MBA (BE): 101- MANAGEMENT PROCESS

Unit – I  

Unit – II  
Planning- Meaning, Nature, Type, Steps, Principles, Advantages, Limitations, Definition & Principle of Decision Making & its relationship to other Managerial Functions

Unit – III  

Unit – IV  
Direction – Definition, Techniques, Principle, 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
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, Importance of Index Number, 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.
MBA (BE): 103 – BUSINESS LEGISLATIONS


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.


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

Max. Marks : 100
External : 70
Internal : 30
Min. Pass Marks : 28

MBA (BE): 104 ACCOUNTING FOR MANAGERS


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, Cost Statement, Profit Volume Analysis, BEP Analysis


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

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


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)
FIRST SEMESTER

Max. Marks : 100
External : 70
Internal : 30
Min. Pass Marks : 28

MBA (BE): 106 ECONOMICS OF INDUSTRIES

Unit – I Industry – Definition, Importance of Industrialisation in Economy, Classification of Industries, Objectives, Progress and Shortcomings of Public Sector, Joint Sector, Social Responsibility of Business

Unit – II Location of Industries – Meaning and Causes, Weber’s Theory & Sargent Florence Theory of Location
Industrial Combination – Meaning, Types, Forms, Advantages, Disadvantages


Unit – IV Industrial Finances – Forms and Sources
Financial Institutions – IFCI, ICICI, IDBI, SIDBI, SFC, SIDC

Unit – V Small Scale and Cottage Industries in India, Industrial Productivity, Industrial Sickness, Industrial Relation

Sudha