**	**1**
9	**Microwave heating**	**1**
10	**Baking**	**1**
11	**Roasting and frying**	**1**

12	**Refrigeration**	**1**
13	**freezing**	**1**
14	**Dehydro freezing**	**1**
15	**Controlled and modified atmosphere packaging**	**1**
16	**Drying types of dryers**	**1**
17	**Concentration and evaporation**	**1**
18	**Crystallization**	**1**
19	**Additives types and functions**	**1**
20	**Permissible limits and safety aspects of additives**	**1**
21	**Use and applications of enzymes in processing and preservation of foods**	**1**
22	**Use and applications of micro organisms in processing and preservation of foods**	**1**
23	**Membrane technology and introduction to pressure activated membrane processes**	**1**
24	**Ultrafilteration**	**1**
25	**Micro filteration**	**1**
26	**Nano filteration**	**1**
27	**Reverse osmosis**	**1**
28	**Industrial application s of membrane technology**	**1**
29	**New techniques in food processing**	**1**
30	**Irradiation**	**1**
31	**High pressure**	**1**
32	**Pulsed x rays**	**1**
33	**Ohmic heating**	**1**
34	**IR heating**	**1**
35	**Pulsed electric field**	**1**
36	**Hurdle technology**	**1**
37	**Nano technology Principles and applications in food**	**2**

	No of Units : 3 Total Hrs :	**38**

LESSON PLAN

Name of the Lecturer: Mrs.Ananda Mary
Department: Food Science and Nutrition.
Paper: Nutrition for health and fitness (GE-1)
Class: 2 Year/IV Semester **Year: 2020-2021** **Semester: IV**

Serial No:	Topic Allotted	No of Hrs.
1	Carbohydrates Classification functions sources digestion and absorption	3
2	Regulation of blood glucose concentration	1
3	Dietary fibre	1
4	Resistant starch	1
5	Glycemic index	1
6	Proteins: classification food sources functions	2
7	Proteins : digestion absorption and transport and nutritional requirements	2
8	Fats types functions sources nutritional requirements	2
9	Fats: diseases excessive fat intake	2

10	**Water and electrolyte balance**	**2**
11	**Vitamins and minerals: types, sources & functions**	**2**
12	**Vitamins and minerals: requirements deficiency toxicity & preventive measures**	**2**
13	**Food components other than essential nutrients: Functional foods, bioactive substances from protein foods**	**3**
14	**Non glycerides in edible oils**	**2**
15	**Probiotics and prebiotics**	**1**
16	**Polyphenols**	**1**
17	**Phytoestrogens**	**1**
18	**Other dietary factors with antinutritional effects like: Protease inhibitors**	**2**
19	**Amylase inhibitor**	**1**
20	**Saponins**	**1**
21	**Lectins or haemagglutinins**	**1**
22	**Phytates and their health benefits**	**1**
23	**Nutrition during different stages of life cycle**	**2**
24	**Sports nutrition : concepts and techniques of measuring body composition , work capacity and physical fitness**	**2**
25	**Nutrition demands of sports and dietary recommendations**	**2**
26	**Ergogenic aids**	**1**
27	**Holistic approach to the management of fitness and health**	**2**
28	**Energy input and output**	**2**
29	**Diet and exercise**	**2**
30	**Effects of specific nutrients on work performance and physical fitness**	**2**
31	**Nutrition , exercise, physical fitness and health inter-relationship**	**2**
32 **33**	**Review of different energy system for endurance and power activity**	**2** **2**

	Fuels and nutrients to support physical activity	
34	**Shifts in carbohydrate and fat metabolism**	**2**
35	**Mobilization of fat stores during exercise**	**2**
	No of Units : 5 Total Hrs :	**60**

LESSON PLAN

Name of the Lecturer:Mrs.Sheirly lillian
Department: Food Science and Nutrition.
Paper: Nutrition Communication For Health Promotion (DSE-2)
Class:2Year/IV Semester Year: 2020-2021 Semester: IV

Serial No:	Topic Allotted	No of Hrs.
1	**Dietary guidelines for nutrition and health related concerns**	**2**
2	**National and international guidelines and their role in nutrition promotion**	**2**
3	**Critical appraisal of the current guidelines**	**2**
4	**Nutrition and behavior interrelationship**	**2**
5	**Food and health behavior**	**2**
6	**Models and theories of health behavior**	**3**
7	**Food choices, strategies for intervention at the ecological and individual level**	**3**
8	**Behavior change communication for nutrition and health promotion**	**2**

9	**Concepts and objectives of communication for behavior change**	**2**
10	**Implementing behavior change communication intervention: overview**	**2**
11	**Evaluation of communication for behavior change programmes**	**2**
12	**Planning of communication strategies for bcc**	**2**
13	**Communication need analysis and stake holders in nutrition promotion**	**2**
14	**Developing a nutrition education plan**	**2**
15	**Identifying communication strategies and approaches for nutrition and health promotion**	**2**
16	**Designing nutrition and health messages and selecting communication channels**	**2**
17	**Developing and field testing of communication materials**	**2**
18	**Ethics in nutrition and health communication**	**2**
19	**designing training strategy for trainers and building capacity**	**2**
20	**Nutrition advocacy Role in policy formulation and execution**	**2**
21	**Theory of advocacy advocacy vs Bcc**	**2**
22	**Analysis of the policy environment**	**1**
23	**Preparation of policy briefs**	**1**
24	**Monitoring and evaluation of policy related activities and outcomes**	**2**
	No of Units : 4 **Total Hrs :**	**60**

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU
Department: MSC.FOOD SCIENCE AND NUTRITION.
Paper: NUTRITION COMMUNICATION AND DIET COUNSELING (DSE-2)

Class: NMFSN **Year: II** **Semester: IV**

Serial No:	Topic Allotted	No of Hrs.
1	Nutrition and Behaviour Inter-relationship	2
2	Food and health behaviour	2
3	Models/theories of health behaviour	2
4	Food choice, strategies for intervention at the ecological and individual level	2
5	Behaviour Change Communication for nutrition and health promotion	2
6	Concept and objectives of communication for behaviour change	2
7	Implementing behaviour change communication intervention : overview	2

8	**Evaluation of communication for behaviour change programmes**	**2**
9	**Planning of communication strategies for behaviour change programme Communication needs analysis, stakeholders in nutrition promotion, developing nutrition education plan, identifying communication strategies and approaches for nutrition and health promotion (e.g. social marketing)**	**4**
10	**Designing nutrition and health messages, selecting communication channels, developing and field testing of communication materials, designing training strategy for trainers and building capacity.**	**4**
11	**Ethics in nutrition and health communication**	**2**
12	**Dietitian as part of the Medical Team and Outreach Services.**	**2**
13	**Clinical Information - Medical History and Patient Profile Techniques of obtaining relevant information, Retrospective information, Dietary Diagnosis, Assessing food and nutrient intakes, Lifestyles, Physical activity, Stress, Nutritional Status.**	**4**
14	**Correlating Relevant Information and identifying areas of need.**	**2**
15	**The Care Process - Setting goals and objectives short term and long term, Counselling and Patient Education, Dietary Prescription.**	**2**
16	**Motivating Patients**	**2**
17	**Working with - Hospitalized patients (adults, pediatric, elderly, and handicapped), adjusting and adopting to individual needs.**	**3**
18	**Outpatients (adults, pediatric, elderly, handicapped), patients' education, techniques and modes.**	**3**
19	**Follow up, Monitoring and Evaluation of outcome, Home visits.**	**2**

TOTAL HOURS	**46**

LESSON PLAN

Name of the Lecturer: MS. S. DIVYA BHANU

Department: MSC FOOD SCIENCE AND NUTRITION

Paper: PROGRAMME PLANNING IN PUBLIC HEALTH NUTRITION (PRACTICAL)

Class: NMFSN Year: 2nd Year Semester: 3

Serial No:	Topic Allotted	No of Hrs.
1	**Development and sale/ exhibition of nutritious food supplements for the following vulnerable segments of population.**	**5**
a	**Infant – weaning mix**	**1**
b	**Preschool child**	**1**
c	**Pregnant Woman**	**1**
d	**Lactating woman**	**1**

e	**Geriatrics**	**1**
2	**Develop a schedule to assess the nutritional status in the following communities**	**10**
a	**Orphanage**	**2**
b	**Old age home**	**2**
c	**Social welfare hostels**	**2**
d	**Missionaries**	**2**
e	**Gurukulas –where students are given vedic education or schools with propagate holy education for their community**	**2**
3	**Assessment of nutritional status using the prepared schedule in different communities and Report writing**	**6**
a	**Balwadis**	**2**
b	**Anganwadi**	**2**
c	**PHC**	**2**
4	**Field visits to ongoing public health nutrition programmes and Report writing**	**9**
a	**ICDS centers**	**2**
b	**Midday meal programmes**	**2**
c	**Canteens**	**2**
d	**Concessional food canteens for workers**	**3**

TOTAL HOURS	**30**

M.SC FOOD SCIENCE AND NUTRITION

LESSON PLANS

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : Mr. Samuel Prasad E

Department : B.Sc Computer Science & Cloud Computing

Paper : English-I

Class : B. Sc Computer Science & Cloud Computing Year : I Semester : I

Academic Year : 2022-2023

SI.No.	Topic Allotted	No. of Hours
	UNIT-1	9
	WIT AND HUMUOR (FROM THE TEXT "A TEA PARTY" BY RUTH PRAWER JHABVALA)	
1	EXPLANATION OF THE TEXT	2
2	GRAMMAR- NOUNS AND ARTICLES	2
3	VOCABULARY- HOMONYMS, HOMOPHONES, HOMOGRAPHS	2
4	WRITING SKILL- NOTE MAKING	2
5	SPEAKING SKILL- NOTE MAKING	1
	UNIT-2	9
	RISK MANAGEMENT (FROM THE TEXT "DEADLY FACTORY FRIRES IN INDIA")	
1	EXPLAINATION OF THE TEXT	2
2	GRAMMAR- TENSES- PRESENT TENSE	2
3	VOCABULARY- SYNONYMS	2
4	WRITING SKILL- INFORMATION TRANSFER	2
5	SPEAKING SKILL -----	1
	UNIT-3	9
	HUMAN VALUES (FROM THE TEXT "INDIA'S CONTRIBUTION TO WORLD UNITY")	
1	EXPLAINATION OF THE TEXT	2
2	GRAMMAR- TENSES- PAST TENSE	2
3	VOCABULARY- ADJECTIVE AND ADVERB SUFFIXES	2
4	WRITING SKILLS- FORMASL LETTERS, CURRICULUM VITAE	2
5	SPEAKING SKILL- JAM	1

	UNIT- 4	9
	THE CYBER AGE (FROM THE TEXT "POLYMER BANK NOTES")	
1	EXPLAINATION OF THE TEXT	2
2	GRAMMAR- CONCORD OR SUBJECT VERB AGREEMENT	2
3	VOCABULARY- WORD FORMATION, COLLOCATIONS	2
4	WRITING SKILL- REFERENCES, BIBLIOGRAPHIES	2
5	SPEAKING SKILL- PRESENTATIONS	1
	UNIT- 5	9
	SPORTS (FROM THE TEXT "SACHIN TENDULKAR")	
1	EXPLAINATION OF THE TEXT	2
2	GRAMMAR- ADJECTIVES, CAMPARISION OF ADJECTIVES	2
3	VOCABULARY- COMMON ERRORS, COMMONLY MISSPELT WORDS, COMMONLY CONFUSED WORDS	2
4	WRITING SKILLS- TECHNICAL REPORTS, PROJECT REPORTS	2
5	SPEAKING SKILL- GROUP DISCUSSIONS	1

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : Mr. Kiran Kumar K

Department : B.Sc Computer Science & Cloud Computing

Paper : Value Education

Class : B.Sc Computer Science & Cloud Computing Year : I Semester : I

Academic Year : 2021-2022

SL.NO	Topics Allotted	No. of Hours
	UNIT - I	
1	Value Education Definition & Why Value Education	**2**
2	Ethics and Reasons to have ethics in life	**1**
3	Accepted Norms & Counter Values	**1**
4	Dimensions of Human Development – Physical, Intellectual, Emotional, Moral, Spritual, and Social	**2**
	UNIT - II	
1	Conscience & Pseudo-Conscience	**1**
2	Happiness as life goal	**1**
3	Values revealed and lived in Religions	**1**
4	Experience of God	**1**
5	Love – Three Components of Love	**1**
6	Some of the basic stages and issues in life – Family, Love, Sex and Marriage	**1**
	UNIT - III	
1	Concern for others - Self and Another	**2**
2	Human Context	**2**

3	Moral Problems of a Society/True Society: Social Desire, Social Fear, Social Silence, Social Indifference	**2**
	UNIT - IV	
1	Definition of Personality, Characteristics of Personality	**1**
2	Elements of Personality	**1**
3	Traits of good Personality	**1**
4	Self-Identity, Self-Concept	**1**
5	Self-Discovery, Self-Acceptance	**1**
6	Self-Esteem, Worksheet – Self Estimation	**1**
	UNIT - V	
1	Purpose of life – Goal Setting	**1**
2	Characteristics of Goals	**1**
3	Building Relationships	**1**
4	Time Management	**1**
5	Stress Management, Emotional Management	**1**
6	Conflict Management, Team Management(Group Dynamics)	**1**

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : Ms. Rekha T

Department : B.Sc Computer Science & Cloud Computing

Paper : Fundamentals of IT

Class : B. Sc Computer Science & Cloud ComputingYear : I Semester : I

Academic Year : 2022-2023

SL.NO	Topics Allotted	No. of Hours
	UNIT - I	
1	**Definition** - Characteristics and limitations of computers	1
2	Block diagram of a computer, CPU	1
3	Primary and secondary storage	1
4	Input and output devices	1
5	Data representation in computers, bits and bytes	1
6	Number systems (Binary, Octal and Hexadecimal	1
7	Conversion from decimal to binary, octal, hexadecimal and vice versa	3
8	Secondary storage	1
9	Random Vs Sequential access, Tracks and Sectors, Storage characteristics	1
10	Increasing data storage capacity through compression (disk compression and file compression)	1
	UNIT - II	
1	**Operating Systems** - Meaning, Definition, Functions	1
2	**Types of operating systems:** Desktop OS, Server OS, Mainframe OS, Hand-held OS & Embedded OS	2
3	Multi Tasking and Multi threading	1
4	Multi User, multi processor support	1
5	Miscellaneous tasks	1

6	Batch Processing systems	**1**
7	Real time systems, Time sharing systems	**1**
8	**User Interfaces** - GUI, Pen based, Touch Screen & Conversational interfaces	**2**
9	**Common Operating Systems:** DOS, Windows 95/98 and UNIX	**2**
	UNIT - III	
1	**Applications of Information Technology –** Application Programs	**1**
2	Horizontal Market Applications, Vertical Market Applications	**1**
3	Customs Applications, Shareware and Public domain software	**1**
4	**Transaction Processing** - Centralized transaction processing	**1**
5	Client Server software, Distributed computing and Replication	**2**
6	Information tools for management control: DSS, EIS, GIS, OLAP	**2**
7	Data Warehousing and Data Mining	**1**
8	**IT in Business and Industry** - Home and at play, Education and Training, Entertainment and Arts	**1**
9	Science, Engineering and Math, Computers in hiding	**1**
10	**IT Enabled Services** - BPO, KPO & Call centers	**1**
	UNIT - IV	
1	**Systems Development** - The six phases of Systems Analysis & Design	**2**
2	**The challenges of Digital Age** - Security issues: Threats to Computers & Communications	**2**
3	Security: Safeguarding Computers & Communications	**2**
4	Quality of Life Issues	**2**
5	The ethics of using databases: concerns about accuracy & privacy	**2**
6	Five generations of programming languages	**2**

	UNIT - V	
1	**Modern Communications** - Communications, FAX	**2**
2	Voice Mail and Information Services, Email	**2**
3	**Group Communications** - News groups, Mailing lists, IRC, Network games	**2**
4	Video conferencing	**1**
5	File exchange, bandwidth	**1**
6	Modem, Network topologies	**2**
7	Network Types – LAN, MAN and WAN	**1**
8	Dialup Access	**1**

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : Mrs. Suryakantham/ Mr. Kiran Kumar K

Department : B.Sc Computer Science & Cloud Computing

Paper : Mathematics-I (Differential Equations & Fourier Series)

Class : B.Sc Computer Science & Cloud Computing Year : I Semester : I

Academic Year : 2022-2023

SL.NO	Topics Allotted	No. of Hours
	UNIT – I (Differential Equations of the 1st order and First Degree)	
1	Exact differential equations – Integrating factors – Change of variables	**5**
2	Linear differential equations	**5**
3	Differential Equations reducible to linear form Bernoulli's equation	**5**
	UNIT – II (Linear Differential Equations with Constant Coefficients)	
1	Auxiliary equation, complementary function, particular integral	**5**
2	Working rule for finding P.I. when $X=e^{ax}$, Sin ax, Cos bx, x^m, $e^{ax}v$, $x^m.v$,	**5**
3	Cauchy's equation	**5**
	UNIT – III (CALCULUS)	
1	Mean Value theorems: Rolle's Theorem	**5**
2	Lagrange's Mean Value theorem with their geometrical interpretations	**5**
3	Cauchy's mean Value theorem and applications	**5**

	UNIT – IV(Infinite Series)	
1	Sequence: Definition of a sequence, Limit, Convergent ,divergent and oscillatory sequences Series- General Properties of series	**5**
2	Necessary condition for convergence- Series of positive terms, Comparison-tests- p-test	**5**
3	D' Alembert's ratio test, Cauchy's Root Test, Alternating Series(Without Proof), Absolute and conditional convergence	**5**
	UNIT – V (Fourier Series)	
1	Fourier Series of a function in an interval of length 2 π	**5**
2	Fourier Series for even and odd functions	**5**
3	Half range series: Half range Sine series and Cosine series	**5**

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : Mr. Raman RK

Department : B.Sc Computer Science & Cloud Computing

Paper : Operating Systems

Class : B. Sc Computer Science & Cloud Computing Year : II Semester : Ii

Academic Year : 2021-2022

SL.NO	Topics Allotted	No. of Hours
	UNIT - I	
1	Introduction -Define Operating System, mainframe system, desktop systems	2
2	Multiprocessor systems, distributed systems, clustered systems	2
3	Real time systems , hand held systems	2
4	Operating system structures-system components	3
5	Operating system services, system calls	3
6	system programs, system structures , virtual machines	3
	UNIT - II	
1	Process Management-process concept, process states	2
2	Process Control Block, Process Scheduling, Schedulers	3
3	Context Switch, Operations on processes	1
4	Coperating Processes	1
5	Inter Process Communication	3
6	Process Scheduling-Basic Concepts, CPU Scheduler, Dispatcher, CPU-IO burst cycle	1
7	Scheduling algorithms- FCFS, SJF	2
8	Scheduling algorithms- Priority & Round Robin	2

	UNIT - III	
1	Dead Locks – Definition and characterization	**1**
2	Resource Allocation Graph	**2**
3	Methods of Handling deadlocks – Deadlock Prevention	**1**
4	Deadlock Avoidance – Safe State, Resource Allocation Graph	**3**
5	Deadlock Avoidance – Bankers Algorithm	**3**
6	Deadlock detection and recovery from deadlock	**1**
7	Process Synchronization – Critical Section Problem	**2**
8	Semaphores	**1**
9	Monitors – Dining Philosophers Problem	**1**
	UNIT - IV	
1	File System Interface, File Attributes, File Operations	**2**
2	File Types, File Structure, Access Methods – Sequential & Direct Access	**2**
3	Directory Structure – Operations, Single level directory, Two level directory, Tree-Structured Directory,	**2**
4	Acyclic Graph Directories, General Graph Directory	**2**
5	File System Mounting	**1**
6	File Sharing	**1**
7	File Protection	**1**
8	File System Implementation	**1**
9	Directory Implementation – Contiguous Allocation, Linked Allocation, Indexed Allocation, Free Space MAnagem,ent	**3**
	UNIT - V	

1	Memory Management – Address Binding, logical vs Physical Address Space	**2**
2	Swapping	**1**
3	Contiguous memory allocation –Single partition allocation	**2**
4	Multiple partition allocation, External & Internal Fragmentations	**2**
5	Paging	**1**
6	Structure of a page table, Protection, Hierarchical Paging or Multilevel Paging	**2**
7	Hashed Page Tables	**1**
8	Segmentation & Virtual Memory	**1**
9	Demand Paging – handling page fault	**1**
10	Page Replacement Algorithms – FIFO, LRU & Optimal & Thrashing	**2**

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : K Siva Rama Krishna

Department : B.Sc Computer Science & Cloud Computing

Paper : Problem Solving & Programming Through C

Class : B.Sc Computer Science & Cloud Computing **Year : I Semester : I**

Academic Year : 2022-2023

SL.NO	Topics Allotted	No. of Hours
	UNIT - I	
1	Flow charts & Algorithms	**2**
2	Computer Languages	**1**
3	Introduction to C Programming, Features, History of C language	**1**
4	Program Development, Creating & Running Programs	**1**
5	Structure of a C Program	**1**
6	Datatypes, Constants, Variables declaration & initialization	**3**
7	Scope of variables	**2**
8	Operators and Expressions	**3**
9	Typecasting & Assignment statements	**1**
	UNIT - II	
1	Formatted Data Input & Output	**2**
2	**Decision Making & Branching** - if statement, simple if, If - else, nested – if – else, else - if ladder	**2**
3	Switch and goto statements	**2**
4	**Decision Making & Looping** – while, do-while, for loops	**3**
5	Nested loops, break, continue statements	**2**

6	More example programs	**4**
	UNIT - III	
1	**Arrays** – One & two dimensional arrays	**3**
2	**Functions** – Types of functions – user defined functions, function declaration, function definition, function calling, standard functions	**4**
3	Ways of calling function – Call by Value & Call by reference	**2**
4	Categories of functions, Recursive functions	**3**
5	String – String handling functions	**3**
	UNIT - IV	
1	**Pointers** – Declaration, Accessing values using pointers	**2**
2	Pointers and Arrays, Pointers and Strings	**2**
3	Dynamic Memory Allocation	**2**
4	**Structures & Unions** – Structure definition, Defining Structure, Declaration of structure variables, Accessing Structure Members, Assigning values to Structure Members	**2**
5	Array of Structures, Nested Structures	**2**
6	Pointers to Structures	**2**
7	Unions	**1**
8	More example programs	**2**
	UNIT - V	
1	**File Handling** – File definition, Basic operations on files,	**2**

	Standard file functions	
2	File declaration, Opening and Closing, Various modes in which a file can be opened	**2**
3	Manipulating data using getchar(), putchar(), getc(), putc()	**2**
4	Manipulating numeric data using getw() & putw()	**2**
5	Writing & reading mixed mode data using fscanf() and fprintf() functions	**2**
6	File status function(error handling in files)	**1**
7	File positioning functions – Sequential Access and Random Access	**1**
8	More File Programs	**2**
9	Macros	**1**

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : Mr. Samuel Prasad

Department : B.Sc Computer Science & Cloud Computing

Paper : English-II

Class : B. Sc Computer Science & Cloud Computing Year : I Semester : II

Academic Year : 2022-2023

SI.No.	Topic Allotted	No. of Hours
	UNIT - I Biography **From the text —MokshagundamVisvesvaraya‖**	9 Hrs
1	Explanation of the text,	**2**
2	Grammar –--- Conjunctions, Adverbs	**2**
3	Vocabulary ----- Prefixes and Suffixes	**2**
4	Writing Skill ------Paragraph Writing	**2**
5	Speaking Skill—Role Plays	**1**
	UNIT - II Health **From the text —Three Days to See**	
1	Explanation of the text	**2**
2	Grammar -------Usage of Modal Auxiliary Verbs	**2**
3	Vocabulary --- Collective Nouns ,Technical Vocabulary	**2**
4	Writing Skill ------Report Writing	**2**
5	Speaking Skill -----Jam	**1**
	UNIT - III Short Story From the text —Leela‘s Friend by R.K.Narayan	9 Hrs
1	Explanation of the text	**2**
2	Grammar----Phrasal Verbs, Wh- Questions	**2**
3	Vocabulary----Noun and Verb Suffixes	**2**
4	Writing Skill------Writing a Narrative	**2**

5	Speaking Skill --- Debates	**1**
	UNIT - IV Inspiration From the text —The Last Leaf by O. Henry	9 Hrs
1	Explanation of the text	**2**
2	Grammar----- Prepositions	**2**
3	Vocabulary-----Idioms	**2**
4	Writing Skill----- Précis Writing	**2**
5	Speaking Skill--- Presentations	**1**
	UNIT - V Human Interest	9 Hrs
1	From the text The Convocation Speech Explanation of the text	**2**
2	Grammar---- Active and Passive Voice	**2**
3	Vocabulary-----One-word Substitutes	**2**
4	Writing skill------ Essay Writing	**2**
5	Speaking Skill---- Group Discussion	**1**

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : Mr. Srujan Kumar.G

Department : B.Sc Computer Science & Cloud Computing

Paper : Indian Heritage & Culture

Class : B. Sc Computer Science & Cloud Computing Year : I Semester : II

Academic Year : 2022-2023

SI.No.	Topic Allotted	No of hours
	UNIT I INTRODUCTION – IMPACT OF GEOGRAPHY ON INDIAN CULTURE	**6Hrs**
1	Meaning of culture – Characteristics of Indian Culture and Caste system	
2	Indus Valley Civilization and Vedic/Aryan Culture	
3	Golden Age of Indian Culture– Mauryas and Guptas, Satavahavas, Pallavas, Cholas.	
	UNIT II MEDIEVAL INDIA – INFLUENCE OF ISLAM ON INDIAN CULTURE	**6**
1	Cultural Development under the Delhi Sultanate and Mughals	
2	Contribution of Sher Shah and Akbar to Indian Administrative System	
3	Cultural Achievements of Kakatiya and Vijayanagara rulers	
4	Indian Fine Arts –Painting, Music, Dance and Sculpture	
	UNIT III IMPACT OF WEST AND REFORM MOVEMENTS	**6**
1	Influence of Western culture on Indian Society	
2	19th century Socio Religious Reform Movement –Raja Ram Mohan,Ishwara Chandra Vidyasagar and Veerasalingam	
3	Rise of Subaltern Movements in India– JyothiraoPhule-SavitribaiPhule,E.VRamaswamyNaikar – Narayana Guru-Dr.B.R.Ambedkar	
4	Rise of Indian National movement-Moderate, Extremist and Gandhian Era	
	UNIT IV IMPACT OF RELIGION AND COSTITUTIONAL INSTITUTIONS	**6**
1	Hinduism – Islam – Christianity – Jainism and Buddhism -Sikhism – Zoroastrianism	
2	Democratic system in India- -Parliament and Judiciary- Election Commission	
3	Impact of Press and Social Pressure groups on Indian Culture	
4	Know your Rights – Classification of Rights and Importance	
	UNIT V IMPACT OF CONTEMPORARY GENDER ISSUES	**6**
1	Woman and Child rights- Violence against Women and Children	
2	Gender issues - LGBT	
3	Youth Unrest and Reasons- Alcoholism, Drug Addiction and other Addictions	
4	Terrorism – Causes and Consequences	

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : Mr. Kiran Kumar K

Department : B.Sc Computer Science & Cloud Computing

Paper : Mathematics-II(Vector Calculus & Matrices)

Class : B.Sc Computer Science & Cloud Computing Year : I Semester : II

Academic Year : 2022-2023

SL.NO	Topics Allotted	No. of Hours
	UNIT – I (Vector Calculus-I)	
1	Vector Definition and the necessary and sufficient condition for a vector function to have constant Magnitude and constant direction	5
2	Vector Continuity- Differentiability- Vector Integration	5
3	Gradient – Directional derivative of a scalar function- Equation of the Tangent and normal to a surface	5
	UNIT – II (Vector Calculus-II)	
1	Divergence and Curl operators	5
2	Formulae involving these operators	5
3	Vector Identities- Simple problems there on	5
	UNIT – III (Vector Calculus-III)	
1	Line Integrals-Surface integrals- Volume integrals	5
2	Green's theorem ,Gauss theorem, Stoke's Theorem (Without proofs)	5
3	Problems on Green's theorem ,Gauss theorem, Stoke's Theorems	5
	UNIT – IV(Rank of a Matrix- System of Linear Equations)	

1	Rank Of a Matrix Rank-Echelon form	**5**
2	Normal form – Solution of Linear Systems	**5**
3	Homogeneous and non Homogeneous Equations.	**5**
	UNIT – V (Eigen values - Eigen vectors)	
1	Eigenvalues-Eigenvectors–Properties–Cayley-Hamilton Theorem	**5**
2	Inverse and powers of a matrix by using Cayley-Hamilton theorem	**5**
3	Quadratic forms- Reduction of quadratic form to canonical form	**5**

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : Mr. Bala Krishna K

Department : B.Sc Computer Science & Cloud Computing

Paper : Computer Networks

Class : B.Sc Computer Science & Cloud Computing Year : I Semester : II

Academic Year : 2022-2023

SL.NO	Topics Allotted	No. of Hours
	UNIT - I	
1	Data Communications, Components, Data Representation, Transmission modes	1
2	Networks(LAN, WAN, MAN), Topology, Protocols and Standards	1
3	OSI Model	2
4	TCP/IP Model,Analog and Dital data & Signals, Wavelength, Transmission of Digital Signals(Base Band & Broad Band)	2
5	Transmission Impairments	1
6	Digital – to – Digital Conversion, Line Coding Schemes	2
7	Multiplexing & Types(Frequency, Wavelength and Time Division)	1
8	Transmission Medium – Guided Transmission Medium(Twisted Pair, Coaxial Cable, Optical Fiber	1
9	Connecting Devices- Hubs, Repeaters, Bridges, Switches(Only Definitions)	1
	UNIT - II	
1	Error Detection & Error Correction, Redundancy Checks for error dection(VRC, LRC, CRC, Check Sum)	2
2	Error Correction, Hamming Code, Data Link Control - Framing	2

3	Flow Control – Stop-and-Wait, Sliding Window flow control	**1**
4	Error Control – Stop-and-Wait ARQ, Go-back-N ARQ, Selective Reject ARQ	**2**
5	High-level-data-link control	**1**
6	Random Access(ALOHA, PURE ALOHA, Slotted ALOHA), CSMA, CSMA/CD, CSMA/CA	**2**
7	Wired LAN-Ethernet, Standard Ethernet, Fast Ethernet, Giga bit Ethernet, 10-Gigabit Ethernet	**2**
	UNIT - III	
1	**Network Layer –** IPv4 Addresses, Classful & Classless Addressing	**3**
2	Network Addresses – Two level & Three Level hierarchy Addresses	**1**
3	IPv4 Protocol	**2**
4	Fragmentation	**1**
5	Internet Control Protocols – ARP, RARP, ICMP, IGMP	**3**
6	Delivery, Forwarding & Routing	**1**
7	Distance Vector Routing	**1**
	UNIT - IV	
1	Process-to-Process Delivery	**1**
2	User Datagram Protocol	**1**
3	UDP Operations	**1**
4	Transmission Control Protocol	**1**
5	TCP Segment Format, TCP Timers	**2**
6	Flow and Error Control in TCP	**2**
7	TCP Connection Establishment, Data Transfer & Connection Release	**2**

8	TCP State Transition Diagram	**2**
	UNIT - V	
1	Remote Logging-TELNET	**1**
2	Electronic Mail	**2**
3	SMTP, POP3, IMAP4Protocols & Web based Mails	**2**
4	File Transfer	**1**
5	WWW & HTTP architecture, Web Documents	**2**
6	DNS- Namespace, Domain Name Space, Distribution of Name Space	**2**
7	DNS in Internet, Resolution, DNS Messages, Types of Records	**2**

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : Mr. Sandeep Reddy G

Department : B.Sc Computer Science & Cloud Computing

Paper : IT Hardware and Networking

Class : B. Sc Computer Science & Cloud Computing Year : I Semester : II

Academic Year : 2022-2023

SI.No.	Topic Allotted	No. of Hours
1	**UNIT –I** Motherboard characteristics, Choosing a Right Motherboard	2
2	Installation of new Motherboard , Study of CMOS ROM BIOS	2
3	Upgrading PC BIOS. Intro to Multi-core processors	2
4	Expansion Bus slots PCI-Express, SCSI, NIC, USB, FIREWARE (IEEE 1394).	2
5	KEYBOARDS: Keyboards switch types, choosing a KB, Configuring	2
6	mouse:Different types of mouse, Construction of mouse ,working principle	2
		12 hrs
1	**UNIT –II** Wireless input devices- Power Management Features of Wireless Input Devices,Troubleshooting Wireless Input Devices	2
2	PRINTERS: Interfaces, Block diagrams, components	2
3	Working principle of DMP, Inkjet and Laser Printers.	3
4	HDD: Different capacities of HDD, working principle, Interfaces, Cables	2

5	DVD: working principles, Disk layout, Introduction to Blue ray discs.	3
		12 hrs
1	**UNIT –III** Flash memory devices :types, comparison, flash card readers, Troubleshooting of Optical Drives	3
2	Study of SMPS –Block diagram , Components and Working Principle, Power connectors and color coding of cables	3
3	backup power supplies: Types, Characteristics and Factors Considered in Choosing UPS	2
4	Study of Memory modules SDRAM, DDR-I, II & III RAM	4
		12
1	**UNIT-IV** Local Area Networking-defining a network, types of network, Requirements of network	2
2	Client/server versus peer network, network architecture overview	2
3	HUB: types, working principle	2
4	SWITCH: types, working principle and configuration	2
5	MODEM: types, Characteristics, working principle and configuration	2
6	ROUTERS: types and classification of Routers.	2
		12
1	**UNIT-V** Introduction to Network Simulator, Architecture and Installation of NS3	2
2	Building ,Testing and running a NS3 Script	2
3	Key Abstractions: Node, Applications, Channel, Net Device, Module Includes, Namespace	2

4	Main Function, Simulator, Net Device Container	2
5	Point-to-Point Helper, InternetStackHelper, Ipv4AddressHelper	2
6	Building Topologies: Star and Bus , Connecting Nodes	2
		12

LOYOLA ACADEMY

LESSON PLAN

Name of the Lecturer : K Siva Rama Krishna

Department : B.Sc Computer Science & Cloud Computing

Paper : Data Structures Through C

Class : B. Sc Computer Science & Cloud Computing Year : I Semester : II

Academic Year : 2022-2023

SL.NO	Topics Allotted	No. of Hours
	UNIT - I	
1	Introduction to Data Structures, Basic Terminology, Needs of Data Structure	**1**
2	Data Structures Classifications, Advantages of Data Structures	**1**
3	Arrays – 1D & 2D Arrays and programs	**1**
4	Stacks – Various Operations performed on stacks with program	**3**
5	Queues – Various Operations Performed on Queues	**3**
6	Stack Applications – Infix, Prefix and Postfix notations	**1**
7	Conversion of Infix to Prefix with example and program	**2**
8	Conversion of Infix to Post with example and program	**2**
9	Evaluation of Postfix Expression with example and program	**1**
	UNIT - II	
1	Data Representation, Linear Structures –Formula Bases, Linked Representation and Indirect Addressing methods	1
2	Concept of Linked List, Advantages and Disadvantages, Types of Linked List	1
3	Single Linked List – Insertion of node at beginning, Middle,	4

	End	
4	Deletion of node at beginning, Middle, End, Counting no. of nodes, Searching for an element	4
5	Stack and Queue using linked list	2
6	Splitting and Concatenation of Linked List	1
7	Doubly Linked list and Circular Linked List, Applications of Linked List	2
	UNIT - III	
1	Trees – Introduction, Definition and Properties	2
2	Binary Trees – Definition and Representation	2
3	Insertion, Deletion and Search Operations on trees	2
4	Tree Traversal Techniques – Inorder, Preorder, Postorder	3
5	AVL Trees – Definition and representation of AVL Tress	3
6	Operations on AVL Tress – Insertion and Deletion	3
	UNIT - IV	
1	Sorting Methods – Introduction, Bubble Sort with Program and Example	2
2	Selection Sort with Program and Example	2
3	Insertion Sort with Program and Example	2
4	Merge Sort with Program and Example	2
5	Quick Sort with Program and Example	2
6	Searching – Linear Search with Program and Example	2
7	Binary Search - with Program and Example	2
8	Comparision and analysis of sorting algorithms	1

	UNIT - V	
1	Graphs – Introduction, Terminology and representation	2
2	Directed and Undirected Graphs Definitions & Representation	2
3	BFS & DFS	2
4	B-Trees Definition and representation	2
5	Insertion, Deletion and Search Operations on B-Trees	4
6	File Structures, Physical Storage Media, File Structures	1
7	Sequential Files, Indexing and Hashing,	1
8	Primary Indices, Secondary Indices, Indexing and Hashing Comparisions	1