

JIWAJI UNIVERSITY, GWALIOR



SYLLABUS

OF

M.A. (ECONOMICS) CBCS

I to IV Semester

2019 - 2021

JIWAJI UNIVERSITY, GWALIOR

School of Studies in Economics

School of Studies in Economics, Jiwaji University, Gwalior was established in 1978 to provide teaching and research facilities to students of Post Graduate and Doctoral students of economics. The school has made significant contribution in the area of teaching and research. In 1991, department started M.Phil programme. The department also started MBA (BE) as a self finance programme in 1996. The researches in different areas of economics and allied disciplines have been undertaken in the department which includes- monetary economics, environmental economics, public finance, human resource management, mineral economics and international economics etc.

The department has a rich library in which there are about 8000 books. The modern teaching facilities like smart class, computer lab are existing in the department. The department has organised various national and regional conferences. The school is running following programmes:

M.A. (Economics)

M.B.A. (Business Economics)

M.Phil. (Economics)

Ph.D.

Programme Outcomes (POs)

The purpose of conducting economics programme at Jiwaji University is to provide fundamental, conceptual knowledge of Economics and Business Economics so that students can pursue research and make teaching as career. The students after studying can also take up jobs in banks, Planning Commission, industries, MNC and other economic institutions of repute. The faculty of school is committed to provide an environment which will develop the potentials of students so as to grasp economic issues and policies.

Our distinguishing features are:

- Up-to-date knowledge of broad range of disciplines of economics.
- Theoretical and practical knowledge of economic terms and models.
- Analysis of various economic policies like monetary, fiscal, industrial, investment, foreign trade and performance of various schemes started by government.

Programme Specific Outcomes (PSOs)

Curriculum of Economics is designed to prepare post graduates to attain the following programme specific outcomes:

- PSO 1:** Ability to make interpretation of various economic processes having impact on economic development, environmental status, social sector and sustainable development.
- PSO 2:** Ability to apply economic theories and principles as well as other skills in diversified range of industrial and professional employment areas.
- PSO 3:** Develop analytical thinking and generation of new ideas for designing innovative approach for removal of complexities of economic problems.
- PSO 4:** Explore large-scale research opportunities for doctoral and post-doctoral studies.
- PSO 5:** Reveal extensive mindset with respect to knowledge diffusion and accretion in his/her professional activities.
- PSO 6:** Show their true potential and get suitable support through qualifying NET/SLET/State Civil Services, Indian Economic Services (IES) and other competitive examinations.
- PSO 7:** Acquire the ability to engage in independent and life-long learning in the broadest context of socio-economic changes.

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Revised Course Structure Choice Based Credit System (CBCS)

The department has choice based credit system (CBCS) in **M.A. (Economics)** we offer, in which there are 80 valid credits and 16 virtual credits in the complete span of the course of two years. From these 80 credits, 48 credits should accrue from core subjects, 16 credits from elective subjects, 4 credits from Seminar, 4 credits from Assignment and 8 credits from project based work. Virtual credits are 16 which the student has to earn through comprehensive viva-voce held after every semester. Hence 4 virtual credits are given to each comprehensive viva-voce. From these 96 credits, the credit for each subhead is as under:

S. No.	Type of Subject/ Activity	Code	Number of Subjects	Credit/Subject	Total Credit
1	Core	1	12	4	48
2	Electives	2	4	4	16
3	Seminar	3	4	1	4
4	Assignment	4	4	1	4
5	Comprehensive Viva Voce	5	4/Semester	4	16
6	Project Work	6	4	2	8
					96

M.A. Economics

M.A. Economics I Semester			
Sub. Code	Subject Name	Comp/Optional	Credits
101	Theory of Consumer Behavior and Production	Core	4
102	Macro Economics	Core	4
103	Public Economics	Core	4
104	Statistics for Economics	Core	4
105	Seminar	AE&SD*	1
106	Assignment	AE&SD*	1
107	Project Work	Core	2
	Total Valid Credits		20
108	Comprehensive Viva Voce	Virtual Credit	4
	Total Credits		24

*Ability Enhancement & Skill Development

M.A. Economics II Semester			
Sub. Code	Subject Name		Credits
201	Theory of Market Distribution	Core	4
202	Monetary Economics and Banking	Core	4
203	Statistical Inferences and Research Methods	Core	4
204	International Economics	Core	4
205	Seminar	AE&SD*	1
206	Assignment	AE&SD*	1
207	Project Work	Core	2
	Total Valid Credits		20
208	Comprehensive Viva Voce	Virtual Credit	4
	Total Credits		24

*Ability Enhancement & Skill Development

M.A. Economics III Semester			
Sub. Code	Subject Name		Credits
301	Economics of Growth and Development	Core	4
302	Economics of Industries	Core	4
303	Environmental Economics	Elective Generic	4
304	Choose any one of the following: A. Industrial Relation and Labour Legislation-I B. Computer Application in Economics-I C. Econometrics-I D. Agriculture Economics	Elective Centric	4
305	Seminar	AE&SD*	1
306	Assignment	AE&SD*	1
307	Project Work	Core	2
Total Valid Credits			20
308	Comprehensive Viva Voce	Virtual Credit	4
Total Credits			24

*Ability Enhancement & Skill Development

M.A. Economics IV Semester			
Sub. Code	Subject Name		Credits
401	Indian Foreign Trade and International Institutions	Core	4
402	Financial Market	Core	4
403	Indian Economy	Elective Generic	4
404	Choose any one of the following: A. Industrial Relation and Labour Legislation-II B. Computer Application in Economics-II C. Econometrics-II D. Rural Development	Elective Centric	4
405	Seminar	AE&SD*	1
406	Assignment	AE&SD*	1
407	Project Work	Core	2
Total Valid Credits			20
408	Comprehensive Viva Voce	Virtual Credit	4
Total Credits			24

*Ability Enhancement & Skill Development

Course Outcomes (COs)
(I) For M.A Economics Programme
I Semester

Students after studying, M.A (Economics) I Semester are expected:

- CO1:** To grasp the knowledge about consumer behavior and production aspect of micro economics.
- CO2:** To understand the basic concept of macro economics which includes GDP and Keynes employment theory etc.
- CO3:** To have understanding of taxation, budget and fiscal policy etc. under public economics.
- CO4:** To know about basics of statistics and its use in economics including Index Number and regression etc.

**M.A. (ECONOMICS), CBCS FIRST SEMESTER
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101 – THEORY OF CONSUMER BEHAVIOR AND PRODUCTION

- UNIT - I** **Introduction :**
Micro-Economics– Meaning, Scope, Significance and Limitations,
Basic Economic Problem – Scarcity and choice.
Relationship between Micro and Macro-economic analysis.
Methods of Economic Analysis: Deductive and Inductive, Economic
Statics and Dynamics, Positive and Normative Economics, Partial and
General Equilibrium Analysis.
- UNIT - II** **Demand Analysis – I**
Theory of utility and Consumer Behaviour – Indifference Curve
Analysis – Definition and Properties, Consumer’s Equilibrium, Price,
Income and Substitution Effects, Slutsky Theorem, Engel’s Curve,
Derivation of Demand Curve.
- UNIT- III** **Demand Analysis – II**
Strong and Weak Ordering Hypothesis.
Samuelson’s Theory of Revealed Preference.
The Elasticity of Demand and its Types.
Consumers’ Surplus-Marshall and Hicks Measure of Consumer’s
Surplus.
- UNIT- IV** **Supply Analysis :**
Theory of Production – Production Function-short and Long run
Production Function. Cobb-Douglas Production Function, Law of
Variable Proportions and Returns to Scale, Isoquants – Optimum
Factor Combination – Producer’s Equilibrium, Expansion Path, Ridge
Lines and Economic Region of Production.
- UNIT - V** **Welfare Economics:**
Meaning, Nature, Role of Value Judgement, Pigovian Welfare
Economics-Duel Criteria, Pareto’s Welfare Economics – Marginal
conditions for Pareto’s optimum and Unanimity Rule.
Social Welfare Function, Compensation Principle,
Arrow’s Impossibility Theorem.

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SESSION – 2019-2020

102 – MACRO ECONOMICS

- UNIT - I** Nature of Macro Economics, Basic Concept Stock and Flow Variables. National Income and Its measurement, GDP and GNP, Importance of NI Estimation, NI and Economic Welfare, NI estimation in India.
- UNIT - II** Income Determination in closed and open economy. Consumption Function APC-MPC, Factors affecting Consumption Function, Social Accounting
- UNIT- III** The component of Money Supply, Interest rate and theory of Liquidity preference. IS-LM Analysis, Monetary policy and its instruments.
- UNIT- IV** Theories of Employment – Classical theory : Say’s law of market. Pigou’s employment theory, Keynesian theory of employment, Keynes Vs. Classics.
- UNIT - V** Investment Function, Determinants of Investment MEC, MEL, Saving Function, Paradox of thrift, Investment Multiplier, Theory of Acceleration.

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103 – PUBLIC ECONOMICS

- UNIT - I** Nature and Scope of Public Economics, Role of Govt. in Organised Society, Concept of Public Goods, Private Goods and Merit Goods, Theory of Maximum Social Advantage- Dalton, Pigou and Musgrave.
- UNIT - II** Public Expenditure – Wagner’s Law of increasing state activities, Wiseman peacock Hypothesis, Principles of Public Expenditure Structure and Growth of Public Expenditure in India.
- UNIT - III** Sources of Public Revenue – Tax Revenue and Non Tax Revenue, Types of Taxes, Taxable Capacity, Theory of Incidence of Taxation, Ability to Pay Theory, GST.
- UNIT - IV** Public Debt - Meaning and Sources, Burden of Public debt, Debt Repayment, Public Debt Management, Public Debt in India, debt Trap.
- UNIT - V** Fiscal Federalism in India, Recommendation of latest Finance Commission, Budget - Meaning and Preparation, Fiscal Policy, Deficit Financing.

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104 – STATISTICS FOR ECONOMICS

- UNIT - I** Definition, Importance and Scope of Statistics, Measures of Central Tendency- Mean Median, Mode, Dispersion-Interquartile Deviation, Quartile Deviation, Mean Deviation, Standard Deviation and Skewness.
- UNIT- II** Linear and Simultaneous Equations up to Three Variables and its Application in Economics, e.g., Calculation of Equilibrium Prices, Impact of Tax and Subsidy on Demand and Supply Model, Calculations of Factor Prices, Calculations of Macro Economic Variables.
- UNIT-III** Simple Differentiation and its Application in Economics i.e., Calculation of Elasticity Coefficient, Marginal Cost and Revenue, Correlation Analysis: Karl Pearson's Correlation, Spearman's Rank Correlation, Concurrent Deviation Method.
- UNIT-IV** Regression Analysis: Concept, Regression Lines, Finding Regression Coefficient and Equations. Interpolation and Extrapolation: Concept, Significance, Assumptions, Methods of Interpolation and Extrapolation.
- UNIT -V** Index Numbers: A Conceptual Frame Work, Uses, Types, Problems in Construction of Index Number, The Chain Index Numbers, Base Shifting and Deflating, Cost of Living Index Numbers, Fisher's Index Number.

Course Outcomes II Semester

Students after studying, M.A (Economics) II Semester are expected:

CO1: To study the theory of market equilibrium distribution and price fixation in different situations.

CO2: To have information about money inflation, banking and business cycles etc.

CO3: To know about sampling technique in research, hypothesis and research report etc.

CO4: To learn about theories of international economics, trade and tariff etc.

201 – THEORY OF MARKET DISTRIBUTION

UNIT - I

Cost and Revenue Analysis:

Cost Analysis – Short-run and Long-run cost functions and curves. Prime and Supplementary Costs-Total, Average and Marginal Cost Curves, Incremental and Marginal Costs. Revenue Analysis – Total, Average and Marginal Revenue, Average and Marginal Revenue Curves under different market conditions.

UNIT - II

Market Equilibrium :

Perfect Competition – Prices and Output determination, Short and Long-run Equilibrium of the firm and Industry, Monopoly – Short and Long-run Equilibrium Discriminating Monopoly – Definition and Equilibrium under Discriminating Monopoly.

UNIT- III

Market Equilibrium :

Monopolistic Competition – Chamberlain's Approach- Equilibrium of the firm and group with product Differentiation and Selling costs. Theory of Excess Capacity, Oligopoly-non- Collusive Model – Sweezy Model of kinked Demand curve, Price – rigidity, Collusive Model, Market sharing cartels and Price-leadership.

UNIT- IV

Theories of Distribution :

Factor Productivity and Factor Cost, Marginal Productivity Theory, Clark's Theorem of Product Exhaustion. Profit – Meaning and Nature, Knight's Theory and Schumpeterian Theory of Profit.

UNIT - V

Theories of Distribution:

Wages – Meaning and Nature, Wages under competitive and Non-competitive conditions.

Rent – Meaning and Nature, Modern Theory of Mrs. Joan Robinson, Comparison between Ricardian and Robinson's Theories.

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202 – MONETARY ECONOMICS AND BANKING

- UNIT - I** Theories of Value of Money – Fisher, Cash Balance Approach, Keynes theory of Money and Prices, Milton Friedman Theory, Don Patinkin's Theory of Real Balance Effect.
- UNIT - II** Liquidity Approach to Quantity of Money, Tobin's approach of Portfolio Balance, Measures of Money Stock, Land Liquidity Stock, Method of Note issue in India.
- UNIT- III** Inflation – Meaning and Types, Inflation, Deflation, Reflation and Disinflation, Measurement of inflation, Inflation and Indian Economy, Method to check inflation, Relationship between inflation and unemployment, Philips Curve.
- UNIT- IV** Banking system in India, Types of Banks, Functions of Commercial banks, Credit creation by Commercial Banks, New Trends in Commercial Banking, Reserve Bank of India.
- UNIT - V** Business Cycle – Meaning and Nature, Phases of Trade Cycles, Theories of Trade Cycle – Non Monetary Theories, Monetary Theories - Schumpeter, Samuelson and Hicks, Measures to control evil effects of Business Cycle.

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SECOND SEMESTER
PAPER – MA (ECO) 203

STATISTICAL INFERENCES AND RESEARCH METHODS

- UNIT - I** Meaning and Concept of Research, Types of Research, Steps in Scientific Research, Research Design, Sampling Techniques and Techniques of Data Collection.
- UNIT-II** Analysis of Time Series – Introduction, Utility and Components of Time Series, Measurement of Trend by Graphic Method, Semi-Average and Moving Average Method and Least Squares Method.
- UNIT-III** Probability and its Theorems: Concept and Definition, Calculation of Probability, Addition Theorem and Multiplication Theorem, Theoretical Probability Distribution: Normal, Binomial and Poison Distribution.
- UNIT-IV** Hypothesis: Meaning, Types and Utility, Testing of Hypothesis, Large Samples and Small Samples, T, F, Z and Chi-square test.
- UNIT-V** Meaning and Concept of Research Report, Types of Reports, Characteristics of Research Report, Formulation, Utility and Limitations, Footnote, References and Bibliography.

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204 – INTERNATIONAL ECONOMICS

- UNIT - I** International Economics; Importance and Scope, Differences and Similarities between inter-regional and international trade; International division of labour and specialization; Smith's theory of Absolute Difference in costs; Ricardo's theory of comparative differences in costs and its application in underdeveloped countries.
- UNIT - II** Mills theory of Reciprocal Demand; Concept of Offer Curves: Explanation of Mill's concept of Reciprocal Demand with the help of Marshall's Offer Curves, Free Trade v/s Protection, International Trade Equilibrium.
- UNIT- III** Haberler's Theory of Opportunity Costs; International trade under constant increasing and decreasing opportunity costs. The modern theory of Factor Endowments; its explanation under price criterion and physical criterion, Its superiority over the classical theory; Leontief Paradox.
- UNIT- IV** International trade and factor prices, Samuelson's Factor Price Equalization Theorem. The Terms of Trade – Meaning and various concepts of Terms of Trade; Factors affecting the Terms of Trade; Terms of Trade and underdeveloped countries.
- UNIT - V** Tariffs meaning and types: Optimum tariff and welfare; Effects of tariff on income distribution. Stopler – Samuelson theorem, Dumping: Types, Objectives and effects of dumping; economy; Anti-dumping measures. Issues of Dumping by China.

Course Outcomes III Semester

Students after studying, M.A (Economics) III Semester are expected:

CO1: To have understanding of concept of growth, models of growth and other theories.

CO2: To study about definition, policy and sources of finance industries and other issues.

CO3: To get awareness of environment issues related to economics as well as Cost Benefit analysis of social project.

CO4 A: To study about knowledge of labour legislations related to industrial relations.

CO4 B: To study the computer application in economics including window, types of operating systems etc.

CO4 C: To know about econometrics which will include econometric models and system of equations.

CO4 D: To have knowledge about role of agriculture in economy, rural indebtedness and issues of agriculture in India.

301 – ECONOMICS OF GROWTH AND DEVELOPMENT

UNIT- I	Concept of Growth and Development, Determinants of Economic Growth, Indices of Development – Human Development Index, (HDI) Gross National Happiness Index, Real Cost of Development, Physical Quality of Life Index (PQLI).
UNIT - II	Theories of Development – Classical, Marx, Schumpeter Model, Nelson Theory, Harrod Domar Model, Joan Robinson's Model of Growth.
UNIT- III	Theory of Balanced Growth – Nurkse and Lewis Growth model with unlimited supply of labour, Theory of unbalanced Growth – Hirschman, Leibenstien's model of growth.
UNIT- IV	Rostow's stages of growth, Big Push Theory, Economic growth, and Income distribution - Lorenz Curve, GINI Coefficient, Kaldor's Model of distribution.
UNIT - V	Problems of Capital formation for economic development, Investment allocation, Cost benefit analysis, Choice of Techniques – Labour V/s.

Capital intensive techniques, Appropriate and Intermediate Technology.

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302 – ECONOMICS OF INDUSTRIES

- UNIT- I** Industry – Definition, Importance of Industrialization in Economy, Problems of Industrialization, Classification of Industries, Public Sector- Objectives, Progress, Problems, Latest Government Policy regarding Public Sector,
- UNIT - II** Location of Industries – Meaning and Causes, Weber’s Theory & Sargent Florence Theory of Location
Industrial Combination – Meaning, Types, Forms, Advantages, Disadvantages
- UNIT- III** Role of Government in Industrial Development, Industrial Policy 1948, 1956, Industrial Policy of 1991- Objectives and Salient Provisions, Liberalisation, Privatisation and Globalisation.
- UNIT- IV** Industrial Finances – Forms and Sources
Financial Institutions – IFCI, ICICI, IDBI, SIDBI, Micro Finance Institutions.
- UNIT - V** Small Scale and Cottage Industries in India, Industrial Productivity, Industrial Sickness, Industrial Relations.

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Elective Generic

303 – ENVIRONMENTAL ECONOMICS

- UNIT- I** Meaning of Environmental Economics. Inter linkages between economics – environment and ecology; Environment quality as a public good; National Income Accounting and Environment; Environmental Problems of Economy.
- UNIT - II** Economics of Pollution, Impact of water pollution and air pollution on economy, Sustainable industrialization, Sustainable development.
- UNIT- III** Social Cost Benefit Analysis- Methods, Application and Limitations, Environment Impact Analysis (EIA); Environment Impact Statement (EIS); Environment Auditing (E.A.).
- UNIT- IV** Global Environmental Problems- Global Warming, Acid Rains, Deforestation, Impact of Climate Change on Economy, Earth Summits.
- UNIT - V** Constitutional rights and duties regarding environment; Salient features of National Environment Policy 2006; The Environment (Protection) Act 1986.

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Elective Centric

304 A – INDUSTRIAL RELATIONS AND LABOUR LEGISLATION-I

- UNIT- I** Industrial Labour – Characteristics, Types. Growth of Labour market in India.
Industrial Relations – Meaning, Scope and components of Indian Industrial Relation System. Meaning of Human Relation (HR), Industrial Relations V/s. Human Relations.
- UNIT - II** Various concepts of Wages – Fair wages, Living wages, Minimum wages, Methods of wage payment, Minimum wages Act, 1948, Wage policy in India.
- UNIT- III** Bonus: Origin of Bonus payment, Concept, Need. Bonus payment in India. Payment of Bonus Act, 1965. Problems related to Bonus in India.
- UNIT- IV** Industrial Disputes – Meaning, Types, Causes, Consequences, Prevention and Settlement, Industrial Disputes Act, 1947 and its amendments.
- UNIT - V** Collective Bargaining – Definition, Scope, Objective, Process, Forms, Advantages, Disadvantages, Collective Bargaining in India. Problems of Child Labour and Women Labour, Measures to prevent child labour.

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Elective Centric

304 B – COMPUTER APPLICATION IN ECONOMICS-I

- UNIT- I** Introduction to modern digital computers, Block diagram of a computer : Central processing unit, Computer peripherals : input and output devices; Introduction and use of Memory, different types of memories and their uses, Introduction to Computer instruction and program, Differences between high and low-level programming languages, Motivation of high level language.
- UNIT - II** Data type and data representation in computers, Number systems, inter-conversion of numbers, Flow-chart and algorithm with few example based on statistical functions used in economics, Introduction to Computer software and instructions.
- UNIT- III** Historical perspective of operating systems, Introduction to MS-DOS operating system, Concepts of batch processing, multi-programming, time-sharing, real-time and multiprocessor systems, single-user / multi-user Operating systems, single task / multi task Operating systems, Operating system services : File and memory management, File types, Device directory, Directory systems.
- UNIT- IV** Introduction to Windows, GUI, Introduction of Windows components : control-panel and its uses (add / remove hardware, add or remove software, device manager, devices and printers, fonts, network and sharing center, backup and restore, Windows update, power options, phone and modem, display, folder options, date and time, recovery, sound, user account), desktop, taskbar, Icon and shortcut.
- UNIT - V** Introduction to MS-Word, File operations : creating, editing / modifying, saving and printing a document file, format paragraph, line spacing, space before and after paragraph, margins and gutters, page break, repagination, sections, creating headers and footers, setting and clearing tabs, table insertion, use of micro, table insertion, table operations : deleting column or row, insertion of column or row, controlling row height / column width, formatting cell / column / row, mail-merge (Letters / Envelope / e-mail / levels) and its uses.

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Elective Centric

304 C – ECONOMETRICS-I

- UNIT- I** Statistical Inference: Random Variable, Expectation of Random Variable, Sampling distribution and Standard Error, Testing of Hypothesis, Level of Significance and confidence limit, Hypothesis Testing for Mean, difference between means, Proportions and difference between proportions. Small Sample and Large Sample Test, F-Test, Estimation and Properties of Good Estimates.
- UNIT - II** Meaning and Methodology of Econometrics – Nature and Scope of Econometrics. The Nature of Regression Analysis and basics of Two-Variable Regression Analysis. Estimation and Hypothesis Testing. Extensions of the Two-variable Linear Regression Model, Multiple Regression Model, Estimation and Inference.
- UNIT- III** Nature, Consequences, Detection and Remedial Measure of Multi Collinearity Heteroscedasticity and Autocorrelation.
- UNIT- IV** Regression on Dummy Variable, Dynamic Econometrics Models: Autoregressive and Distributed Lag Models.
- UNIT - V** Systems of Equations, Identification and Estimation Methods (ILS and 2 SLS), Business Applications of Single Equation Econometrics Model and Systems of Equations.

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Elective Centric

304 D – AGRICULTURAL ECONOMICS

- UNIT- I** Agricultural Economics - Meaning ,Nature and Scope, Role of Agriculture in Indian Economy- i) Employment Generation ii) Contribution to GDP and iii) Agriculture Based Industry Prospects. Stages of Agriculture Development, Lewis Model and Rene- Fei contribution, Indian Agriculture Policy.
- UNIT - II** Optimum Combination problems in Agriculture input (inferences to land, Labour and capital). Rental Agriculture Input Practices (as Tractor on Rent), Agriculture System and their types co operative v/s private Agriculture Holdings. Land Reforms in India and M.P.
- UNIT- III** Agricultural Finance- source, types and problems. Role of National Bank for Agriculture and Rural Development (NABARD) and Regional Rural Banks (RRBs) in Agriculture Credit. Debt Relief Policies of Indian Government and Madhya Pradesh Government. Farmer Pension Scheme. Pradhan Mantri Fasal Bima Yojana. Agricultural Marketing- types and problems. Fluctuations in Agricultural Prices, Agriculture Private Policy, Minimum Support Price. Bhawanter Bhugtan Yojana of Madhya Pradesh Government.
- UNIT- IV** Agriculture Development in Planned Periods - Food Grain Production and Productivity Growth of Major Agricultural Produces, Irrigation Capacity Augmentation and Storage of Food Grain. Technological Development in Agriculture, Dry Farming, Green Revolution. Farm Management
- UNIT - V** Issues of Indian Agriculture in Global Perspective. Provisions regarding Agriculture in W.T.O. Trends of Main Agricultural Exports of India. Agriculture Development in Madhya Pradesh, Agriculture related problems and suggestions in Madhya Pradesh

Course Outcomes IV Semester

Students after studying, M.A (Economics) IV Semester are expected:

CO1: To study about concept of foreign trade, balance of payment, exchange control and WTO etc.

CO2: To understand the functioning of stock exchange, money market and capital market.

CO3: To have exhaustive knowledge of problem and functioning of Indian economy.

CO4A: To study about labour welfare and social security measures as well as manpower planning.

CO4 B: To know about MS-Excel, Database Management System and internet/intranet etc.

CO4 C: To learn about matrix approach to Linear regression Model, and Tests of equality etc.

401 – INDIAN FOREIGN TRADE AND INTERNATIONAL INSTITUTIONS

UNIT- I Foreign Trade and Economic Development, Meaning and Components of Balance of Payments, Equilibrium and disequilibrium of Balance of Payments. Factors causing disequilibrium in balance of payments, Technical Progress and International Trade.

UNIT - II Adjustment mechanisms of Balance of Payments Under Gold Standards, Under-flexible exchange rates (price effect), Under elasticity approach, Marshall Lerner condition, Under capital movements and direct control for adjustment. Foreign Trade Multiplier and determination of Income.

UNIT- III Concept of Foreign exchange rate, Determination of Equilibrium exchange rate. Theories of exchange rate determination – The Purchasing Power Parity (PPP) theory and the Balance of Payment theory. Factor causing changes in exchange rates, Relative merits and demerits of fixed and flexible exchange rates, concepts of spot and forward exchange rates.

UNIT- IV Exchange control-meaning, features, objectives and methods of exchange control. Devaluation – Devaluation of Indian Rupee and its impact on our economy. Free Trade versus protection, cases for and against, convertibility of currency.

UNIT - V World Trade Organization – Functions, structure objectives and Working of WTO, India and WTO, Trade Blocks EU, NAFTA, ASEAN, BRICS, International Monetary Fund (IMF) - origin, objectives, function and working, India & IMF, World Bank-Objective and functions, India and the World Bank.

JIWAJI UNIVERSITY, GWALIOR
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402 – FINANCIAL MARKET

- UNIT – I** Financial Markets: Definition, Classification, Evolution of Financial Market in India, Composition of Financial Market, Role of Financial Markets in Economy.
- UNIT – II** Money Market: Definition, Characteristics, Functions, Composition of Indian Money Market, Defects of Indian Money Market, Suggestions to improve it, Role of RBI in the development of Indian Money Market.
- UNIT – III** Capital Market: Definition, Structure, Role of capital market in India, Problems of Indian Capital Market. Types of Capital Market – Primary Market and Secondary Market Primary Market- Meaning, Objectives, Functioning, Recent Trends.
- UNIT – IV** Stock Exchange: Definition, History, Functions, Organisation and Management, Stock Exchange in India, Transactions in Stock exchange, Online Trading, Stock Market Indexes, BSE, NSE.
Securities and Exchange Board of India: Objectives, Operations, SEBI guidelines for Capital Market, SEBI reforms on Stock Exchange.
- UNIT – IV** Non-Banking Finance Companies: Meaning, Features, Types, Regulation of NBFC, NBFC in India.
Foreign Exchange Market: Definition, Market Participations, Exchange Rate Determination and Financial Instruments. Convertibility of Currency-Partial, Full.

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Elective Generic

403 – INDIAN ECONOMY

- UNIT- I** Basic economic indicators, Sectors of Indian Economy – Primary, Secondary and Tertiary, Demographic Trends and Population policy, National Income. GDP, NNP, GVA etc.
- UNIT - II** Economic Development – Definition and Indicators, NITI Aayog, Strategy of Economic Development of India, Make In India, Startup India Skill India.
- UNIT- III** Indian Money market, Money supply, Methods of Note Issue, Monetary Policy.
Business Cycle – Definition, Phases, Evil Effects of Business Cycle and Remedial Measures.
- UNIT- IV** Meaning and Types of Taxes, Salient features of Indian Tax System, Budget – Preparation, Union State Financial Relations, Fiscal Policy, GST
- UNIT - V** Problems of Indian Economy – Unemployment, Poverty, Black Economy, Price Rise, Regional Imbalances.

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Elective Centric

404 A – INDUSTRIAL RELATIONS AND LABOUR LEGISLATION-II

- UNIT- I** Labour Welfare – Meaning, Aim, Scope and Classification.
Labour welfare activities done by (a) Central Govt. (b) State Govt. (c)
Employer (d) Trade Union, Problems related to Labour Welfare.
- UNIT - II** Social Security Measures - Meaning, Origin, Growth, Aims and
Methods. Various schemes of social security in India. (a) Provident
Fund (b) Workmen Compensation (c) Family Pension (d) Employees
State Insurance (e) Other Schemes.
- UNIT- III** Trade Union – Definition, Need, Approaches, Growth and Functions,
Trade Union Movement in India, Trade Union Act, 1926.
- UNIT- IV** Workers Participation in Management – Objective, Different Types,
Advantages, Level of Participation, Progress of workers participation
in Management in Indian Industries.
Industrial Relations Act, 1995, its objectives and main provisions.
- UNIT - V** Manpower Planning, Education, Training and Development of
Manpower.

JIWAJI UNIVERSITY, GWALIOR
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Elective Centric

404 B – COMPUTER APPLICATION IN ECONOMICS-II

- UNIT- I** Introduction to MS-Excel, electronic worksheet / spreadsheet, use of worksheet / spreadsheet, operations on spreadsheet : creating, editing / modifying, formatting, saving and printing spreadsheet, entering and formatting numbers, dates, formulae, referencing cells, single range, mixed, copying entries, auto-fill : numbers, dates, time, protecting and un-protecting sheets and cells, Moving cells, copying cell, sorting cells data, inserting rows and columns, deleting part of worksheet, changing column and row width, types of graphs, creation of graph using data on spreadsheet, graph operations : creating, editing / modifying, formatting, changing graph type, saving and printing of graph.
- UNIT - II** Introduction to Power-point, creating presentations, editing / modifying and saving slides, printing slides and handouts, moving text, tables, graphs and pictures, formatting slides, adding / changing animation, background and borders, creation of hyperlink to other slides and / or other files, adding sound, audio and video to slides.
- UNIT- III** Introduction to internet and intranet, Introduction to LAN, MAN, WAN and their uses, topologies used in networking, Introduction to internet protocols, Introduction to IP address, Introduction to e-mail and its uses, Introduction to computer viruses, spam, Trojan, Introduction to Security over the network : anti-virus software, firewall, Introduction to Wi-Fi and Bluetooth, Introduction to website, web browsers and search engine.
- UNIT- IV** Introduction to database management system (DBMS) : database file creation, type of fields, creating, editing and saving structure of a database, modify structure of the database : rename, add or remove fields, view and edit database.
- UNIT - V** List, browse, append, display database file, delete, replace, recall, update and search records, closing database, printing database, seek, locate, go to record, index and sort database records, time, date, use of mathematical functions, generating and printing of report.

JIWAJI UNIVERSITY, GWALIOR
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Elective Centric

404 C – ECONOMETRICS-II

- UNIT- I** Regression Analysis and Analysis of Variance. One way, two way analysis of variance.
- UNIT - II** Matrix Approach to Linear Regression Model. Assumptions, OLS Estimation and their properties. Interpretation of Results.
- UNIT- III** Autoregressive Model, Distributed Lag Model, Rationalization of Koyek Model. The Adaptive Expectation Model, Partial Adjustment Model, Estimation of Autoregressive Model, Detecting auto correlation in Autoregressive Model. The Almon Approach to Distributed Lag Model.
- UNIT- IV** Errors in variable, Test of equality between coefficient's (Chow Test) Application of LRM for estimation of Growth rate, demand function, production function.
- UNIT - V** Mixed Estimation Methods, Restricted Least Squares (RLS), Durbin's Generalized – Least squares and Method of Principal Components. The Maximum likelihood methods.

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SESSION – 2020-2021

Elective Centric

304 D – RURAL DEVELOPMENT

- UNIT- I** Introduction - Nature of rural economy; Concept and features of rural development; Causes of rural backwardness in India; Importance of rural development for Rural Employment and Income Generation in Indian economy; Relationship of rural development with industrial development and Service sector.
- UNIT - II** Dimensions of Rural Development - Progress after Independence - Irrigation; Electrification and power supply; Rural roads; Health; Education; Banking in rural areas; Sanitation; Safe drinking water; Productivity level.
- UNIT- III** Institutions for Rural Development- National Bank for Agriculture and Rural Development(NABARD) ; Council for Advancement of People's Actions and Rural Technology (CAPART); Panchayati Raj institutions -n Functions and Powers of Panchayats, Progress Evaluation of Rural Development under Panchayats in Madhya Pradesh.
- UNIT- IV** Various programmes for rural development in India, Provision of Urban Amenities in Rural Areas (PURA); Mahatma Gandhi Rural Employment Guarantee Act 2005; Pradhan Mantri Gramin Sadak Yojana(PMGSY);Progress Evaluation of Employment Generation Mahatma Gandhi Rural Employment Guarantee Yojana, under Rural housing; Swarnjayanti Gram Swarajgar Yojana(SGSY).
- UNIT - V** Rural Development in Madhya Pradesh- Madhya Pradesh Rural Livelihood Project; Madhya Pradesh Rural Road Development Authority, Mahatma Gandhi State Institute of Rural Development; Causes of rural backwardness in Madhya Pradesh; Other initiatives for rural development in Madhya Pradesh.

JIWAJI UNIVERSITY, GWALIOR



SYLLABUS

OF

M.B.A. (BUSINESS ECONOMICS) CBCS

I to IV Semester

2019– 2021

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS)

Revised Course Structure
Choice Based Credit System (CBCS)
2019-2021

The department has choice based credit system (CBCS) in MBA (Business Economics) we offer, in which there are **84** valid credits and **16** virtual credits in the complete span of the course of two years. From these **84** credits, **42** credits should accrue from core subjects, **30** credits from elective subjects, **4** credits from seminar, **4** credits from assignment and **4** credits from project based work. Virtual credits are **16** which the student has to earn through comprehensive viva-voce held after every semester. Hence **4** virtual credits are given to each comprehensive viva-voce. From these **100** credits, the credit for each subhead is as under:

S. No.	Type of Subject/ Activity	Number of Subjects	Total Credit
1	Core	14	42
2	Electives	10	30
3	Seminar	4	4
4	Assignment	4	4
5	Comprehensive Viva Voce	4/ Semester	16
6	Summer Internship and Project Work	1	4
			100

M.B.A. (Business Economics)

M.B.A. (B.E.) I SEMESTER			
Sub. Code	Subject Name		Credits
101	Principles of Management	Core	3
102	Business Statistics	Core	3
103	Business Legislation	Core	3
104	Accounting for Managers	Core	3
105	Managerial Economics	Core	3
106	Economics of Industries	Core	3
107	Seminar	AE&SD*	1
108	Assignment	AE&SD*	1
	Total Valid Credits		20
109	Comprehensive Viva Voce	Virtual Credit	4
	Total Credits		24
*Ability Enhancement & Skill Development			

M.B.A. (B.E.) II SEMESTER

Sub. Code	Subject Name		Credits
201	Marketing Management	Core	3
202	Human Resource Management	Core	3
203	Financial Management	Core	3
204	Organisational Behavior	Core	3
205	Project Management	Core	3
206	Indian Economy	Core	3
207	Seminar	AE&SD*	1
208	Assignment	AE&SD*	1
Total Valid Credits			20
209	Comprehensive Viva Voce	Virtual Credit	4
Total Credits			24
*Ability Enhancement & Skill Development			

M.B.A. (B.E.) III SEMESTER			
Sub. Code	Subject Name		Credits
301	Economics of Decision Making	Core	3
302	Services Marketing	Elective Generic	3
303(MM)		Elective Centric	3
304(MM)		Elective Centric	3
305(FM/ PM)		Elective Centric	3
306(FM/PM)		Elective Centric	3
307	Seminar	AE&SD*	1
308	Assignment	AE&SD*	1
Total Valid Credits			20
309	Comprehensive Viva Voce	Virtual Credit	4
Total Credits			24
*Ability Enhancement & Skill Development			

ELECTIVE CENTRIC GROUPS**			
Marketing Management:			
303 (MM)	Consumer Behavior		
304 (MM)	Advertising Management		
Financial Management:			
305 (FM) – A	Working Capital Management		
306 (FM) – A	Management of Financial Services		
Personnel Management:			
305 (PM) – B	Labour Law		
306 (PM) – B	Human Resource Development		
<p>**Note: The Students have to choose two groups. They have to study two papers each of those groups in III Semester and two papers each of same groups in IV Semester.</p>			

M.B.A. (B.E.) IV SEMESTER			
Sub. Code	Subject Name		Credits
401	Quality Management	Core	3

402	Computer and Management Information System	Elective Generic	3
403(MM)		Elective Centric	3
404(MM)		Elective Centric	3
405(FM/PM)		Elective Centric	3
406(FM/PM)		Elective Centric	3
407	Seminar	AE&SD*	1
408	Assignment	AE&SD*	1
409	Summer Internship and Project Work	Core	4
	Total Valid Credits		24
410	Comprehensive Viva Voce	Virtual Credit	4
	Total Credits		28

*Ability Enhancement & Skill Development

ELECTIVE CENTRIC GROUPS**

Marketing Management:

403 (MM)	Sales Distribution and Retail Management
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404 (MM)	Strategic Marketing Management
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Financial Management:

405 (FM) – A	Business Tax Management
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406 (FM) – A	Security Analysis and Portfolio Management
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Personnel Management:

405 (PM) – B	Management of Industrial Relation
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406 (PM) – B	Organizational Development and Intervention Strategies
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****Note:** The Students have to choose two groups. They have to study two papers each of those groups in III Semester and two papers each of same groups in IV Semester.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FIRST SEMESTER
SESSION 2019-2020

MBA (BE): 101– PRINCIPLES OF MANAGEMENT

- Unit – I Introduction- Concept of Administration, Management & Organisation, Management Functions & Responsibilities of Manager, Fayol's Principles of Management, Scientific Management, Evolution of Management Thought, The Classical School, The Human Relation School, System Theory, Contingency Theory, Social Responsibilities of Management, Management as a Profession.
- Unit – II Planning- Meaning, Nature, Types, Steps, Principles, Advantages & Limitations. Definition & Principle of Decision Making & its relationship to other Managerial Functions.
- Unit – III Organising- Meaning, Nature, Significance, Process, Determinants, Different Patterns of Organisation Structure, Span of Management, Delegation of Authority, Centralisation & Decentralisation of Authority, MBO & MBE Concepts
- Unit – IV Direction – Definition, Techniques, Principles, Motivation- Meaning, Types, Significance, Motivation Theories-X, Y & Z Theory, Maslow Need Hierarchy Theory, Herzberg Theory

Unit – V Communication- Meaning, Types, Importance, Principles, Barriers & Measures to Remove Barriers, Controlling- Concept, Nature, Process, Techniques, Area of Control

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FIRST SEMESTER
SESSION 2019-2020

MBA (BE): 102– BUSINESS STATISTICS

Unit – I Concept & Role of Statistics in Business, Data- Primary and Secondary, Classification and Tabulation of Data, Measure of Central Value- Mean, Median, Mode, Standard Deviation, Coefficient of Variation.

Unit –II Linear Correlation- Definition, Importance and Types, Methods of Determining Correlation- Karl Pearson, Concurrent, Spearman’s Ranking Method
Regression Analysis- Meaning, Importance, Regression Coefficient and Equations.

Unit – III Analysis of Time Series- Components of Time Series, Methods of Measuring Trend- Least Square and Moving Average, Computation of Seasonal Index by Simple Average Method, Ratio to Moving Average Method.
Index Number- Meaning, Importance, Fisher’s Index Number, Family Budget Method.

Unit – IV Probability- Definition, Applications, Addition Theorem, Multiplication Theorem and Baye’s Theorem, Theoretical Distributions–Binomial Distribution, Poisson Distribution and Normal Distribution.

Unit – V Sampling and its Methods, Test of Hypothesis- Sample relating to Attributes, Large Sample relating to Variables, t- test, F- test, Chi-Square-test.

Note- At least one numerical question from each unit must be asked Examination.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FIRST SEMESTER
SESSION 2019-2020

MBA (BE): 103 – BUSINESS LEGISLATIONS

Unit – I Meaning of Business legislation, Concept of Agreement and Contract, Essentials of a Valid Contract, Free Consent, Consideration, Breach of Contract, Quasi Contract

Unit – II Contract of Bailment and Pledge, Rights and Duties of Bailor & Bailee and Pledgor and Pledgee
Law of Sale of Goods Act, Conditions and Warranties, Rights of unpaid Seller

Unit – III Negotiable Instruments Act 1881- Definition, Characteristics and Kinds of Negotiable Instruments, Endorsement & their Kinds, Crossing & their Types, Holder and Holder in Due Course, Protection to Banker, Dishonor of Negotiable Instruments.

Unit – IV Company Act 1956- Meaning, Characteristics and Types of Company, Promoter- Definition, Function, Legal Position, Duties and Liabilities, Memorandum of Association- Meaning and Clauses, Articles of Association - Definition, Content and Limitation , Prospectus - Meaning& Content, Misstatement in Prospectus and Remedies, Procedure of Incorporation of Company, Share Capital- Definition, Classification, Alteration and Reduction, Share and its Types, Debentures and its Types, Director- Meaning, Qualification, Disqualification, Legal Position, Appointment, Removal, Powers, Duties, Rights and Liabilities, Managerial Remuneration

Unit – V Consumer Protection Act 1986, Foreign Exchange Management Act 1999.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FIRST SEMESTER
SESSION 2019-2020

MBA (BE): 104– ACCOUNTING FOR MANAGERS

Unit – I Meaning, Nature, Objectives, Process, Branches and Limitation of Accounting, Basic Terms of Accounting, Types of Accounts, Rules for Journal Entries, Preparation of Journal and Ledger, Recording of Transaction in Cash Book (Three Column Cash Book).

Unit – II Preparation of Trial Balance, Final Accounts- Trading Account, Profit & Loss Account and Balance Sheet, Adjustments relating to Closing Stock, Outstanding Expenses, Prepaid Expenses, Accrued Income, Unearned Income, Provision for Bad Debts, Provision for Discount, Interest on Capital, Interest on Drawing and Depreciation

- Unit – III Cost Accounting–Definition, Principles, Objectives, Methods, Advantages and Limitation, Elements of Cost, Preparation of Cost Statement.
Ratio Analysis – Meaning, Significance and Limitations, Classification, Numerical Problems on Activity Ratios, Profitability Ratios, Financial Position Ratios.
- Unit – IV Meaning, Nature, Purpose, Process, Types, Advantages and Limitations of Budget, Preparation of Sales Budget, Cash Budget, Flexible Budget, Production Budget. Cost- Volume- Profit Analysis, Break- Even Analysis.
- Unit – V Meaning of Fund Flow Statement, Uses and Limitations of Fund Flow Statement, Simple Problems of Fund Flow Statement.

NOTE: At least one numerical question from each unit must be asked in Examination.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FIRST SEMESTER
SESSION 2019-2020

MBA (BE): 105– MANAGERIAL ECONOMICS

- Unit – I Managerial Economics- Meaning, Nature, Scope, Fundamental Concept- Incremental Reasoning, Opportunity Cost, Time Perspective, Contribution, Discounting Principle, Risk & Uncertainty, Theories of Firms- Profit Maximisation Theory, Managerial Theories of Firm and Behavioural Theories of Firm.
- Unit – II Demand Analysis & Forecasting Theory of Demand – Autonomous & Derived Demand, Function, Law of Demand and its Exception, Elasticity of Demand- Price, Income & Cross elasticity, Advertisement Elasticity of Sales, Elasticity of Price Expectations

Law of Diminishing Marginal Utility & Equi-Marginal Utility, Indifference Curves, Consumers Equilibrium, Price, Income & Substitution Effects, Demand Forecasting.

- Unit – III Short-Term and Long Term Production Functions, Law of Variable Proportions & Returns to Scale, Law of Substitution in Production-Isoquants, Least-Cost Combinations, Expansion Path, Ridge-lines, Economical Region on Production Cost in Short term and Long Term Different Cost, Concepts and Curves.
- Unit – IV Price & Output Determination Under Different Market Structure-Perfect Competition, Monopoly, Discriminating Monopoly, Monopolistic Completion & Oligopoly – Price Leadership Model, Price Rigidity under Oligopoly.
- Unit – V Meaning of Profit, Theories of Profit, Accounting Profit and Economic Profit, Profit Policy, Break Even Analysis & its Application in Business.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FIRST SEMESTER
SESSION 2019-2020

MBA (BE): 106– ECONOMICS OF INDUSTRIES

- Unit- I Industry – Definition, Importance of Industrialization in Economy, Problems of Industrialization, Classification of Industries, Public Sector- Objectives, Progress, Problems, Latest Government Policy regarding Public Sector,
- Unit - II Location of Industries – Meaning and Causes, Weber’s Theory & Sargent Florence Theory of Location
Industrial Combination – Meaning, Types, Forms, Advantages, Disadvantages

Unit - III Role of Government in Industrial Development, Industrial Policy 1948, 1956, Industrial Policy of 1991- Objectives and Salient Provisions, Liberalisation, Privatisation and Globalisation.

Unit - IV Industrial Finances – Forms and Sources
Financial Institutions – IFCI, ICICI, IDBI, SIDBI, Micro Finance Institutions.

Unit - V Small Scale and Cottage Industries in India, Industrial Productivity, Industrial Sickness, Industrial Relations.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – SECOND SEMESTER
SESSION 2019-2020

MBA (BE): 201 – MARKETING MANAGEMENT

Unit – I Marketing Management – Meaning, Scope, Evolution, Process, Difference between Marketing and Selling, Marketing Mix, Customer Value and Satisfaction, Recent Trends in Marketing, Direct Marketing and its Channels; Online Marketing: Advantages and Disadvantage, Social Marketing, Relationship Marketing, Integrated Marketing.

- Unit – II Market Segmentation –Definition, Levels, Pattern and Bases of Market Segmentation
Marketing Research – Nature, Process and Applications, Scaling Techniques.
- Unit – III Product Management – Meaning, Classification, Product Mix and Product Line, Product Planning and Product Policies- NPD, PLC, Product Differentiation, Product Positioning, Branding, Packaging and Labeling, Product Diversification.
- Unit – IV Pricing- Meaning, Importance, Objectives, Influencing Factors, Pricing Policies and Strategies, Physical Distribution- Concept, Importance.
- Unit – V Promotion Management-Definition, Nature, Element of Communication, Communication Process, Promotion- Meaning, Nature, Objective, Promotion Mix, Factors affecting Promotion Mix, Push Vs Pull Strategy.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – SECOND SEMESTER
SESSION 2019-2020

MBA (BE): 202 – HUMAN RESOURCE MANAGEMENT

- Unit – I Human Resource Management - Meaning, Objectives, Importance, Functions, Organisation Role, Human Resource Polices-Definition, Needs, Scope, Process, Types.

- Unit – II Human Resource Planning - Meaning, Needs, Objectives, Level, Process, Problems, Measures, Recruitment- Definition, Source and Technique, Selection and its Process, Psychological Test- Meaning, Process, Precaution and Type, Training- Meaning, Need, Importance, Principles, Types and Methods.
- Unit – III Job Design - Meaning, Significance, Approaches, Methods ,Job Analysis- Definition, Objectives, Uses, Process and Methods, Interview-Meaning, Types, Process and Limitation , Induction-Meaning, Objectives, Content, Guidelines and Advantages.
- Unit – IV Performance Appraisal- Meaning, Objective, Importance, Process, Problems and Methods, Job Evaluation - Definition, Objectives, Process, Methods, Advantages & Disadvantages, Wage and Salary Administration- Meaning, Objectives, Factors, Principles, Methods and Process.
- Unit – V Trade union - Concept, Objectives, Functions, Structures, Benefits, Problems, Measures, Rights and Liabilities, Collective Bargaining- Meaning, Objectives, Importance, Conditions, Collective Bargaining in India.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – SECOND SEMESTER
SESSION 2019-2020

MBA (BE): 203 – FINANCIAL MANAGEMENT

- Unit – I Financial Management - Meaning, Scope, Importance, Organisation, Objectives, Conflict in Objectives, Financial Manager's Functions and Responsibilities, Sources of Finance - Shares, Debentures, Bonds and Long Term Loans.
Finance Function- Meaning, Objectives, Scope, Importance, Decision.

- Unit – II Capital Structure – Meaning, Importance, Factor and Theories of Capital Structure – New Income Approach, Net Operating Income Approach, The Traditional Approach and Modigliani and Miller Approach.
Over Capitalisation- Meaning, Causes, Demerits, Remedies, Under Capitalisation- Meaning, Causes, Merits, Demerits, Remedies, Over Capitalisation vs. Under Capitalisation.
- Unit – III Leverages – Definition and Types – Financial, Operating and Composite Leverages, Numerical Problems of Leverages
Dividend Policy - Meaning, Objectives, Factor, Types and Models-Walter, Gordon, M.M. Hypothesis.
- Unit – IV Cost of Capital- Meaning, Importance, Components, Problems, Approaches, Measures- Cost of Debt, Cost of Preference Capital, Cost of Equity Capital, Cost of Retained Earnings, Numerical Problems of Cost of Capital.
Depreciation Policy- Meaning, Importance, Objectives, Factors.
- Unit – V Capital Budgeting – Meaning, Need and Importance, Planning of Capital Expenditure, Evaluation of Proposals, Method of Evaluation – Payback Period Method, Post Pay Back Period Method, Post Pay-Back Profitability Method, Average Rate of Return Method, Net Present Value Method, Internal Rate of Return Method.

NOTE: At least one numerical question in unit III, IV & V Must be asked in Examination.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – SECOND SEMESTER
SESSION 2019-2020

MBA (BE): 204 – ORGANISATIONAL BEHAVIOUR

- Unit –I Concept, Nature and Scope of Organisational Behaviour, Organisational Goals, Organisation Theory and Organisational Behaviour, Models of Organisational Behaviour, Influence of Socio-Cultural Factors on organization.
- Unit – II Concept of Individual Behaviour and Individual Differences, Models of Individual Behaviour, Factor affecting Individual Behavior, Personality - Meaning, Theories and its Determinant. Perception and Perceptual process.
- Unit –III Motivational Theories & its Applications - Vroom’s Expectancy Theory, Cognitive Evaluation Theory, Goal Setting Theory and Equity Theory, Learning and its Theories: Classical, Cognitive and Social learning.
- Unit – IV Behaviour Dynamics - Interpersonal Behaviour, Transaction Analysis, Johari Window, Job Satisfaction, Leadership Theories and Leadership styles in Indian Organisations, Conflict Management.
- Unit – V Concept of Group Dynamics and Types of Group, Group Development Stages, Theories of Group Formation. Concept of Group Behaviour, Group Decision Making, Inter Group Behaviour, Teams and its Importance in Organisation.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – SECOND SEMESTER
SESSION 2019-2020

MBA (BE): 205 –PROJECT MANAGEMENT

- Unit – I Project Management- Meaning of Project Management, Project Control, Project Life Cycle, Pre-Requisites for Successful Project Implementation and its Stages, Role and Responsibilities of Project Manager.
- Unit – II Project Planning- Resource Allocation Framework, Generation of Ideas, Monitoring the Environment, Corporate Appraisal, Scouting for Project ideas, Preliminary Screening, Project Rating Index,
- Unit – III Social Cost Benefit Analysis- Meaning, Rationale, UNIDO Approach, L-M Approach, Social Cost Benefit Analysis by Financial Institution, Analysis of Project Risk- Types and Measures of Project Risk, Analytical Derivation, Sensitivity Analysis, Scenario Analysis, Monte Carlo Simulation, Risk Analysis in Practice.
- Unit – IV Project Formulation- Marketing, Technical, Financial Aspects of project Formulation, Development of Project Network, Time Estimation, Determination of the Critical Path, PERT Model, CPM Model.
Project Review- Initial Review, Performance Evaluation, Administrative Aspects of Capital Budgeting, Evaluating the Capital Budgeting System of Organisation and Economic Life of Projects.
- Unit – V International Business Project- Types, Legal Provision, Quality Control, International Project Appraisal- Methodology, Exchange Rate Risk and Cost of Capital, Export Credit Guarantee Corporation- Objectives and Progress.

MBA (BE): 206 – INDIAN ECONOMY

- Unit- I Basic economic indicators, Sectors of Indian Economy – Primary, Secondary and Tertiary, Demographic Trends and Population policy, National Income. GDP, NNP, GVA etc.
- Unit - II Economic Development – Definition and Indicators, NITI Aayog, Strategy of Economic Development of India, Make In India, Startup India Skill India.
- Unit- III Indian Money market, Money supply, Methods of Note Issue, Monetary Policy.
Business Cycle – Definition, Phases, Evil Effects of Business Cycle and Remedial Measures.
- Unit- IV Meaning and Types of Taxes, Salient features of Indian Tax System, Budget – Preparation, Union State Financial Relations, Fiscal Policy, GST
- Unit - V Problems of Indian Economy – Unemployment, Poverty, Black Economy, Price Rise, Regional Imbalances.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – THIRD SEMESTER
SESSION 2020-2021

MBA (BE): 301 – ECONOMICS OF DECISION MAKING

- Unit – I Meaning, Scope and Significance of Decision Making, Steps in Decision Making Analysis, Types of Decision Making– Decision under Certainty, Risk, Uncertainty, Numerical of Expected Monetary Value and Expected Opportunity Loss.
- Unit – II Matrix- Addition, Subtraction, Multiplication, Inverse, Solution of Linear Simultaneous Equations with the help of Matrices, Differentiation of Single Variable (Without Trigonometric Functions), Simple problems of Maxima and Minima for Functions of Variable
- Unit – III Linear Programming Problems- Graphic and Simplex Methods, Transportation Problems– North West Corner Rule, Lowest Cost Method, Vogel’s Approximation Method, MODI Method
- Unit – IV Assignment Problems– Hungarian Method. Game Theory–Two Persons Zero Sum Games, Maximax and Minimax Principles, Saddle Point, Dominance Property, Methods- Pure and Mixed Strategy Games.
- Unit – V Replacement Theory– Problems relating to Replacement of Equipment that Deteriorates with Time (with and without change in money value)
Queuing Theory- Meaning, Benefits, Limitation and Single-Channel Queuing Model.

NOTE: At least one numerical question from each unit must be asked in Examination.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – THIRD SEMESTER
SESSION 2020-2021

Elective Generic

MBA (BE): 302 – SERVICES MARKETING

- Unit – I Introduction – Characteristics of Services, Goods vs. Services, Role of Services in Economy, Features of Services Marketing, Strategies of Services Marketing, Emerging Areas of Service Marketing in India and Abroad, SERVQUAL Model.
- Unit – II Tourism Services Marketing, Users and their behaviour, Market Segment and Marketing Mix, Recent Trends in Tourism Marketing, Hotel Services Marketing, Management Information System for Hotels and Marketing Mix.
- Unit – III Mass Communication Services Marketing – Concept and Marketing Mix, Information Technology Services Marketing- Concept and Marketing Mix, Personal Care Services Marketing and its Trends.
- Unit – IV Hospital Services Marketing – Concept, Importance, Users and their behaviour, Factors Affecting Hospital Services Marketing and Marketing Mix, Education Services Marketing- Concept and Marketing Mix.
- Unit – V Online Services Marketing, Courier Services Marketing, Consultancy Services Marketing, Election Services Marketing, Religious Services Marketing.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – THIRD SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 303 (MM) – CONSUMER BEHAVIOUR

- Unit – I Introduction– Concept of Customer, Consumer and Consumer Behaviour, Importance, Buying Motives & its Types, Buying Roles of Decision-Making, Consumer Decision-Making Process, Customer Satisfaction and Sources of Dissatisfaction, Consumer Research.
- Unit – II Individual Determinants- Needs, Goals, Types of Motivation, Maslow Need Hierarchy Theory, Components & Types of Learning, Learning Theories (Classical, Operant, Information Processing Theory and Involvement Theory), Concept and Process of Perception, Concept & Strategies of Attitude Change.
Meaning, Characteristics, Theories of Personality (Freudian, Trait Theory), Self Concept.
- Unit – III Social and Cultural Factors, Group Dynamic, Consumer Reference Group- Importance, Influencing Factors, Types, Family Life Cycle, Role and Status, Social Class.
- Unit – IV Communication with Consumer– Meaning, Two– Step and Multi Step Flow of Communication Theory, Opinion Leadership and its Measurement, Diffusion of Innovation, Adoption Process, MIA Model, Adopter Categories, Profile of Consumer Innovator.
- Unit – V Consumer Modeling– Models of Consumer Behaviours- Economic, Learning, Sociological, Psychoanalytic Model, Howard Sheth Model of Buying Behaviour, The Engel-Kollat-Blackwell Model, Howard Sheth Family Decision-Making Model.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – THIRD SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 304 (MM) – ADVERTISING MANAGEMENT

- Unit – I Advertising– Meaning, Objective, Scope, Functions, Types, Legal & Ethical Issues, New Trends, Advertising Vs. Publicity, Advertising Vs. Propaganda, Advertising Vs. Sales Promotion.
- Unit – II Advertising Communication System – Marketing Communication & its Process, Model of Advertising Communication- AIDA Model, Hierarchy of Effect Model, Krugman’s Effect of Involvement Theory.
- Unit – III Advertising Budget- Definition, Methods- Percentage of Sales Method, Objectives and Task Method, Competitive Parity Method, Affordability Method
Media Planning- Meaning, Process, Types of Media and their Merits and Limitations (Print, Electronic, Outdoor & Transit, Direct Market).
- Unit – IV Advertising Layout- Definition, Principles and Stages, Advertising Appeals- Meaning, Objectives, Kinds, Creativity and Creative Design Process, Advertisement Copy-Meaning, Qualities, Classification, Components.
- Unit – V Advertising Effectiveness- Definition, Importance, Pre and Post Test Methods, DAGMAR Approach - Meaning, Suggestion and Criticism.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – THIRD SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 305 (FM) – A : WORKING CAPITAL MANAGEMENT

- Unit – I Working Capital- Meaning, Classification, Factors, Merits, Demerits, Tools, Working Capital Management- Definition, Significance, Objectives, Approaches to Working Capital Financing, Sources of Working Capital Finance, Working Capital Forecasting Methods.
Numerical Problems of Calculation of Working Capital by Operating Cycle Method, Current Assets & Liabilities Method, Balance Sheet Method and Profit & Loss Method.
- Unit – II Cash Management- Meaning, Needs, Objectives, Stages, Merits, Motives for Holding Cash, Factor Determining the Cash Level, Tools for Cash Planning and Control.
Cash Flow Statement - Meaning, Uses and Limitation, Simple Numerical Problems of Cash Flow Statement.
- Unit – III Cash Budget- Meaning, Importance, Methods, Numerical Problems of Cash Budget – Receipt and Payment Method, Adjusted Profit & Loss Method, Balance Sheet Method.
Management of Earnings-Meaning, Importance, Scope.
Retention of Earnings- Meaning, Factors, Merits, Demerits.
- Unit – IV Management of Receivables- Meaning, Objectives, Determinants, Importance, Credit Policy- Meaning, Factors, Process, Optimum Credit Policy, Credit Standards- Meaning & Factors, Credit Analysis- Meaning & Steps, Credit Term- Meaning & Components, Collection Policy- Meaning & Aspects.
- Unit – V Inventory Management- Meaning, Objectives, Importance, Techniques, Numerical Question of EOQ and Level of Inventory

NOTE: At least one numerical question from I, II, III & V unit will be asked.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – THIRD SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 306(FM) – A : MANAGEMENT OF FINANCIAL SERVICES

- Unit – I Financial Services- Meaning, Features, Scope, Needs, Type, Organisation, Challenges and Factor, Regulatory Framework for Financial Services, Innovative Financial Instruments, Present Scenario of Financial Service Sector.
- Unit – II Mutual Funds- Concept, Importance, Types, Schemes, Risk, Facilities, Factors and Regulation, Broking and its Provisions, Wholesale Debt Market Segment, Capital Market Segment, Derivatives Trading.
- Unit – III Assets Financing Services- Lease Financing, Hire Purchase Financing, Housing Finance, Debt Securitization and Venture Capital Financing.
Credit Rating Agencies - Functions, Process, Types, Regulatory Framework, Merits, Demerits and Symbols by CRISIL, ICRA & CARE
- Unit – IV Factoring- Concept, Mechanism, Functions, Merits and Types, Forfaiting- Meaning, Features, Merits and Demerits, Factoring v/s Forfaiting. Bills of Exchange, Types of Bills, Discounting of Bills,
- Unit – V Credit Cards– Meaning, Functioning, Types, Merits and Demerits. Insurance Services – Meaning, Nature, Functions, Limitations, Principles and Kinds, Types of LIC Polices, UTI – Objective, Working Resources & Functions.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – THIRD SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 305 (PM) – B : LABOUR LAWS

- Unit – I Factories Act, 1948, Maternity Benefit Act., Child Labour (Prohibition & Regulation)
- Unit – II Industrial Disputes Act, 1947
- Unit – III Employees State Insurance Act, 1948
- Unit – IV Employees Provident Fund (and Miscellaneous Provisions) Act, 1952
- Unit – V (a) Trade Union Act, 1926
 (b) Industrial Employment (Standing Orders) Act, 1946

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – THIRD SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 306 (PM) – B : HUMAN RESOURCE DEVELOPMENT

- Unit – I Human Resource Development- Definition, Objective, Principles, Significance, Difference between Human Resource Management and Human Resource Development, Executive Development- Definition, Importance, Objectives, Process and Methods.
- Unit – II Career Planning- Definition, Objectives, Process, Advantage, Limitation and Measures, Career Development, Career Counseling & Performance Counseling, Employee Counseling- Meaning, Need, Functions, Forms, Objective and Process.
- Unit – III Empowerment- Meaning, Elements, Approaches, Importance, Barriers, Factors, Absenteeism-Meaning, Causes, Effect, Control, Absenteeism in India, Stress-Meaning, Causes and Coping, Burnout- Meaning, Causes and Coping.
- Unit – IV Labour Welfare- Meaning, Significance, Types, Agencies, Statutory Provisions, Labour Welfare in India, Social Security- Meaning, Scope, Growth of Social Security in India, Basic Knowledge of Social Security Scheme in India Under-Industrial Democracy, International Trends in HRD.

Unit – V Human Resource Record- Meaning, Objective, Significance, Types and Principles, Human Resource Research- Definition, Nature, Techniques, Objectives, Human Resource Audit- Meaning, Scope, Objectives, Significance, Reports.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FOURTH SEMESTER
SESSION 2020-2021

MBA (BE): 401– QUALITY MANAGEMENT

Unit – I Quality- Concept, Approaches, Dimensions, Quality of Design, Quality of Conformance, Quality of Performance, Quality Management - Meaning, Importance , Principles, Cost of Quality

Unit – II Quality Guru- Overview of the Contributions of Deming, Juran, Feigenbaum, Ishikawa, Taguchi, Shingo, Walter Shewhart, Crosby, Tom Peter, Kondo, Moller

Unit – III TQM- Meaning, Principles TQM Element, Importance, Steps, Total Quality Tenets, TQM Model, Strategic Planning and Implementation Strategies for TQM

Unit – IV Quality Culture and Philosophies - Kaizen, 5S Six Sigma Model, Just in Time, Total Productive Maintenance, Total Quality Control, Total Waste Elimination, Quality Circle, Zero Defects, QFD Methodology

Unit – V Quality Management System and Standard - Quality System and its Activities, Quality Standards, Introduction of ISO 9001:2000 System, ISO 14001:2004, EFQM Excellence Model, Malcolm Baldrige Model.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FOURTH SEMESTER
SESSION 2020-2021

Elective Generic

MBA (BE): 402– COMPUTER AND MANAGEMENT INFORMATION SYSTEM

- Unit – I Meaning of MIS, Systems Approach, MIS Organization within Company Structure, Basic Information System- Financial Information System, Production Information System, Marketing Information System, Personnel Information System, Decision Making and MIS
- Unit – II Development of MIS - Contents of MIS Planning, Determining the Information Requirements, Development and Implementation of MIS, Proto Type Approach, Life Cycle Approach
- Unit – III Introduction to Modern Digital Computer, Block Diagram of a Computer-Central Processing Unit, Computer Peripherals- Input and Output Devices, Introduction and Use of Memory, Introduction to Computer Instruction and Program, Differences Between High and Low-Level Programming Language, Motivation of High Level Language, Number Systems, Flow-Chart, Introduction to Computer Software

- Unit – IV Historical Perspective of Operating Systems, Introduction to MS-DOS Operating Systems, Concepts of Batch Processing, Multi-Programming, Time-Sharing, Real-Time and Multiprocessor Systems, Operating System Services, File Management, File Types, Device Directory, Introduction to Windows, Control- Panel, Desktop, Taskbar, Icon and Shortcut, Introduction to Internet and Intranet- LAN, MAN, WAN and Various Types of Topologies used in Networking, E-Mail
- Unit –V Introduction to Database Management System (DBMS)- Database File Creation, Types of Fields, Editing and Saving Structure, Listing (Browse, List, Append), Deleting/ Removing, Updating, Sorting, Searching and Viewing Records, Closing Database, Seek, Index, Sort, Time, Date, Mathematical Functions, Printing a Database File and Report

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FOURTH SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 403 (MM) – SALES, DISTRIBUTION & RETAIL MANAGEMENT

- Unit – I Sales Management- Definition, Strategy Formulation Process, Personal Selling - Meaning, Importance, Patterns, Prerequisites and Process, Types of Selling Positions, Changing Role of Sales Personnel.
- Unit – II Managing the Sales Force- Selection, Recruitment, Training, Compensation, Monitoring and Performance Appraisal.
- Unit – III Sales Organization- Meaning, Importance, Developing a Sales Organization, Types of Sales Organization Structure
Sales Budgeting- Definition, Purpose and Method, Sales Quotas- Meaning, Importance and Settings.

- Unit – IV Channel of Distribution- Meaning, Distribution level and Types, Flow in Channel System, Channel Selection
Retailing -Definition, Importance, Types, Classification of Retailers, Trends in Retailing, Retail Marketing Decision and Positioning Strategies.
- Unit – V Physical Distribution- Meaning, Role, Marketing Logistic decisions - Order Processing, Warehousing, Inventory Control (Functions & Methods), Transportation.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FOURTH SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 404 (MM) –STRATEGIC MARKETING MANAGEMENT

- Unit – I Meaning, Components and Hierarchy of Strategies, An overview, Historical Perspective, Characteristics & Importance of Strategic Marketing Management, Strategic Planning Systems.
- Unit – II Market-Oriented Strategic Planning – Strategic Planning, Scope, levels, Business Strategy, Business Portfolio Evaluation Models-BCG, GE Business Model, Porters Generic Strategies Models, Product-Market Growth Matrix.

Unit – III Designing Competitive Strategies – Competitors Reaction Pattern, Classes of Competitors, Marketing Strategies for Market Leaders, Market Challengers, Market Followers, Market Niches Strategies.

Unit – IV Brand Management – : Concept, Importance, Functions, Process, Strategic and Differential Perspective, Branding Decisions and Extension, Brand Image and Personality, Brand Equity and Methods, Brand Positioning, Brand Repositioning, Case Analysis.

Unit – V Organizational and Service Marketing – Organizational Marketing, Business vs. Consumer Market, Influencing Factors, Buying Situations, Participants in Business Buying Process, Organizational Buying Process, Global Marketing Decisions and Strategies, Global Marketing Programs.

JWAWI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FOURTH SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 405 (FM) – A : BUSINESS TAX MANAGEMENT

Unit – I Basic Concepts – Assessment year, Previous year, Person, Assesse, Income, Gross Total Income, Total Income, Concept of Residence and Types of Resident, Scope of Tax on the basis of Residential Status, Income Exempted from Tax, Computation of Total Income on the basis of Residential Status.

- Unit – II Income from Business and Profession – Specified Allowed and Disallowed Expenses for Computation of Taxable Income from Business & Profession, General Deduction U/S 37, Computation of Income from Business and Profession.
- Unit – III Set Off Losses and Carry Forward Losses, Deduction to be made in Computing Total Income of All Assesses, Assessment of Firm and Computation of Total Income and Tax Liabilities of Firms.
- Unit – IV Assessment of Companies, Types of Companies, Duties of Principal Officer, Double Taxation Relief, MAT, Computation of Total Income and Tax Liabilities of Company
- Unit – V Assessment Procedure, Types of Assessment, Various Income Tax Authorities and their power, Provisions for Appeal and Revision.

NOTE: At least one numerical question will be asked from I, II, III and IV unit.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FOURTH SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 406 (FM) – A : SECURITY ANALYSIS & PORTFOLIO MANAGEMENT

- Unit – I Meaning of Investment, Objectives of Investment Decisions, Factor, Investment vs. Speculation, Investment vs. Gambling, Investment Process, Investment Categories, Primary Market- Meaning, Functions, Organisation, Recent Trends, Book Building.

- Unit – II Risk– Meaning and Components- Interest Rate Risk, Market Risk, Inflation Risk, Business Risk, Financial Risk, Valuation of Stock and Bonds
- Unit – III Economic Analysis& Factors, Industry Analysis- Factor, Types & Life Cycle, Company Analysis& Factors, Technical Analysis- Meaning, Assumptions, Reasons & Tools , Efficient Market Theory
- Unit – IV Portfolio Construction and Selection - Approaches in Portfolio Construction, Sharp Optimal Portfolio Selection Model, Capital Assets Pricing Theory. Portfolio Performance - Sharpe Performance Index, Treynor Performance Index and Jensen Performance Index.
- Unit – V Secondary Market – Organization, Members and Functioning, Primary vs. Secondary Market, Security and Exchange Board of India- Objectives, Organization, Role, Limitations and Operations, Listing Securities- Meaning, Requirements, Procedure, Merits and Demerits.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FOURTH SEMESTER
SESSION 2020-2021

Elective Centric

MBA (BE): 405 (PM) – B : MANAGEMENT OF INDUSTRIAL RELATION

- Unit – I Industrial Relation – Meaning, Scope and Importance, Components of Industrial Relation System, Prerequisite of Good Industrial Relation Programme, Meaning of Human Relation, Industrial Relation V/s. Human Relation.
- Unit – II Trade Unionism – Meaning, Features, Functions, Evolution of Trade Union, Structure of Trade Union in India, Inter Union Rivalry, Rights of Recognized Unions, National Commission of Labour’s Views, Code of Conduct of Trade Union, Concept of Workers Education
Industrial Conflict – Meaning, Classification, Impact and Causes, Meaning and Types of Strikes, Right to Strikes, Lockout.
- Unit – III Industrial Psychology - Definition, Characteristics, Objectives and Application, Meaning of Fatigues, Adverse effect of Fatigue, Measures to Avoid Fatigue, Meaning of Monotony, Causes, Effects, Measures to remove Monotony, Fatigues Vs. Monotony
Labour Economics-Meaning, Importance, Demand and Supply of Labour, Growth of Industrial Labour in India.
- Unit – IV Collective Bargaining - Significance, Principle, Content & Coverage of Agreement Forms, Process of Negotiations, Collective Bargaining in India Prerequisites of Collective Bargaining, Levels of Agreement.
- Unit – V Worker’s Participation in Management - Meaning, Objectives, Importance and Forms, Merits and Demerits of WPM, WPM in India, Evaluation of WPM, Profit sharing - Meaning, Characteristics, Advantages & Disadvantages, Co-Partnership-Meaning, Advantages & Disadvantages, Profit Sharing Vs Co-Partnership, Industrial Democracy - Meaning, Scope, Significance and Prerequisites.

JIWAJI UNIVERSITY, GWALIOR
M.B.A (BUSINESS ECONOMICS) CBCS – FOURTH SEMESTER
SESSION 2020-2021

Elective Centric

**MBA (BE): 406 (PM) – B : ORGANISATION DEVELOPMENT AND INTERVENTION
STRATEGIES**

- Unit – I Organization Development- Meaning, Characteristics, Process, Benefits, Limitations, Issues and Ethics.
- Unit – II Organization Diagnosis, Organizational Analysis, Purpose of Organizational Analysis
Models of OD - Larry Greener’s Model, H.J. Leavitts model, Lewin model
Moral – Definition, Factor Influencing Moral, Impact of Moral on Productivity, Moral building.
- Unit – III Meaning of Change and Change Agent, Role of Change Agent, Forces for Change, Managing Planned Change, Resistance to Change, Overcoming Resistance to Change
Stress Management-Meaning, Potential Sources of Stress, Consequences of Stress, Coping strategies for Stress.
- Unit – IV Intervention- Meaning, Structuring, Factors affecting Choice of Intervention, Classification /Types of Intervention Activities
Team intervention- Meaning, Characteristics of an Effective Team, Techniques and Exercises of Team Building, Inter-group and Third Party Intervention.
- Unit – V Comprehensive Intervention- Meaning, Wesbord’s Future Search Conference Model, Backhard’s Confrontation Meeting, Survey Feedback, Schein’s Cultural Analysis
Structural Intervention and its Techniques- Socio-technical System, T-Groups, Behaviour Modeling, Life and Career Planning.

JIWAJI UNIVERSITY, GWALIOR (M.P.)



SYLLABUS

FOR

M.Phil. (Economics)

SEMESTER SYSTEM

SESSION

2019 – 2020

SCHOOL OF STUDIES IN ECONOMICS JIWAJI UNIVERSITY, GWALIOR

Jiwaji University, Gwalior, M. Phil. in Economics, Semester System: 2019-20

Table I: Course Structure of M.Phil. in Economics as per the ordinance no 13 published in the Gazette of India on July 05, 2016. M.Phil. programme shall be of two (2) consecutive semesters/ one year.

First Semester: The credits of the M.Phil. course work (24 credits) will be as under-			Second Semester: Upon satisfactory completion of course work, the M.Phil. scholars shall be required to undertake research work (dissertation/thesis) in the second semester (24 credits). Along with some seminars and presentations as prescribed below-		
Course Code	Course Name	Credits	Course Code	Course Name	Credits
101	Research Methodology	4	201	Seminar	4
102	Computer applications	4	202	Term paper/ Assignment	4
103	One of the following optional Advance subjects in the relevant field A)- Contemporary Issues of Indian Economy B)- Advances In Economic Theory	4	203	Final Dissertation/ Project presentation	12
			204	Comprehensive Viva-Voce	4
104	Review of published research in the relevant field	4			
105	Synopsis submission	4			
106	Comprehensive Viva-Voce	4			
	Note: Dissertation topic to be allotted and synopsis submission in the first semester and to be submitted for evaluation in II Semester.				

The examination and evaluation scheme for M.Phil. course work shall be according to the examination and evaluation scheme of the University as applicable to the other programmes of the UTDs. Each paper will be of 100 marks in each semester. The marks thus obtained in each paper will be converted into grades as per the scheme of the examination.

JIWAJI UNIVERSITY, GWALIOR
CBCS Scheme of Examination
M.Phil. (Economics) First Semester December 2019

Course Code	Course Name	Total Marks	Min pass Marks	Credit C(i)	End Semester Examination Marks			Internal Assessment Marks			Total Obtained Marks	Grade Points G(i)	Letter grade	SGPA S(1)= $\frac{\sum C(i).G(i)}{\sum C(i)}$
					Max	Min	Obtained	Max	Min	Obtained				
101	Research Methodology	100	55	4	60			40						
102	Computer applications	100	55	4	60			40						
103	Advance topic in Economics One of the following optional Advance subjects in the relevant field A - Contemporary Issues of Indian Economy B - Advances In Economic Theory	100	55	4	60			40						
104	Review of published research in the relevant field	100	55	4	x	x		100	55					
105	Synopsis submission	100	55	4	x	x		100	55					
106	Comprehensive viva-voce	100	55	4	x	x		100	55					
	$\sum_{i=0}^6 ()$			24										

JIWAJI UNIVERSITY, GWALIOR
CBCS Scheme of Examination
M.Phil. (Economics) Second Semester June 2020

Course Code	Course Name	Total Marks	Min pass Marks	Credit C(i)	Marks			Total Obtained Marks	Grade Points G(i)	Letter grade	SGPA $S(2) = \frac{\sum C(i).G(i)}{\sum C(i)}$
					Max	Min	Obtained				
201	Seminar	100	55	4	100	55					
202	Term paper/ Assignment	100	55	4	100	55					
203	Final Dissertation/Project Presentation	-	-	12	-	Pass/Fail					
204	Comprehensive viva-voce	100	55	4	100	55					
	$\sum_{i=0}^6 ()_i$			24							

M. Phil (Economics) 101: Research Methodology

Max. Marks : 100

External : 60

Internal : 40

Unit – I Introduction & Research Design

Research – Definition & Objectives, Methods of Research: Historical, Descriptive and Experimental, Research Process, Research Approaches, Criteria for Good Research.

Research Design, Need of Research Design, Features of Good Design, Different Research Designs.

Ethical Issues in Research: Code of Ethics in Research, Ethics & Research Process.

Unit – II Data Collection & Analysis

Types of Data, Methods and Techniques of Data Collection, Primary and Secondary Data, Meta Analysis, Historical Methods, Content Analysis, Devices Used in Data Collection, Pilot Study, Choice of Data Collection Methods.

Unit – III Sampling Design & Testing of Hypothesis

Sampling - Definition, Types of Sampling, Characteristics of a Good Sample, Sampling Frame, Sampling Methods, Probability Sample- Simple Random Sample, Systematic Sample, Stratified Random Sample & Multi-Stage Sampling, Non-Probability Sample.

Hypothesis – Meaning, Need for Hypothesis, Qualities of a Good Hypothesis, Types of Hypothesis: Null & Alternative Hypothesis, Sources of Hypothesis, Formulation of Hypothesis, Hypothesis Testing.

Unit – IV Processing & Analysis of Data

Measures of Central Tendency vs. Measures of Dispersion, Measures of Variation, Normal Distribution, Measures of Skewness & Interpretation, Correlation & Regression: Types & Applications, Chi-square Test, Its Purpose and Use.

Unit – V Paper Writing & Report Generation

Basic Concept of Paper/Thesis Writing and Report Generation, Layout of Research Paper-Research Abstract, Introduction, Review Of Literature, Result, Conclusion.

Concepts of Bibliography and References, Methods of Writing References.

Report Writing, Types of Research Reports, Steps of Report Writing, Methods of Presentation of Report.

Formats of Publication in Research Journal, Impact Factor of Journals, Plagiarism & Self-Plagiarism.

M. Phil (Economics) 102: Computer Applications

Max. Marks : 100
External : 60
Internal : 40

- UNIT – I Introduction to Computers**
Basic Terminology of Computers, Computer Generations , Classification of Computers, Input And Output Devices , Central Processing Unit, Computer Memory : Primary And Secondary Storage Devices, Computer Software : (I) System Software (Ii) Application Software (Iii) General Purpose Software, Operating System(OS) :(I) Functions of OS (Ii) Advance Concepts Related To OS – Multiprogramming , Multiprocessing, Multitasking, Spooling, Timesharing, Virtual Memory.
- UNIT – II Preparation of a Document using MS-Word**
Introduction To MS Word- Toolbar, Title Bar, The Ribbon,Creating A New Document, Entering Text, Saving And Printing It, Using Paragraph Tab Options, Using Insert Tab- In Creating Tables, Inserting Picture, Clip Art, Shapes And Chart To A Document, Header And Footer, Page Formatting- Margins, Orientation, Text Wrapping , Creating A Reference List And Citations, Use of Spelling And Grammar Checks, Auto Correct, Word Count, Comparing or Combining Document, Editing And Reviewing Document, Macros, Mail Merge.
- UNIT – III Use of MS Excel and MS Power point**
Introduction To MS Excel – Spreadsheet or Worksheet Details, Use of Spreadsheet In Research, Data Storing , Various Data Types, Use of Formulae And Functions , Formatting Worksheets - Inserting And Deleting Rows And Columns, Alignment, Creating And Modifying Charts And Graphs, Creating Pivot Table And Pivot Charts, Manipulation And Analysis of Data.
Introduction To MS- Power Point, Features And Functions , Creating And Saving Presentation, Adding Slides To A Presentation, Inserting Animation, Creating Tables And Charts ,Customizing Presentation, Running A Slideshow.
- UNIT – IV Introduction to Internet**
Internet And Its Application, World Wide Web(www), TCP/IP, WWW Browsers (Internet Explorer, Google Chrome), Internet Search Engines (Yahoo, Google), Computer Networks- LAN,MAN,WAN, Other Technologies- Mobile Commerce, Bluetooth, Wireless Fidelity (Wi-Fi), Anti-Plagiarism Software, Viruses And Its Types, Protection From Viruses, Firewall, Use of online Sources of Data For Literature Survey.
- UNIT – V Use of Computers in Economics Research**
Working With Literature Search Engines – Google Scholar, JSTOR, Research Gate, Econbiz, Econlit, Indian Citation Index, NBER: National Bureau of Economic Research,[Repec: Research Papers In Economics](#) Etc. , Major Data Retrieval Website of RBI, PIB Etc., Writing References, Software For Reference Arrangement,
Introduction to SPSS, Entering Data In SPSS, Use of SPSS In Data Analysis

M. Phil (Economics) : 103 (A) – Contemporary Issues Of Indian Economy

Max. Marks : 100
External : 60
Internal : 40

- UNIT – I **Structure of the Indian Economy**
Nature of Indian Economy; Structural Changes and Growth of Indian Economy; Occupational Pattern and Urbanization; Problem of Unemployment and Major Programmes; National Income Estimation in India; Income Distribution in India. Social Environment in India.
- UNIT – II **Issues of Indian Agriculture and Rural Development**
National Agricultural Policy; Priorities for Agriculture in Five Year Plans; Evaluation of Agricultural Price Policy in India; Food Security System in India.
- UNIT- III **Industrial Sector and Related Issues**
Shifts in Industrial Policy Paradigms; Performance of Public Sector in India; Industrial Sickness and SICA; Competition Policy and Laws; Performance and Problems of Private Sector in India; Public – Private Partnership (PPP); Social Security in India.
- UNIT – IV **Foreign Sector and Issues of Environment in India**
Globalisation; World Trade Organisation (WTO) and India; Functioning of Multi National Corporations (MNCs) in India; India’s Trade Policy; Foreign Capital and aid; Climate Change and the Strategy of India; Emerging Importance of the Issues of Environment in the Economy of India; New National Environment policy.
- UNIT – V **Financial System and Other Economic Issues**
Cooperative Federalism, Stock Exchange of India; NITI Ayog, Inclusive Growth; Study of Document “Vision 2020”, Demographic Dividend, Skill Development, MUDRA, Digital India, Start up India, Stand up India.

M. Phil (Economics) : 103 (B) – Advances In Economic Theory

Max. Marks : 100

External : 60
Internal : 40

- UNIT – I **The Theory of Demand**
Consumer’s equilibrium: Corner’s solution; Engel Curve and Income Elasticity; Attribute theory of demand; St. Petersburg Paradox and Bernoulli’s Hypothesis; Neumann – Morgenstern Method of Constructing Utility Index under risky situations; The Markowitz Hypothesis.
- UNIT – II **Theory of Product Pricing (I)**
Coase’s views about existence and boundaries of a firm; Profit Maximisation Hypothesis; Managers of corporate firms and alternatives to profit maximization; Mathematical analysis of demand-supply model of output determination; Response of price and output of the competitive industry to changes in technology.
- UNIT – III **Theory of Product Pricing (II)**
Public policy towards Monopoly and competition; Learner’s measure of Monopoly Power; Chamberlin’s concept of ideal output and excess capacity; Theory of contestable market. Dominant Strategy; The Nash Equilibrium.
- UNIT – IV **The Theory of Distribution and other Advances**
Clark’s version of Marginal Productivity Theory; Solow’s and SMAC production function; Positive role of trade unions in raising wages; Marxian Theory of income distribution; Meaning and basic concepts of Linear Programming; General idea about Input-Output Analysis.
- UNIT – V **Welfare Economics**
The theory of Second Best; The theory of search-Stigler’s model; Solop model; The theory of asymmetric information; Amartya Sen’s concept of development as freedom.

Ph.D. Coursework
Advance Course in Economics

- Unit – I Issues Related to National Income:
Concept of G.D.P., G.N.P. and N.N.P., Revision in base Year of National Income Accounting, Social Accounting and Environmentally adjusted National Income Accounting.
Concept of G.V.A, G.VA. and G.D.P. growth G.V.A. growth of major sectors, CAGR and Income Disparities in India.
- Unit – II Issues Related to Development:
Economic vs. Human Development, Development Strategy in India- Mahalnobis Model, Gandhian Model, L.P.G. PURA, Vision 2020, Inclusive growth and sustainable Development NITI Aayog.
Important Indies - Gender Inequality Index, Multidimensional Poverty Index, Global Hunger Index, PQLI, C.P.I, W.P.I, I.I.P, Gross National Happiness Index.
- Unit – III Issues Related to Agriculture:
Food Security in India, Agricultural Price Policy Formulation, Minimum Support Price (M.S.P), Calculation and Current Data Pertaining to M.S.P, Pradhan Mantri Fasal Bima Yojana, Ways for doubling the farmers income by 2022, Direct Benefit Transfer of Subsidies, Agriculture Loan Waiver Scheme.
- Unit – IV Issues Related to Financial Sector:
Cooperative Federalism, Recommendations of 14th Finance Commission, Financial Inclusion, MUDRA, Goods and Services Tax, Non-Performing Assets,
- Unit – IV Other Issues:
Demographic Dividend, Skill India, Make in India, Startup India, Demonetization, Digital India and its Vision Areas-Digital Infrastructure as a utility to every citizen, Governance and Services on Demand, Digital Empowerment of Citizens.