



**National Institute of Technology Meghalaya**  
An Institute of National Importance

**CURRICULUM**

Programme		<b>Bachelor of Technology</b>											Year of Regulation			<b>2018-19</b>	
Department		<b>Humanities and Social Sciences</b>											Semester			<b>IV</b>	
Course Code	Course Name	Credit Structure				Marks Distribution											
		L	T	P	C	INT	MID	END	Total								
<b>HS272</b>	<b>Principles of Management</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>50</b>	<b>50</b>	<b>100</b>	<b>200</b>								
Course Objectives	This course introduces the basic concepts of management		Course Outcomes	CO1	Able to develop a working knowledge of key management concepts												
	This course describes the basic managerial functions			CO2	Able to explain the key functions of managers												
	This course explains the basics of organizational behaviour			CO3	Able to apply management knowledge and skills to organizational contexts												
	This course illustrates the different functions of management			CO4	Able to define and explain the major management functions												
	This course introduces the International and Modern aspects of Management			CO5	Able to explain the International and modern aspects of management												
No.	COs	Mapping with Program Outcomes (POs)												Mapping with PSOs			
		PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	
1	CO1	0	0	1	1	1	2	2	1	3	1	3	2				
2	CO2	0	0	1	1	1	2	2	1	3	1	3	2				
3	CO3	0	0	1	1	1	2	2	1	3	1	3	2				
4	CO4	0	0	1	1	1	2	2	1	3	1	3	2				
5	CO5	0	0	1	0	1	0	2	1	3	1	3	2				
6	CO6	0	0	0	0	0	0	0	0	0	0	0	0				
SYLLABUS																	
No.	Content													Hours	COs		
I	Introduction to Management, Features of Management, Nature of Management, Development of Management thoughts; Approaches to Management; Managerial Roles; Managerial Skills; Functions of Managers: Planning, Organising, Staffing, Leading and Controlling													04	All COs		
II	Introduction to Organizational Behaviour; Diversity in Organizations; Attitudes; Personality; Values; Perception; Foundations of Group Behaviour													03	CO1 CO3		
III	Basics of Marketing Management; Core concepts of Marketing, Company Orientation towards the Marketplace; Marketing Mix (4Ps), Marketing Research, Marketing Information System													04	CO1 CO2 CO4 CO5		
IV	Basics of Financial Management; Goal of Financial Management; Key Activities in Financial Management; Sources of Finance; Financial Institutions; Financial Instruments													03	CO1 CO2 CO4 CO5		
V	Introduction to Human Resource Management; Roles and Functions of Human Resource Manager; Recruitment, Selection, Training; Industrial Dispute, Collective Bargaining													03	CO1 CO2 CO4 CO5		
VI	Basics of Production and Operations Management; Types of Layouts; Material Handling; Purchasing and Store System; Inventory Management													03	CO1 CO2 CO4 CO5		
VII	Basics of International Management, Business Process Re-engineering, Introduction to ERP, e-CRM, SCM, GATT, WTO, IPR, Trade Blocs etc.													04	CO5		
Total Hours													<b>24</b>				
Essential Readings																	
1. Anil Bhat and Arya Kumar, "Management: Principles, Processes and Practices," Oxford; First Edition, 2013																	
2. S. P. Robbins and M. A. Coulter, "Management," Pearson, Thirteenth Edition, 2016.																	
Supplementary Readings																	
1. Ricky W. Griffin, "Management: Principles and Practices," Cengage, Eleventh Edition, 2017.																	
2. L. M. Prasad, "Management: Principles and Practices," Sultan Chand & Sons, Ninth Edition, 2015.																	