**INTEGRATED MBA**

**IX SEMESTER SYLLABUS**

**IX SEMESTER**

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| --- | --- | --- | --- |
|  **Code** | **SUBJECT TITLE** | **Credits** | **Max. Marks** |
| 16IM901 | Intellectual Property Rights | 4 | 100 |
| 16IM902 | Corporate Governance | 4 | 100 |
| 16IM903 | Elective - 7  | 4 | 100 |
| 16IM904 | Elective - 8 | 4 | 100 |
| 16IM905 | Elective - 9 | 4 | 100 |
| **Total** | **20** | **500** |

**HR**

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| **S. no** | **SUBJECT TITLE** |
| **7** | Global HRM |
| **8** | Labor Welfare & Legislation |
| **9** | Management of Industrial Relations |

**FINANCE**

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| **S. no** | **SUBJECT TITLE** |
| **7** | Global Financial Management |
| **8** | Risk Management |
| **9** | Tax Management |

**MARKETING**

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| **S. no** | **SUBJECT TITLE** |
| **7** | Promotion and Distribution Management |
| **8** | Global Marketing Management |
| **9** | Retail Marketing |

**SYSTEMS**

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| **S. no** | **SUBJECT TITLE** |
| **7** | Cyber Laws & Security |
| **8** | Information Systems & Audit |
| **9** | SAP |

INTELLECTUAL PROPERTY RIGHTS

**Unit 1:**

 **Introduction to Intellectual Property Rights (IPR):** Concept of Property - Introduction to IPR – International Instruments and IPR - WIPO - TRIPS – WTO -Laws Relating to IPR - IPR Tool Kit - Protection and Regulation - Copyrights and Neighboring Rights – Industrial Property – Patents - Agencies for IPR Registration – Emerging Areas of IPR - Use and Misuse of Intellectual Property Rights.

**Unit 2:**

**Copyrights and Neighboring Rights:** Introduction to Copyrights – Principles of Copyright Protection – Law Relating to Copyrights - Subject Matters of Copyright – Copyright Ownership – Transfer and Duration – Right to Prepare Derivative Works –Rights of Distribution – Rights of Performers **–** Copyright Registration – Limitations.

**Unit 3: Patents :** Introduction to Patents - Laws Relating to Patents in India – Patent Requirements – Product Patent and Process Patent - Patent Search - Patent Registration and Granting of Patent - Exclusive Rights – Limitations - Ownership and Transfer –– Revocation of Patent – Patent Appellate Board - Infringement of Patent – Compulsory Licensing –– Patent Cooperation Treaty – New developments in Patents.

**Unit 4:**

**Trademarks :** Introduction to Trademarks – Laws Relating to Trademarks – Functions of Trademark – Distinction between Trademark and Property Mark – Marks Covered under Trademark Law - Trade Mark Registration – Trade Mark Maintenance – Transfer of rights - Deceptive Similarities - Likelihood of Confusion - Dilution of Ownership – Trademarks Claims and Infringement – Remedies.

**Unit 5:**

**Cyber Law and Cyber Crime :** Introduction to Cyber Law – Information Technology Act 2000 - Protection of Online and Computer Transactions - E-commerce - Data Security – Authentication and Confidentiality - Privacy - Digital Signatures – Certifying Authorities - Cyber Crimes - Prevention and Punishment – Liability of Network Providers.

**References:**

1. Intellectual Property Rights (Patents & Cyber Law), Dr. A. Srinivas. Oxford University Press, New Delhi.
2. Deborah E.Bouchoux: Intellectual Property, Cengage Learning, New Delhi.
3. PrabhuddhaGanguli: Intellectual Property Rights, Tata Mc-Graw –Hill, New Delhi
4. Richard Stim: Intellectual Property, Cengage Learning, New Delhi.
5. Kompal Bansal &Parishit Bansal Fundamentals of IPR for Engineers, B. S. Publications (Press).

**CORPORATE GOVERNANCE**

**UNIT 1**

**Corporate Governance:** An overview – Theory and Practice of Governance- Indian model of Governance- Good Corporate Governance – Land marks in emergence of Governance OECB Principles – Sarbanes-Oxley Act 2002- SEBI Initiatives

**UNIT 2**

Corporate Governance Indian Scenario: Role of Government in Ensuring Corporate Governance – Governance issues relating to Board of Directors – Duties and responsibilities of Auditors – Governance under limited competition – Role of Media – Corporate Governance in Developing and Transiting Economies.

**UNIT 3**

Land marks in emergence of Corporate Governance: CG Committees – OECD Principles- McKinsey Survey on CG –Indian Committees and guidelines – Models of Governance – Managerial Obligations- Obligations towards employees, Customers, and Investors.

**UNIT 4**

Corporate Governance and other Stakeholders- Corporate Governance and employees, Customers, Institutional Investors Creditors, Community and Government – Grievance Redressal Process – Poor Track Record of Shareholder Protection

**UNIT 5**

The Reality of the Board Room – Directors’ Capabilities and Responsibilities – Board effectiveness – Assessment of Directors, Boards, and Companies – Corporate Risk Management – Corporate Social Responsibilities and Sustainablity.

***References:***

1. S.K.Mandal: “**Ethics in Business and Corporate Governance**”, TMH, New Delhi, 2012.
2. S.Prabhakaran: “**Business Ethics and Corporate Governance**”, Excel Books, New Delhi, 2011.
3. N.Balasubramanyam: “**A Case Book on Corporate Governance and Stewardship**”, TMH., New Delhi, 2011.
4. A.C.Fernando: “**Business Ethics and Corporate Governance**”, Pearson Publishers, New Delhi, 2013.
5. Bob Tricker: “**Corporate Governance**”, Oxford University Press, New Delhi, 2010.

**HR**

**GLOBAL HRM (ELECTIVE 7)**

**UNIT 1**

**Introduction:** A Global HR Perspective in New Economy-Challenges of Globalization -Implications of Managing People and Leveraging Human Resource- - Conflicts - Strategic Role of International HRM – Global HR Planning – Staffing policy – Training and development – performance appraisal –International Labour relations – Industrial democracy – Talent crunch – Indian MNCs and Challenges - Legal content of Global HRM.

**UNIT 2**

**Managing International Assignments**: Significance – Selection methods - Positioning Expatriate – Repatriate – factors of consideration - Strategies - International assignments for Women - Problems.

**UNIT 3**

**Cross Culture Management**: Importance – Concepts and issues – theories- considerations - Problems – Skill building methods – Cross Culture Communication and Negotiation – Cross Culture Teams.

**UNIT 4**

**Compensation Management**: Importance – Concepts- Trends - Issues – Methods – Factors of Consideration – Models – incentive methods – global compensation implications on Indian systems - Performance Management.

**UNIT 5**

**Global Strategic Advantages through HRD**: Measures for creating global HRD Climate – Strategic Frame Work of HRD and Challenges - Globalization and Quality of Working Life and Productivity – Challenges in Creation of New Jobs through Globalization- New Corporate Culture

**Relevant cases have to be discussed in each unit and in examination case is compulsory from any unit.**

***References:***

1. Subba Rao P: “International Human Resource Management”, Himalaya Publishing House, Hyderabad, 2011
2. NilanjanSen Gupta: “International Human Resource Management Text and cases” Excel Books, New Delhi.
3. Tony Edwards :“International Human Resource Management”, Pearson Education, New Delhi, 2012
4. Aswathappa K, Sadhana Dash: “International Human Resource Management, TMH, New Delhi,
5. Monir H Tayeb: “International Human Resource Management”, Oxford Universities Press, Hyderabad, 2012.

**HR**

**LABOR WELFARE & LEGISLATION (ELECTIVE 8)**

**UNIT 1**

**Welfare Legislation**: Factories Act 1948, Mines Act 1952, Plantation Labour Act 1951, Contract Labour (Regulation and Abolition) Act 1970 and A.P.Shops and Establishments Act.

**UNIT 2**

**Industrial Relations Legislation**: Industrial Disputes Act 1947; Industrial Employment (standing orders) Act 1946 and Trade Unions Act 1926.

**UNIT 3**

**Wage and Social Security Legislation:** Payment of wages Act 1936 - Minimum wages Act 1948 - Payment of Bonus Act 1966 -. Payment of Gratuity Act 1972 - Workmen’s Compensation Act 1923 - Employees State Insurance Act 1948 - Maternity Benefit Act 1961 and Employees Provident Fund and Miscellaneous Provisions Act 1952.

**UNIT 4**

**Labour Welfare**: Concept, scope and philosophy, principles of labour welfare, Indian constitution on labour, Agencies of labour welfare and their role. Impact of ILO on labour welfare in India. Labour problems – Indebtedness, Absenteeism, Alcoholism, Personal and Family Counselling.

**UNIT 5**

**Labour welfare programmes:** Statutory and non-statutory, extra mural and intra mural, Central Board of Workers’ Education; Workers’ Cooperatives; Welfare Centers, Welfare Officers’ Role, Status and Functions. Role of social work in industry.

**Relevant cases have to be discussed in each unit and in examination case is compulsory from any unit.**

**References:**

1. Govt. of India (Ministry of Labour, 1969). Report of the Commission on Labour Welfare, New Delhi: Author.

 2. Govt. of India (Ministry of Labour, 1983). Report on Royal Commission on Labour in India, New Delhi: Author.

3. Malik, P.L: “Industrial Law”, Eastern Book Company. Laknow,1977

5. Moorthy, M.V: “Principles of Labour Welfare”, Oxford University Press, New Delhi.

6. Pant, S.C: “Indian Labour Problems”, Chaitanya Pub. House. Allahabad.

**HR**

**MANAGEMENT OF INDUSTRIAL RELATIONS (ELECTIVE 9)**

**UNIT 1**

**Industrial Relations Management**: Concept- Evaluation –Background of industrial Relations in India- Influencing factors of IR in enterprise and the consequences. Economic, Social and Political environments- Employment Structure –Social Partnership-Wider approaches to industrial relations- Labour Market.

**UNIT 2**

**Trade Unions:** Introduction-Definition and objectives-growth of Trade Unions in India-trade Unions Act , 1926 and Legal framework-Union recognition-Union Problems-Employees Association-introduction ,Objective Membership, Financial Status.

**UNIT 3**

**Quality of Work Life**: Workers’ Participation in Management - Worker’s Participation in India, shop floor, Plant Level, Board Level- Workers’ Welfare in Indian scenario- Collective bargaining concepts & Characteristics –Promoting peace.Wage and Salary administration: Nature & Significance of wage, salary administration, essentials- Minimum wage- Fair wage, Real wage, Incentives & fringe benefits. Issues and Constraints in Wage Determination in India.

**UNIT 4**

**Social Security**: Introduction and types –Social Security in India, Health and Occupational safety programs- Salient features of Workmen Compensation Act and Employees’ State Insurance Act relating to social security – Workers’ education objectives -Rewarding.

**UNIT 5**

**Employee Grievances:** Causes of Grievances –Conciliation, Arbitration and Adjudication procedural aspects for Settlement of Grievances –Standing Orders- Code Discipline. Industrial Disputes: Meaning, nature and scope of industrial disputes - Cases and Consequences of Industrial Disputes –Prevention and Settlement of industrial disputes in India.

**Relevant cases have to be discussed in each unit and in examination case is compulsory from any unit.**

***References***

1. C.S Venkataratnam: “**Industrial Relations**”, Oxford University Press, New Delhi, 2011
2. Sinha: “**Industrial Relations, Trade Unions and Labour Legislation**”, Pearson Education, New Delhi, 2013
3. Mamoria: “**Dynamics of Industrial Relations**”, Himalaya Publishing House, New Delhi, 2010
4. B.D.Singh: “**Industrial Relations**” Excel Books, New Delhi, 2010
5. Arun Monappa: “**Industrial Relations**”, TMH, New Delhi. 2012
6. Prof. N.Sambasiva Rao and Dr. Nirmal Kumar: “**Human Resource Management and Industrial Relations**”, Himalaya Publishing House, Mumbai
7. Ratna Sen: “**Industrial Relations**”, MacMillon Publishers, New Delhi, 2011

**FINANCE**

**GLOBAL FINANCIAL MANAGEMENT (ELECTIVE 7)**

**UNIT 1**

**Introduction to Global Financial Management:** Globalization and MNCs- Global Winds of Change- New Challenges and Opportunities- Importance of Global Factors- Regulatory and Legal Frame Work- Global Organizational Restructuring- International Monitory System- Exchange Rates and Par Values- International Monitory Reforms- Special Drawing Rights (SDR) –SDR Allocation.

**UNIT 2**

**Management of Exchange and Interest Rates Exposure**: Determination of Exchange Rates- Balance of Payments (Equilibrium vs Disequilibrium)- International Trade Flow- Time factor in International Risks- Hedging in Swap Market- Measurement of Politico Economics Risk- Management of International Transactions Exposure.

**UNIT 3**

 **Management of Global Business Operations and Practices**: Operational Strategies of MNCs- Management of Global Business Practices- Sources of funds for MNCs- Operations in International Financial Markets- Inter-Corporate Funds Flow- Market for Currency Futures and Currency Options.

**UNIT 4**

**International Investment Decision** : Foreign Direct Investment- International Capital Budgeting- Evaluation and Management of Political Risk- Global Portfolio Investment- International Global Financial Decisions- Role of Multi Lateral Development Banks- Global Financial Market Instruments- Management of Interest Rate Risk- Shorter Asset and Liability Management.

**UNIT 5**

**Global Indebtedness**: External Resources and Development- Nature and Magnitudes of External Debt- Factors influencing Debt Crisis- Management of external Indebtedness and Challenges- Short -Term Financing- Internal Financing by MNCs.

**Relevant cases have to be discussed in each unit and in examination case is compulsory from any unit.**

**References:**

1. Jeff Madura, “ International Financial Management” Cengage Learning Limited, 2008.
2. PG Apte, “International Financial Management” Tata McGraw Hill Limited, 2009.
3. Vyuptakesh Sharan, “International Financial Management” PHI, 2012.
4. V.A. Avadhani, “International Financial Management” Himalaya Publishing House, 2009

**FINANCE**

**RISK MANAGEMENT (ELECTIVE 8)**

**UNIT1**

**Introduction to Risk Management:** Role of Financial Institutions- Future Trends and Global Issues- Financial Services provided by Intermediaries- Need of Risk Management- What is Risk- Sources of various Risk- Risk Management frame work in Organization- Identification of Risks like Liquidity Risk, Market Risk, Foreign Exchange Risk, Operational Risk etc.

**UNIT 2**

**Measurement of Risks:** Measurement of Interest Rate Risk and Market Rate Risk- Measurement of Credit Risk- Measurement of operational and Technology Risk- Measurement of Foreign Exchange and Sovereign Risk- Measurement of Liquidity Risk- Measurement of Off Balance Sheet Risks.

**UNIT3**

**Management of Risks:** Risk Management Tools- Interest Rate Risk Management- Market Risk Management- Credit Risk Management- Operational Risk Management- Foreign Exchange and Sovereign Risk Management- Liquidity Risk Management- Management of Capital Adequacy- Risk Reporting

**UNIT 4**

**Regulatory and Other Issues in Risk Management:** Regulatory Frame Work- Revised RBI Risk Management Norms to Banks- Organizational Structure for Market and Credit Risk- SEBI, NHB- Bank for International Settlement- BASEL Committee on Banking Supervision- BASEL Settlement I,II & III- Calculation of Minimum Capital Requirements.

**UNIT 5**

**Important Concepts of Risk Management:** Time Value of Money- Advance Bond Concepts- Calculation of VaR- Balck-Scholes Model- Moody’s KMV Portfolio Manager- Probability Distribution and Fundamentals of Statistics- Derivative Products and its Markets- Margin and Mark-to-Market.

**Relevant cases have to be discussed in each unit and in examination case is compulsory from any unit.**

***References***

1. Dr. G. Kotreshwar: “Risk Management”, Himalaya Publishing House, Delhi. 2012
2. Trieschmann, Hoyt, Sommer: “Risk Management and Insurance”, Cengage Learning. 2005,
3. Dhanesh Kumar Khatri: “Derivatives and Risk Management”, Mac Millan, 2012
4. Vivek, P.N. Asthana:“Financial Risk Management”, Himalaya Publishing House, Delhi. 2012

Rene M. Stulz. “Risk Management & Derivatives” Cengage Learning. 2003.

**FINANCE**

**TAX MANAGEMENT (ELECTIVE 9)**

**UNIT 1**

**Direct and Indirect Taxes:** Income Tax Act 1961 – Basic concepts – Income – Agricultural Income – Residential Status – Income exemption from tax – Income from House Property – Computation of Salary Income – Income from Business and Profession – Capital Gain from other sources – computation of Total Income. Indirect Taxes – Excise Duty – Introduction – Nature – Basic Concepts – Types and Taxable Event for Excise Duty.

**UNIT 2**

**CENVAT** : Input Goods and Services for CENVAT – Capital Goods for CENVAT – Exempted Final Products / Output Services – Customs Duty – Introduction – Basic Concepts – Scope and Converge of Customs Duty – Nature of Customs Duty – Classification for Customs – Types of Custom Duties – Exemptions from Customs Duty – Valuation for Customs Duty.

 **UNIT 3**

**Introduction to Tax Planning:** Nature of Tax – Essential components in levy of tax – Legal Principles of taxation laws – Five basic Rules of interpretation of statues – Law Lexicon and Legal Maxims – Concepts of Tax Avoidance, Tax Evasion – Tax Planning and Tax Management.

 **UNIT 4**

 **Tax Management Decisions**: Tax considerations - Management Decisions, such as make / buy- own/lease - export/local sale - Guidelines to Tax planning – Relief’s – Concessions – Rebates – Deductions – Incentives (Payment of Advance Tax) – Filing of Returns – Refunds – Penalties for non-compliance.

**UNIT 5**

**Multi National Taxation:** Bilateral Tax Treaties- Transfer Pricing for Tax Planning – Uses of Inter Company Loans- Tax Intensives Organizational Setup of MNCs- Tax Reliefs and Rebates in India- Tax Credits- Tax Havens- Investment Decision on Tax Planning- Global Investment and Tax Incentives- Transfer Pricing Methods- Measures to Plug Tax Loopholes.

**Relevant cases have to be discussed in each unit and in examination case is compulsory from any unit.**

**References:**

1. Vinod K.Singhania and Mounica singhnia, Corporate Tax Planning and business Management, Taxmann Publications.

 2. Vinod K.Singhania and Kapil Singhania, Direct Taxes – Law and Practice, Taxmann Publications

3. R.N.Lakhotia, Corporate Tax Planning, vision publications.

4. V.A. Avadhani, “International Financial Managment” Himalaya Publishing House, 2009

5. PG Apte, “International Financial Management” Tata Mc Graw Hill, 2009.

**MARKETING**

**PROMOTION AND DISTRIBUTION MANAGEMENT (ELECTIVE 7)**

**UNIT 1**

**Introduction to Promotional Management:** Sales Display and Sales Promotion- Sales Promotion Objectives- Types of Sales Displays- Factors Influencing Sales Promotion- Tools of Sales Promotion- Sales Promotion Strategies- Sales Promotion and Consumer Behavior- Consumers Price Perceptions- Perceived Risk and Attitudes- Types of Promotion.

**UNIT 2**

**Introduction to Distribution Management**: Physical Distribution Management- The Concepts of Total Distribution Costs and Cost Trade-offs- Customer Service Standards- Strategic Issues in Physical Distribution- Challenges and Opportunities- From Physical Distribution to Marketing Logistics- Major Logistics Functions

**UNIT 3**

**Marketing Channels**: Nature and Importance of Marketing Channels- Emergence of Marketing Channel Structures- Types of Marketing Channels- Direct Marketing Channels vs Indirect Marketing Channels- Problems in Distribution- Selection of Distribution Channels- Channel Decisions

 **UNIT 4**

**Channel Institutions and Designing Channel System**: Wholesaling- Agent Wholesaling Middle Man- Patterns in Wholesaling- Wholesaler Marketing Decision- Changing Patterns- Channel Design Decisions- Channel Design Comparison Factors- Ideal Channel Structure- Types of Channels- Implementation and Integration of Channel Design.

**UNIT 5**

**Ethical and Social Issues in Distribution Management:** Business Ethics and Sales Management- Ethical Issues facing Sales Managers- Managing Sales Ethics- Modeling Ethical Behavior- Making Decisions on Ethical Problems- Building a Sales Ethics Programme- International Distribution- Challenges in Managing an International Distribution Strategy.

**Relevant cases have to be discussed in each unit and in examination case is compulsory from any unit.**

***References***

1. K. Shridhara Bhat: “**Sales and Distribution Management**”, Himalaya Publishing House, 2011.
2. Dr. Matin Khan: “**Sales and Distribution Management**”, Excel Books, New Delhi, 2005
3. Pingali Venugopal: “**Sales and Distribution Managment**”, Sage Publications, New Delhi,2008.
4. Dr. S. L. Gupta: “**Sales and Distribution Management**”, Excel Books, 2010

**MARKETING
GLOBAL MARKETING MANAGEMENT (ELECTIVE 8)**

**UNIT 1:**

**Introduction to Global Marketing:** Scope and Significance of global Marketing, - Difference between global and domestic marketing – The growing attractiveness of developing country market – International orientations, Stages of internationalization, Driving and restraining forces of global markets, Participants in international marketing.

**UNIT 2:**

**International marketing strategy**: Entry strategies in Global markets – modes of entries in global markets – global market segmentation – international targeting – criteria for targeting, selecting a global target market – Global product positioning strategy. Business Customs in global Market – strategies for FDI and FIIs - Entry Strategies of Indian Firms

**UNIT 3:**

**Global Product & Price management**: International product mix – Managing Global Research and Development for product management– Product diffusion and adoption in global markets – International Product Life Cycle – Product and culture – Global brand leadership – : Environmental influences on Pricing Decisions – Grey Market goods – Transfer pricing – Global Pricing – Policy Alternatives – Constraints on global pricing

**UNIT 4:**

**Global Marketing Channels and Promotion for global markets**: channels – Innovations in global channels – Channel strategy for new market entry – Distribution Structures – Global Distribution Patterns - Challenges in Managing An Global Distribution Strategy – Selecting Foreign Country Market intermediaries - Global Advertising and branding - Export Policy Decisions of a firm - Export costing and pricing – EXIM policy of India.

**UNIT 5:**

**Export procedures and documents:** Preliminaries: inquiry and offer – confirmation of offer – export license – finance – production /procurement of goods – shipping space – packing and marketing – quality control and pre – shipment inspection – excise clearance – customs formalities – negotiation and documents – standardization and aligned pre-shipment documents – documents related to goods – documents related to shipments.

**Relevant cases have to be discussed in each unit and in examination case is compulsory from any unit.**

**References**

1. Francis Cherunilam: International marketing, 11th Edition, Himalaya Publication House,2010
2. Warren J Keegan: Global Marketing Management, 5th Edition, Prentice Hall of India Private Limited.
3. Philip R. Cateora, John L. Graham: International Marketing 11/e, Tata McGraw-Hill Co. Ltd., 2002.
4. R.Srinivasan: International Marketing, Prentice-Hall of India Pvt. Ltd., 2010
5. U.C Mathur: International Marketing Management, Sage Publications, New Delhi 2008
6. Kotabe, Peloso: International Marketing, Wiley India, New Delhi, 2020

**MARKETING**

**RETAIL MARKETING (ELECTIVE 9)**

**Unit- I:**

Introduction to the world of Retailing: Advent of retailing – Significance - Functions of retailing - Types of retailing -Customer buying behavior.

 **Unit- II:**

Retailing Strategy: Target market & Retail format - Growth strategies - Strategic retail planning process - Factors to be considered for retail planning, Location strategies: Shopping centers –Freestanding sites – Location and retail strategies- Factors affecting the demand for a region or trade area –Factors affecting the attractiveness of a site.

**Unit- III:**

Human resources & Administrative Strategy: Designing the organizational structure for retail firm - Retail organization structures Pricing and Communication Strategies in Retailing: Retail pricing strategies –Approaches for setting pricing – Pricing adjustments – Using price to stimulate retail sales – Promoting the merchandise – Implementing an advertising plan.

**Unit- IV:**

Merchandize Management: Merchandize planning - Sources of merchandize -Category Management - Buying systems to stores - Allocation of merchandize. Store Management: Objectives of a good store design –Store design – Store layout – Space planning – Merchandise presentation techniques and atmospherics

**Unit- V:**

Retailing in India: The present Indian retail scenario – Factors affecting retailing in India – Region wise analysis of Indian retailing – Retailing opportunities in India. CRM in retail management, prompt delivery, Customer satisfaction after sales service etc.

**References:**

1 Levy & Weitz, Retailing Management, 5th Ed, TMH, 2006

2 Swapna Pradhan, Retailing Management Texts & Cases, McGraw Hill Companies 2007.

3 A.J.Lamba, The art of Retailing, TMH, 2006.

4 Andrew J Newmann & Petes cullen, 1st Ed, Retailing Management, Thomson Learning, 2007.

5 George H Lucas, Robert P Bugh & Larry G. Gresham, Retatiling Management, 1997 1st, AIPD.

**SYSTEMS**

**CYBER LAWS AND SECURITY (ELECTIVE 7)**

**UNIT 1**

 **Introduction to Computer Security**: Definition, Threats to security, Government requirements, Information Protection and Access Controls, Computer security efforts, Standards, Computer Security mandates and legislation, Privacy considerations, International security activity.

**UNIT 2**

**Secure System Planning and administration:** Introduction to the orange book, Security policy requirements, accountability, assurance and documentation requirements, Network Security, The Red book and Government network evaluations.

**UNIT 3**

 **Information security policies and procedures**: Corporate policies- Tier 1, Tier 2 and Tier3 policies - process management-planning and preparation-developing policies-asset classification policy-developing standards.

**UNIT 4**

**Information security**: fundamentals-Employee responsibilities- information classification Information handling- Tools of information security- Information processing-secure program administration.

**UNIT 5**

**Organizational and Human Security**: Adoption of Information Security Management Standards, Human Factors in Security- Role of information security professionals.

**Relevant cases have to be discussed in each unit and in examination case is compulsory from any unit.**

**References:**

1. Debby Russell and Sr. G.T Gangemi, "Computer Security Basics (Paperback)”, 2ndEdition, O’ Reilly Media, 2006.

2. Thomas R. Peltier, “Information Security policies and procedures: A Practitioner’s Reference”, 2nd Edition Prentice Hall, 2004.

3. Kenneth J. Knapp, “Cyber Security and Global Information Assurance: Threat Analysis and Response Solutions”, IGI Global, 2009.

4. Thomas R Peltier, Justin Peltier and John blackley, ”Information Security Fundamentals”, 2nd Edition, Prentice Hall, 1996

5. Jonathan Rosenoer, “Cyber law: the Law of the Internet”, Springer-verlag, 1997

**SYSTEMS**

**INFORMATION SYSTEMS AND AUDIT (ELECTIVE 8)**

**UNIT 1**

**Overview of Information System Auditing**: Effect of Computers on Internal Controls, Effects of Computers on Auditing, Foundations of information Systems Auditing, Conducting an

Information Systems Audit.

**UNIT 2**

**The Management Control Framework-I**: Introduction, Evaluation the Planning Function, Leading Function and Controlling Function, Systems Development - Management Controls, Approaches to Auditing Systems Development , Normative Models of the Systems Development Process, Evaluating the Major phases in the Systems Development Process, Programming Management Controls, Data Resource Management Controls.

**UNIT 3**

**The Management Control Framework-II**: Security Management Controls, Operations Management Controls Quality assurance Management Controls- Case Studies.

**UNIT 4**

**Evidence Collection**: Audit Software, Code Review, Test Data, and Code Comparison, Concurrent Auditing techniques, Interviews, Questionnaires, and Control Flowcharts.

Performance Management tools- Case Studies.

**UNIT 5**

 **Evidence Evaluation**: Evaluating Asset Safeguarding and Data Integrity, Evaluating System Effectiveness, Evaluating System Efficiency. Information Systems Audit and Management: Managing the Information Systems Audit Function,

**Relevant cases have to be discussed in each unit and in examination case is compulsory from any unit.**

***References***

1. Ron Weber: “Information Systems Control and Audit”, Pearson Education,2013.
2. D P Dube: Information System Audit and Assurance, TMH, New Delhi,2008.

**Systems, Applications and Products (Advanced Business Application Programming) SAP**

**UNIT –I**

**ERP Fundamentals** - Why ERP ? - Features and advantages of ERP - SAP R/3 - Features & Advantages of SAP R/3 - Technical Features of SAP - Introduction SAP R/3 architecture - Introduction to SAP ABAP/4 - ABAP/4 editor and functionalities of new ABAP editor.

**UNIT – II**

**ABAP Data Dictionary** - Technical Requirements to Create the Table - Data Dictionary Data types – Domain - Data Element - Steps to create the table – Structure - Foreign key Relationship - Search helps – Views - Lock objects.

**UNIT - III**

**ABAP/4 Programming concept** - Introduction of various types of program - Fundamentals of creation of  programs - Introduction of standard Data Types - Declaration of  different types of variables - Arithmetic operations - String operations - Control statements – Parameters - Open SQL –statements (insert, modify, delete, update) - Aggregate Expressions(MAX, MIN, AVG, SUM, COUNT) - Simple reporting - Selection screens - Transaction code creation.

**UNIT – IV**

**Introduction to Internal tables** - Purpose - Declaring Internal tables - Populating & Processing - Control break Statements in Internal Tables - Purpose of ABAP Debugger - Features of ABAP Debugger - Debugging techniques - Breakpoint creation - Watch point creation - Emphasize on the usage of New Debugger - Introduction to Reports - Types of Report 1) Classical Report 2) Interactive Report 3) ALV Reports - Batch Data Communication Techniques - Session Method - Call Transaction method

**UNIT – V**

**Module pool programming & SAP Script** - Introduction to Module pool programming - Concepts of SAP GUI Screen Development -Working with Screen Painter - Working with Menu Painter – Sub screen -Working with Tab Strip Control - Introduction to SAP Script – Components - Window and its types - Control Commands - Defining Form Layout and Print Programs.

**References:**

* [Complete ABAP: The Comprehensive Guide to ABAP 7.5 (SAP PRESS)](https://www.amazon.com/Complete-ABAP-Comprehensive-Guide-PRESS/dp/1493212729/ref%3Das_li_ss_tl?keywords=abap&qid=1562459648&s=books&sr=1-1&linkCode=ll1&tag=sapdevelopm-20&linkId=0269e1a75209996ac076672a4d7c212b)
* [ABAP: An Introduction and Beginner’s Guide to SAP ABAP](https://www.amazon.com/ABAP-Introduction-Beginners-Guide-PRESS/dp/1493212427/ref%3Das_li_ss_tl?keywords=abap&qid=1562459648&s=books&sr=1-2&linkCode=ll1&tag=sapdevelopm-20&linkId=89db935668a646471147d9466f540ab7)
* [ABAP Development for SAP HANA (2nd Edition)](https://www.amazon.com/ABAP-Development-SAP-HANA-PRESS/dp/1493213040/ref%3Das_li_ss_tl?keywords=abap&qid=1562562675&s=gateway&sr=8-4&linkCode=ll1&tag=sapdevelopm-20&linkId=87d428f88febf355e6c1589d92edf06e)
* [First Steps in ABAP – Your Beginner’s Guide to SAP ABAP](https://www.amazon.com/First-Steps-ABAP-Beginners-Guide-ebook/dp/B00D7BMUAM/ref%3Das_li_ss_tl?keywords=abap&qid=1562563428&s=gateway&sr=8-6&linkCode=ll1&tag=sapdevelopm-20&linkId=53043e7deeca5e262192897b9f8bd3f0)
* [Mastering SAP ABAP: A complete guide to developing fast, durable, and maintainable ABAP programs in SAP](https://www.amazon.com/Mastering-SAP-ABAP-developing-maintainable-ebook/dp/B07GDJBN86/ref%3Das_li_ss_tl?keywords=abap&qid=1562563428&s=gateway&sr=8-5&linkCode=ll1&tag=sapdevelopm-20&linkId=46a6e22c7328dc1ce782d08e2e23d866).