School of Business – MBA Course Curriculum

The proposed course structure for the MBA programme to be by the School of Business is given below. As per the course structure, the programme comprises of 8 terms, wherein every semester is divided into two terms.

SEMESTER - I					
TERM 1			**TERM 2**		
Code	Subject	Credit	Code	Subject	Credit
BM501H	Microeconomics	4 0 0 4	BM 506H	Macroeconomics for Managers	4 0 0 4
BM502H	Financial Systems	4 0 0 4	BM507H	Managerial Accounting	4 0 0 4
BM503H	Marketing Management	4 0 0 4	BM508H	Business Research Methods	4 0 0 4
BM504H	Business Statistics and Data Analysis for Management	4 0 0 4	BM509H	Human Resource Management	4 0 0 4
BM505H	Organizational Behaviour	4 0 0 4	BM510H	Management Information System	4 0 0 4
	Credit	*20*		*Credit*	*20*
SEMESTER - 2					
TERM 3			**TERM 4**		
BM511H	Corporate Finance	4 0 0 4	BM516H	Business Analytics	4 0 0 4
BM512H	Computer-aided Operations Research	3 0 2 4	BM517H	Operations Management	4 0 0 4
BM513H	Business Communication	4 0 0 4	BM518H	E-Commerce and its Application	4 0 0 4
BM514H	Organizational Structure and Design	4 0 0 4	BM519H	Legal Aspects of Business	4 0 0 4
BM515H	Strategic Management	4 0 0 4	BM520H	Cross-Cultural Management	4 0 0 4
	Credit	*20*		*Credit*	*20*
Summer Internship Project (Training within the organization) for two months					*0 0 8 4*

SEMESTER - 3					
TERM 5			**TERM 6**		
Code	Subject	Credit	Code	Subject	Credit
BM521H	Business Ethics	4 0 0 4	BM526H	Project work - I	0 0 16 8
BM522H	Project Management	4 0 0 4	BM6XXH	Elective IV	4 0 0 4
BM6XXH	Elective I	4 0 0 4	BM6XXH	Elective V	4 0 0 4
BM6XXH	Elective II	4 0 0 4	BM6XXH	Elective VI	4 0 0 4
BM6XXH	Elective III	4 0 0 4			
	Credit	*20*		Credit	20
SEMESTER - 4					
TERM 7		20	**TERM 8**		
BM530H	Project work - II	0 0 16 8	BM534H	Project work - III	0 0 32 16
BM6XXH	Elective VII	4 0 0 4			
BM6XXH	Elective VIII	4 0 0 4			
BM6XXH	Elective IX	4 0 0 4			
	Total Credits	*20*		*Total Credits*	*16*

The overall credit requirement of the MBA Programme is summarised as below:

Semester	Term	Credit
I	Term 1	20
	Term 2	20
II	Term 3	20
	Term 4	20
	Summer Project	4
III	Term 5	20
	Term 6	20
IV	Term 7	20
	Term 8	16
	Total Credit	**160**

The syllabi of the courses to be offered in semester 1 and 2 are enclosed as separate documents.

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: BM501H & Microeconomics	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Odd	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	

Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ...)*

The fundamentals of managerial economics, laws of demand and supply, elasticity, market equilibrium, consumer and producer surplus, price controls, taxes; Understanding consumers: laws of diminishing marginal and equi-marginal utility, indifference curves and budget constraint, optimizing conditions, substitution and income effects; Cost, pricing, and production: Pricing, scale, and scope, strategy and game theory, normal and extensive form games, NE and SPE; Pricing and market power: perfect competition, monopoly, oligopoly, monopolistic competition, price discrimination, market power
risk and uncertainty, incentives and information, regulations and public policy.

Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	R.B. McKenzie and D.R. Lee*, Microeconomics for MBA: The Economic Way of Thinking for Managers,* 3rd Edition*,* Cambridge University Press*,* 2016.
2.	M.R. Baye and J.T. Prince, *Managerial Economics and Business Strategy*, 10th Edition, McGraw Hill, 2022.
3.	

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
1		
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Total Number of Lectures =		

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM502H & Financial Systems**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Odd	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	

Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ...)*

Financial system, components, markets, savings, investment; Financial markets, money market, capital market, primary market, secondary market, debt markets, derivatives market; Financial institutions, banking and non-banking institutions; Mutual funds, equity fund, debt funds, hybrid funds; Insurance, general insurance, health insurance; Financial regulations, SEBI and IRDA as regulatory bodies; Financial inclusion, microfinance.

Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	B. Pathak, *Indian Financial System,* 5th Edition, Pearson Education, 2018.
2.	J.C. Hull and S. Basu, *Options, Future & Other Derivatives*, 10th Edition, Pearson Education, 2018.
3.	

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
1		
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	Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM503H & Marketing Management**
L-T-P-C: 4-0-0-4
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades
Kind of Proposal (New Course / Revision of Existing Course): New Course
Offered as (Compulsory / Elective): Compulsory
Offered to: Masters of Business Administration (MBA)
Offered in (Odd/ Even / Any): Odd
Offered by (Name of Department/ Center): School of Business
Pre-Requisite: NIL
Preamble / Objectives (Optional):
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)* Marketing management: an overview; Strategic marketing process and plan, marketing environment, competitor analysis, marketing analysis; Consumer behaviour, segmentation, targeting, positioning, differentiation; New product development, product strategy, managing services, pricing strategy; Distribution strategy, promotion decisions, global markets, holistic marketing organization.
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".
Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	P. Kotler, K. Keller, S. Ang, C. Tan and S. Leong, *Marketing Management: An Asian Perspective*, 7th Edition, Pearson Education, 2017.
2.	V. S. Ramaswamy and S. Namakumari, *Marketing Management: Indian Context, Global Perspective*, 6th Edition, Sage Publications India, 2018.
3.	P. Kotler and K.L. Keller, *Marketing Management*, 15th Edition, Pearson, 2016.

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
1		
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Total Number of Lectures =		

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM504H & Business Statistics and Data Analysis for Management**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Odd	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ...)*	
Descriptive measures, variance, co-variance, coefficient of correlation: Pearson, Spearman, Partial; Probability, basic concepts, conditional probability, independence, marginal probability; Random variables, discrete probability distributions, continuous probability distributions, normal distribution; Statistical inference, sampling distributions, confidence interval estimation; Testing of hypothesis, one-sample test, t-Test, z-Test, two sample test, Z-test, F-test; Regression, simple linear regression, multiple linear regression, hierarchical regression.	

Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	
Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
1.	D.M. Levine, D.F. Stephan and Kathryn A. Szabat, *Statistics for Managers, Using Microsoft Excel*, 8th Edition, Pearson Education, 2017.
2.	R.I. Levin, M.H. Siddiqui, D.S. Rubin and S. Rastogi, *Statistics for Management,* 8th Edition, Pearson Education, 2017.
3.	
References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
1.	
2.	

Detailed Course Content (Optional)		
It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
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	Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM505H & Organizational Behavior**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Odd	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	

Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)*

Organizations: Organizations as work settings and different perspectives on organizations; Individual level analysis: The Perceptual Process: Factors influencing the perceptual process, common perceptual distortion, Managing the perceptual process and attribution theory; Values and Attitude: Sources and types of values, Attitude formation and change; Personality: Personality determinants and development, Personality traits and classification, Personality and work environment; Learning, Motivation: Content, Process, and Reinforcement theories of motivation, Goal setting theory
Group level analysis: Group dynamics: Formation of groups, characteristics of groups, group conflict and resolution; Power, Influence Strategies, and leadership. Group decision making: Behavioural decision making and biases.

Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	F. Luthans, *Organizational Behavior,* 12th Edition, McGraw Hill, 2013.
2.	S.P. Robbins, T.A. Judge and N. Vohra, *Organizational Behavior*, 18th Edition, Pearson, 2018.
3.	D. Hellriegel and J.W. Slocum, *Organizational Behavior*, 13th Edition, Cengage Learning. 2011.

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
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	Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM506H & Macroeconomics for Managers**
L-T-P-C: 4-0-0-4
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades
Kind of Proposal (New Course / Revision of Existing Course): New Course
Offered as (Compulsory / Elective): Compulsory
Offered to: Masters of Business Administration (MBA)
Offered in (Odd/ Even / Any): Odd
Offered by (Name of Department/ Center): School of Business
Pre-Requisite: NIL
Preamble / Objectives (Optional):
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)*   Understanding macroeconomics variables and national accounting; Aggregate economic variables: GDP, GNP, national income, money supply, price index and inflation rate, unemployment rate, exchange rate; The long-run evolution of economic growth and productivity; The real economic activity: The supply side, the demand side, macroeconomic shocks and policy responses, the role of saving, investment, interest rate, and expectations, understanding international trade and capital flows, money, financial markets, and the role of central banks, understanding exchange rates and balance of payment statements.
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
1.	M.P. Taylor and N.G. Mankiw, *Macroeconomics*, 4th Edition, Cengage Learning India (P) Ltd., 2017.
2.	L. Lipschitz and S. Schadler, *Macroeconomics for Professionals*, 4th Edition, Cambridge University Press, 2019.
3.	D.A. Moss, *A Concise Guide to Macroeconomics: What Managers, Executives, and Students Need to Know*, 2nd Edition, Harvard Business School Press, 2014.

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
1.	
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
1		
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3		
Total Number of Lectures =		

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM507H & Managerial Accounting**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Odd	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	

Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)*

Basic accounting concepts and convention; Accounting standard; Journal, ledger, subsidiary books, trial balance, reconciliation statement, preparation of financial statements, understanding of financial statements, financial reporting; Introduction to cost accounting, various costing methods, marginal costing and absorption costing, standard costing; Accounting for decision making, theoretical introduction to value added accounting, responsibility accounting, human resource accounting, environmental accounting; Management accounting, budgeting and forecasting, different types of budget, budget preparation, zero base budgeting (ZBB), performance budgeting.

Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	B.B. Dam, R.A. Sarda, R. Barman and B. Kalita, *Theory and Practice of Accountancy*, Volume I and II, Gayatri Publications, 2021.
2.	M. Hanif, *Modern Cost and Management Accounting, 1st Edition,* Tata McGraw Hill, 2013.
3.	S.P. Jain and K.L. Narang, *Cost Accounting - Principles and Practices*, Kalyani Publishers, 2014.

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
1		
2		
3		
Total Number of Lectures =		

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM508H & Business Research Methods**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Odd	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	

Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ...)*

Research problem, Review of literature, Research strategies and approaches, Ethics in business research, Sampling techniques and sample size determination, Collecting and analysing, quantitative data, Questionnaire design and testing, Using secondary data, Collecting and analysing qualitative data, Field studies: Interviews, focus groups and participant observations, Forecasting trends.

Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	D.H. Mcburney, *Research Methods*, 7th Edition, Cengage, 2021.
2.	W.L. Neuman, *Social Research Methods: Qualitative and Quantitative Approaches*, 7th Edition, Pearson, 2014.
3.	A. Bryman, *Social Research Methods*, 5th Edition, Oxford University Press, 2018.

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
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Total Number of Lectures =		

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM509H & Human Resource Management**
L-T-P-C: 4-0-0-4
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades
Kind of Proposal (New Course / Revision of Existing Course): New Course
Offered as (Compulsory / Elective): Compulsory
Offered to: Masters of Business Administration (MBA)
Offered in (Odd/ Even / Any): Odd
Offered by (Name of Department/ Center): School of Business
Pre-Requisite: NIL
Preamble / Objectives (Optional):
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)* HRM: concept and historical development of the field; Strategy and HR Policy; Human resource planning and Internal mobility; Recruitment and selection; Orientation and induction; Employee training and development; Performance appraisal; *e*HRM; Employee engagement, diversity, and inclusion; Compensation management.
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".
Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	G. Dessler and V. Biju, *Human Resource Management*, 16th Edition, Pearson, 2020.
2.	J.J. Mortocchio, *Human Resource Management*, 15th Edition, Pearson, 2019.
3.	

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	M. Thite, *e-HRM: Digital Approaches, Directions & Applications*, Routledge, 2019.
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
1		
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3		
4		
5		
Total Number of Lectures =		

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM510H & Management Information Systems**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Odd	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ...)* Information systems: Exploring the business perspective, Managing customers through IT systems, technology trends in business, various information systems; Planning, development, and adoption, information systems and its applications using large data, Interconnected devices for information gathering and its usage for business organizations; Introduction to internet of things, its ecosystem and its usage in modern business organizations, IT Systems: Exploring the managerial perspective.	
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	C.L. Kenneth and P.L. Jane, *Management Information System*, 15th Edition, Pearson, 2018.
2.	R. Behl, J.A. O'Brien and G.M. Marakas, *Management Information Systems*, 11th Edition, McGraw Hill, 2019.
3.	

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	
2.	

Detailed Course Content (Optional)
It will not be included in the Courses of Study Booklet

Sl. No.	Broad Title / Topics	Number of Lectures
1		
2		
3		
4		
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	Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE

Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM511H & Corporate Finance**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Even	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)* Value: introduction to corporate finance, present values, value of bonds and common stocks, net present value; Risk and return, portfolio theory, capital asset pricing model, cost of capital; Capital budgeting, project analysis, investment, strategy, economic rents, compensation, performance measure; Financial decisions, efficient markets, behavioural finance, issuance of securities; Capital structure, payout policy, debt policy, financing, valuation.	
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	R.A. Brealey, S.C. Myers, F. Allen and P. Mohanty, *Principles of Corporate Finance*, 12th Edition, McGraw Hill, 2018.
2.	S.A. Ross, R.W. Westerfield, J. Jaffe, B.D. Jordan and R.K. Kakani, *Corporate Finance,* 12th Edition, McGraw Hill, 2021.
3.	

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
1		
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Total Number of Lectures =		

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM512H & Computer-aided Operations Research**	
L-T-P-C: 3-0-2-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Even	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)* Introduction to operations research; Mathematical modelling; Linear programming: simplex method, sensitivity analysis; non-linear programming: KKT conditions; Integer Programming: branch & bound method; Evolutionary techniques: genetic algorithm, teaching learning based optimization; Multi-objective optimization; Transportation and assignment problems; Case studies involving combinatorial optimization and scheduling problems, solution of large scale operation research problems using Excel, MATLAB, IBM ILOG CPLEX Optimization Studio and GAMS.	
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	H.A. Taha, *Operations Research - An Introduction*, Prentice Hall of India, 1997.
2.	K. Deb, *Multi-objective Optimization using Evolutionary Algorithms*, 1st Edition, Wiley India, 2010.
3.	S.S. Rao, *Optimization: Theory and Applications*, 4th Edition, Wiley India, 2014.

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

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Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
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Total Number of Lectures =		

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM513H & Business Communication**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Even	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)* The foundations of business communication, the basic communication process, verbal and nonverbal communication, listening skills, communication in groups, meetings and conferences, business presentations, planning and writing business messages, letters, memos, proposals and reports, writing brief, negative and persuasive messages, using visuals in communication, employment messages and interviewing, communication in digital, social and visual media.	
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	
Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
1.	J.V. Thill and C.L. Bovée, *Excellence in Business Communication*, 12th Edition, Pearson, 2017.
2.	R.V. Lesikar, M.E. Flatley, K. Rentz, P. Lentz and N. Pande, *Business Communication: Connecting in a Digital World,* 13th Edition*,* McGraw Hill, 2017.
3.	
References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
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Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
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	Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM514H & Organizational Structure and Design**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Even	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	

Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas (,). Topics may be separated by Semi-Colons (;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)*

Understanding organization and its effectiveness, organizational environment, organizational lifecycle, organizational design and structure, understanding organizational culture, organizational design tools, organizational change, role of learning, knowledge management, and information technology, organizational innovation.

Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	R.M. Burton, B. Obel, and D.D. Håkonsson, *Organizational Design*, 4th Edition, Cambridge University Press, 2021.
2.	G.R. Jones and M. Mathew, *Organizational Theory, Design, and Change*, 7th Edition, Pearson, 2017.
3.	

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

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Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
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	Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM515H & Strategic Management**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Even	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas (,). Topics may be separated by Semi-Colons (;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)* Strategy: Basic concepts, industry analysis, competitive advantage and competitive strategy, diversification, acquisitions, technology strategy, turnaround strategies; Organizational structure and strategy implementation, strategic leadership and innovation; The balance scorecard; Mission, strategy and process-linkages, blue ocean strategy, operations strategy, strategy for digital transformation.	
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	
Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	

1.	M.A. Hitt, R.D. Ireland and R.E. Hoskisson, *Strategic Management: A South-Asian Perspective.* Cengage Learning. 2016.
2.	A.A. Thompson, M. Peteraf, J.E. Gamble, A.J. Strickland III and T. Joseph, *Crafting and Executing Strategy, The Quest for Competitive Advantage: Concepts and Cases*, 21st Edition, McGraw Hill, 2019.
3.	R.M. Grant, *Contemporary Strategy analysis: Text and Cases Edition*, 9th Edition, Wiley, 2016.

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	R.M. Grant, *Contemporary Strategy analysis*, 10th Edition, Wiley, 2018.
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
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Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course. **EXISTING COURSE**
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM516H & Business Analytics**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Even	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas (,). Topics may be separated by Semi-Colons (;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)* Advanced business analytics, **"Tableau-Prep"** for data pre- processing**,** recommender system, classification, decision tree and random forest, prescriptive data analytics, web analytics, social media analytics, rattle and power BI for data analytics**.**	
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	J. Han, J. Pei and M. Kamber, *Data Mining: Concepts and Techniques*, 3rd Edition, Elsevier, 2012.
2.	B. Lantz, *Machine Learning with R*, 3rd Edition, Packt Publishing Ltd., 2019.
3.	R. Bali and D. Sarkar, *R Machine Learning by Example*, Packt Publishing Ltd, 2016.

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)

1.	
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Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
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	Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM517H & Operations Management**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Even	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas (,). Topics may be separated by Semi-Colons (;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)* Using operations to compete (process view, nested processes, link with corporate strategy) - Project management - Managing processes (process strategy-job shop, batch shop, assembly line and continuous processes, process analysis, Little's law, constraint management, quality and performance, capacity planning), inventory, aggregate planning, lean management, scheduling, location planning etc.	
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	
Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
1.	W.J. Stevenson, *Operations Management*, 12th Edition, McGraw Hill, 2018.
2.	L.J. Krajewski, M.K. Malhotra and L.P. Ritzman, *Operations Management: Processes and Supply Chain*, 12th Edition, Pearson, 2019.
3.	
References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
1.	
2.	

Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
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	Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: BM518H & E-Commerce and its Applications	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Even	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ...)* E-business: fundamentals, E-business framework, E-business application, network Infrastructure for E-business; Mobile and wireless computing fundamentals: mobile computing, framework, wireless technology and switching method, mobile information access device, mobile computing application; Handling money on the net: type of E-payment, digital token–based e-payment, smart card, credit card payment systems, risk on e-payment, designing e-payment; Inter-organization business: EDI application in business, EDI: legal, security, standardization and EDI, EDI software implementation, VANs (value added net work) internet based EDI; Electronic market place of buyers and sellers: consumer and business markets: ordering on-line, advertisement and marketing on Internet, offering customer product on the net, electronics customers support. web–catalogues, business care for documents library, type of digital documents, documents infrastructure, data warehouses, multi-media and digital video. E-Business standard, Cyber laws, Cyber crimes & frauds, types and tools of hacking; Security and electronic-business: client–server security, data and message security, document security, firewalls; Future of electronic-business: virtual factory, strategies for electronic business, making money on net, web portals and vortals concepts.	
Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	

Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
1.	R. Kalakotta and B. Whinston, *Frontiers of E-Commerce*, Addison-Wesley, 1996.
2.	R. Kalakotta and M. Robinson, *E-Business 2.0: Roadmap for Success,* Pearson, 2004.
3.	D. Amor, *The E-Business (R)evolution: Living and Working in an Interconnected World*, 2nd Edition, Prentice Hall, 2001.

References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
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	Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet	
Sl. No.	Broad Title / Topics	Number of Lectures
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	Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course. **EXISTING COURSE**
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM519H & Legal Aspects of Business**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Even	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)*	

Unit 1 – Laws of Contract (The Indian Contract Act, 1872) : Contract-meaning, characteristics and kinds, essentials of valid Contract, offer and acceptance, capacity to contract, consideration and void agreements, discharge of contract-modes of discharge including breach and its remedies, quasi contracts, spacial contracts- law of indemnity and guarantee, law of bailment and pledge, law of agency.

Unit 2 – The Sale of Goods Act, 1930: Nature of contract of sale, meaning and difference between sale and agreement to sell, conditions and warranties, transfer of ownership and delivery in goods, unpaid sellers and their rights, sale by auction.

Unit 3 –The Indian Partnership Act, 1932 : Definition and elements of partnership, true test of partnership, kinds of partnerships, rights, duties and liabilities of partners, registration of firms, dissolution of a firm.

Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	
Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
1.	M.C. Kucchal and V. Kucchal, *Business Law,* 7th Edition, Vikas Publishing House (P) Ltd, 2018.
2.	S.S. Gulshan and G.K. Kapoor, *Business Law including Company Law*, New Age International Publishers, 2020.
3.	
References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
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2.	

SI. No.	Broad Title / Topics	Number of Lectures
Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet
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	Total Number of Lectures =	

In case of revision of existing course, Please provide below the details of existing course. **EXISTING COURSE**
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References:

Indian Institute of Technology Guwahati
Proposal for a New Course

Course Number & Title: **BM520H & Cross-Cultural Management**	
L-T-P-C: 4-0-0-4	
Type of Letter Grading (Regular Letter Grades / PP or NP Letter Grades): Regular Letter Grades	
Kind of Proposal (New Course / Revision of Existing Course): New Course	
Offered as (Compulsory / Elective): Compulsory	
Offered to: Masters of Business Administration (MBA)	
Offered in (Odd/ Even / Any): Even	
Offered by (Name of Department/ Center): School of Business	
Pre-Requisite: NIL	
Preamble / Objectives (Optional):	
Course Content/ Syllabus *(as a single paragraph if it is not containing more than one subject. Sub-topics/ Sections may be separated by commas(,). Topics may be separated by Semi-Colons(;). Chapters may be separated by Full-Stop(.). While starting with broad heading, it may be indicated with Colon symbol before the topics. For example: Multi-variable Calculus: Limits of functions, Continuity, ……)*	

The challenging role of the global manager, Dimensions of culture in business, Comparing cultures and cultural differences, Cross-cultural interactions, Cross-cultural decision making, Cross-Cultural communication and negotiation, Leadership across cultures, Multicultural Groups and Teams: The Challenge of International Organizations, International Assignments and Managing Across Cultures.

Books (In case UG compulsory courses, please give it as "Text books" and "Reference books". Otherwise give it as "References".	
Texts: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
1.	D.C. Thomas and M.F. Peterson, *Cross-cultural Management,* 4th Edition, Thousand Oaks, Sage, 2018.
2.	M-J. Browaeys and R. Price, *Understanding Cross-Cultural Management*, 2nd Edition, Prentice Hall, 2011.
3.	
References: (Format: Authors, *Book Title in Italics font,* Volume/Series, Edition Number, Publisher, Year.)	
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Detailed Course Content (Optional) It will not be included in the Courses of Study Booklet		
Sl. No.	Broad Title / Topics	Number of Lectures
1		
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Total Number of Lectures =		

In case of revision of existing course, Please provide below the details of existing course.
EXISTING COURSE
Course Number, Title, L-T-P-C:
Pre-Requisite (if any)
Contents:
References: