

**GITARATTAN INTERNATIONAL
BUSINESS SCHOOL
COURSE FILE OF 2025-2026**

GITARATTAN INTERNATIONAL BUSINESS SCHOOL, NEW DELHI**COURSE PLAN****NAME OF FACULTY :** Dr. Priyanka**Academic Year:** 2025-26

Department:	Management		
Course Name: Decision Techniques for Business	Course Code: BBA 104	L-T-P 4-0-0	Credits: 4
Type of Course:	☒ Programme Core ☐ Programme Elective ☐ Open Elective		
Pre-requisite(s),if any: The students must know the fundamental concepts of Decision Techniques			
Semester	Second		
Focus:	☐ Employability ☐ Entrepreneurship ☒ Skill Development ☒ Basic Knowledge		
Objective of the Course The objective of this subject is to equip students with analytical and statistical tools to support business decision-making through data interpretation, optimization models, and problem-solving techniques such as correlation, regression, linear programming, and transportation models. Total lecture, Tutorial and Practical Hours for this course (Take 15 teaching weeks per semester)			
Lectures: 60	Tutorials: 0	Practical: 0	
Course Outcomes (CO) Possible usefulness of this course after its completion i.e. how this course will be practically useful to him once it is completed. Upon completion of this course:			
CO1	Apply basic statistical techniques like measures of central tendency and dispersion to summarize business data		
CO2	Use correlation and regression analysis to interpret relationships between business variables		
CO3	Formulate and solve linear programming problems for optimizing business decisions		
CO4	Analyze and solve transportation and assignment problems using appropriate techniques		

	percentiles						
S10	Partition values – quartiles, deciles and percentiles	Problem Method	1 hr	B.B: BS-5-2 to BS-4-25	CO 1	4/2/26	2/2/26
S11	Measures of variations – Range, IQR, quartile, deciles and percentiles	Problem Method Analysis	1 hr	B.B: BS-5-2 to BS-4-25 and BS-6-2 to BS-6-40	CO 1	5/2/26	3/2/26
S12	Mean deviation	Problem Method Analysis	1 hr	B.B: BS-5-2 to BS-4-25 and BS-6-2 to BS-6-40	CO 1	9/2/26	4/2/26
S13	Standard deviation	Problem Method	1 hr	B.B: BS-5-2 to BS-4-25 and BS-6-2 to BS-6-40	CO 1	10/2/26	5/2/26
S14	Normal distribution curves	Problem Method	1 hr	B.B: BS-5-2 to BS-4-25 and BS-6-2 to BS-6-40	CO 1	11/2/26	9/2/26
S15	Revision/Doubt session on Unit-1	Lecture and Practice	1 hr	B.B: BS-1-2 to BS-6-40	CO1	12/2/26	10/2/26
Unit 2: Correlation Analysis							
S16	Correlation Coefficient	Lecture Method	1 hr	B.B :BS-7-2 to BS-4-25	CO 2	16/2/26	11/2/26
S17	Assumption of Correlation Analysis	Lecture Method	1 hr	B.B: BS-7-2 to BS-4-25	CO 2	17/2/26	16/2/26
S18	Coefficients of Determination and Correlation	Lecture Method	1 hr	B.B :BS-7-2 to BS-4-25	CO 2	18/2/26	17/2/26
S19	Coefficients of Correlation	Problem Method	1 hr	B.B :BS-7-2 to BS-4-25	CO 2	19/2/26	18/2/26
S20	Coefficients of Correlation	Problem Method	1 hr	B.B :BS-7-2 to BS-4-25	CO 2	23/2/26	18/2/26
S21	Measurement of Correlation – Karl Pearson's Methods	Problem Method	1 hr	B.B :BS-7-2 to BS-4-25	CO 2	24/2/26	20/2/26
S22	Measurement of Correlation – Karl Pearson's Methods	Problem Method	1 hr	B.B :BS-7-2 to BS-4-25	CO 2	25/2/26	23/2/26
S23	Measurement of Correlation – Spearman's Rank correlation	Problem Method	1 hr	B.B :BS-7-2 to BS-4-25	CO 2	26/2/26	24/2/26
S24	Regression: meaning, assumption, regression lines, ordinary least square method of regression;	Problem Method	1 hr	B.B :BS-8-2 to BS-4-25	CO 2	2/3/26	25/2/26
S25	Ordinary least square method of regression	Problem Method	1 hr	B.B :BS-8-2 to BS-4-25	CO 2	3/3/26	26/2/26

	Method- Economic Interpretation of the Optimum Simplex Solution					31/3/26	19/3/26
S41	Linear Programming Problem: Simplex Method- Economic Interpretation of the Optimum Simplex Solution	Lecture Method	1 hr	B.B :OR-4.2 to OR- 4.27	CO 3	13/4/26	23/3/26
S42	Methods of Solving: Graphical and Simplex, problems with mixed constraints: Duality; Concept, Significance	Lecture Method	1 hr	B.B :OR-4-2 to OR- 4-26	CO 3	21/4/26	24/3/26
S43	Methods of Solving: Graphical and Simplex, problems with mixed constraints: Duality; Concept, Significance	Lecture Method	1 hr	B.B :OR-4-2 to OR- 4-26	CO 3	15/4/26	25/3/26
S44	Mixed constraints: Duality; Concept, Significance	Lecture Method	1 hr	B.B :OR-4-2 to OR- 4-26	CO 3	16/4/26	25/3/26
S45	Revision/Doubt session on Unit-2	Lecture and Practice	1 hr	B.B :OR-1-4 to OR- 4-26	CO 3	17/4/26	30/3/26
Unit 4: Transportation and Assignment problems							
S46	General Structure of Transportation Problem	Lecture Method	1 hr	B.B :OR-5-2 to OR- 5-40	CO 4	20/4/26	13/4/26
S47	Unbalanced Transportation Problem, Alternative Optimum Solution	Lecture Method	1 hr	B.B :OR-5-2 to OR- 5-40	CO 4	21/4/26	15/4/26
S48	Methods for Finding Initial Solution	Problem Method	1 hr	B.B :OR-5-9 to OR- 5-40	CO 4	22/4/26	16/4/26
S49	Test for Optimality, Vogel's Approximation Method	Problem Method	1 hr	B.B : OR-5-16 to OR- 5-40	CO 4	23/4/26	21/4/26
S50	Different Types Methods for Finding Initial Solution by North-West Corner Rule, Least Cost Method	Problem Method	1 hr	B.B : OR-5-16 to OR- 5-40	CO 4	24/4/26	22/4/26

	B. Calculate the Mean Deviation from the mean for the following data: 12, 15, 18, 20, 22, 25, 28. Also compute the Standard Deviation and compare both measures.		
5.	A. The mean and standard deviation of a dataset are 50 and 10 respectively. Calculate the coefficient of variation and interpret its significance in comparing different datasets. B. Explain the properties and characteristics of a Normal Distribution Curve.		

Unit-2

Q. No.	Questions	Release date	Submission date
1.	a. Define correlation and explain its types. Discuss the assumptions underlying correlation analysis with suitable business examples. b. Calculate Karl Pearson's Coefficient of Correlation for the following data and interpret the result: Advertisement Expenditure (₹ Lakhs) 10 15 20 25 30 Sales (₹ Crores) 50 55 65 70 80		
2.	a. Explain the difference between Coefficient of Correlation and Coefficient of Determination (r^2). If $r = 0.85$, what percentage of variation in Y is explained by X? b. Calculate Spearman's Rank Correlation Coefficient for the following rankings given by two judges: Candidate Judge A Judge B 1 1 3 2 2 1 3 3 2 4 4 5 5 5 4	23/2/26	27/2/26
3.	a) Define regression and distinguish between correlation and regression. Explain the assumptions of regression analysis. b) Derive the regression lines Y on X and X on Y using the Ordinary Least Squares (OLS) method. Explain the significance of regression coefficients.		
4.	a) Given: Mean of X = 50, Mean of Y = 60, $\sigma_x = 5$, $\sigma_y = 8$, and $r = 0.6$. Find: I. Regression equation of Y on X II. Regression equation of X on Y III. Estimated value of Y when X = 55 b) What are the pitfalls and limitations associated with regression and correlation analysis? How can these be minimized in practical applications?		
5.	Explain the concept of positive, negative, and zero correlation with graphical representation. Provide three real-world business scenarios for each type.		

Unit-3

Q. No.	Questions	Release date	Submission date
1.	What is Linear Programming? Explain its concept, assumptions, and significance in business decision-making with suitable examples.		
2.	Solve the following LPP using the Graphical Method: Maximize $Z = 3X_1 + 4X_2$, Subject to: $2X_1 + 3X_2 \leq 12$, $3X_1 + 2X_2 \leq 12$, $X_1, X_2 \geq 0$		
3.	Convert the following LPP into standard form and solve using the Simplex Method: Maximize $Z = 5X_1 + 3X_2$, Subject to: $X_1 + X_2 \leq 4$, $2X_1 + X_2 \leq 6$, $X_1, X_2 \geq 0$		

Group-4	Drawing Regression Lines with AI Tools - How Excel AI or graphing calculators plot regression lines automatically	CO2	20	18/2/26
Group-5	AI Explaining Least Squares Method Simply - Using AI tutors to understand regression formulas better	CO2	20	18/2/26
Group-6	Solving Linear Programming Graphically with AI Drawing Tools - Using AI graphing calculators to plot feasible regions	CO3	21	20/2/26
Group-7	AI Solving Transportation Problem Formulations - Getting AI to help write LP problem constraints correctly	CO3	21	20/2/26
Group-8	Using AI to Understand Duality in Linear Programming - Simple AI explanations of primal and dual problems	CO3	21	20/2/26
Group-9	Excel Solver with AI: Finding Maximum Profit Problems - Using built-in AI tools to solve optimization problems	CO3	21	20/2/26
Group-10	AI Solving Transportation Problems: North-West Corner Method - How AI calculators find initial solutions step-by-step	CO4	21	20/2/26
Group-11	Using AI for Hungarian Method in Assignment Problems - Online AI tools that solve assignment matrices automatically	CO4	22	23/2/26
Group-12	AI Tools for Solving Mixed Constraint Linear Programming Problems	CO4	22	23/2/26
Group-13	AI Helping with Unbalanced Transportation Problems - How AI adds dummy rows/columns and solves	CO4	22	23/2/26
Group-14	Traveling Salesman Problem Solved by AI Tools - Simple AI websites that calculate shortest routes	CO4	22	23/2/26
Group-15	Checking Your Transportation Table with AI - Using AI to verify optimality tests and calculations	CO4	22	23/2/26

MAPPING PO –CO

Program Level Outcomes		PO1	PO2	PO3	PO4
CO1	Apply basic statistical techniques like measures of central tendency and dispersion to summarize business data	3	1	2	3
CO2	Use correlation and regression analysis to interpret relationships between business variables	3	1	2	3
CO3	Formulate and solve linear programming problems for optimizing business decisions	3	1	2	3
CO4	Analyze and solve transportation and assignment problems using appropriate techniques	3	1	2	3
AVG		3.0	1.0	2.0	3.0

Learning Resources

Book Bank Details:

Gupta, SP and Gupta, P.K. .Quantitative Techniques and Operation Research, Sultan Chand.

Reference Text Books:

- R1:- Vohra, N.D., Quantitative Techniques in Management, Mc Graw Hill Education.
R2:- Rajagopalan, S. & Sattanathan, R., Business Statistics & Operations Research, Mc Graw Hill Education.
R3:- Sharma, J.K., Operations Research: Problems & Solutions, Macmillan IndiaLtd.
R4:- Render, Barry, Stair, R.M., Hanna, M.E., Quantitative Analysis for Management, Pearson Education.
R5:- Bajpai, Naval, Business Statistics, Pearson Education.
R6:- UK Srivastava, Quantitative Techniques for Managerial Decisions, New Age International Publishers.

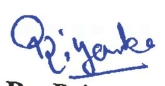
Website Links & Resources:

W1:-<https://www.geeksforgeeks.org/maths/introduction-of-statistics-and-its-types/>

W2:-<https://www.statstutor.ac.uk/>

Grading Policy

Evaluation Type	Marks
A1 :	10
A1(a) (Assignments)	
A1(b) Group Presentation	5
Total Marks for A1	15
A2: MinorExam (2hrs)	15
A3: Attendance	10
Total Internal Marks	40
External Marks	60
Total	100


Dr. Priyanka
Course Coordinator


Dr. Chetna Mahaur
Program Coordinator


Prof. (Dr.) Urvesh Chaudhery
Officiating Director

GITARATTAN INTERNATIONAL BUSINESS SCHOOL, NEW DELHI

COURSE PLAN

NAME OF FACULTY : Ms. Namrata Jain

Academic Year: 2025-26

Department:	CMS		
Programme:	BBA LLB		
Course Name: Principles of Management	Course Code: BBALLB-115	L-PSDA 4-1	Credits: 5
Type of Course :	☒ Programme Core ☐ Programme Elective ☐ Open Elective		
Pre-requisite(s), if any: Student should have basic knowledge of Organizational structure and management			
Semester	First		
Focus:	☒ Employability ☐ Entrepreneurship ☐ Skill Development ☒ Basic Knowledge		
Objective of the Course			
The objective of this course is to:			
(i) Develop an understanding of the evolution of Management as a discipline of study and impart knowledge of underlying conceptual and theoretical foundations, perspectives and approaches critical for practice of management; (ii) Provide an overview of various managerial functions, systems and processes that the managers are routinely engaged with while discharging their roles and responsibilities and make the students acquainted with the tools and techniques used for management			
Total lecture, Tutorial and Practical Hours for this course (Take 15 teaching weeks per semester)			
Lectures: 40	Tutorial : 0	PSDA-1	
Course Outcomes (COs)			
CO1	Enhanced disciplinary knowledge with core understanding of basic and principal concepts with clarity and precision;		
CO2	Equip students about kinds of planning and its interrelationship with process of controlling		
CO3	Polished communication skills and in-depth understanding as to dimensions and barriers to communication enabling them to handle management related problems tactfully and professionally.		

PROGRAMME OUTCOMES (POs)

PO1	Improve critical self-reflection and interpersonal skills
PO2	Sharpen managerial, entrepreneurial and leadership competency
PO3	Learn the art of managing themselves and the clients, which are equally important to become a successful legal professional
PO4	Management and Law Programme is important in an extremely competitive area and challenging area of Corporate Law which requires strong communication skills and sharp interpersonal skills
PO5	Provide insights into organizational behavior, working in a team and building a team.

LECTURE PLANNING

Session No	Topic and Unit	Teaching Pedagogy	Duration	Learning Resources	CO to be Covered	Planned date of delivery	Actual date of delivery
UNIT-1: INTRODUCTION TO MANAGEMENT							
S1	Definitions, Nature, Functions, Process and Significance	Lecture & Discussion	1hr	BB Pg (1-5)	CO1	1.9.2025	1.9.2025
S2	Managerial levels, Functions	Lecture & Discussion	1hr	BB Pg (22-30)	CO2	2.9.2025	2.9.2025
S3	Roles and Responsibilities of Manager	Lecture & Discussion	1hr	BB Pg (34-35)	CO1	3.9.2025	3.9.2025
S4	Historical, Theoretical and Critical Perspectives of the management	Lecture & Discussion	1hr	BB Pg (37-39)	CO1	4.9.2025	4.9.2025
S5	Various Schools of Management	Flipped Learning	1hr	BB Pg (48-90)	CO1	8.9.2025	8.9.2025
S6	Thought and Approaches: Classical & Neo-Classical Approach	Flipped Learning	1hr	BB Pg (51-78)	CO1	9.9.2025	9.9.2025
S7	Evolution of Management: Early Contributions, Taylor and Scientific Management	Lecture & Discussion	1hr	BB Pg (51-68)	CO1	10.9.2025	10.9.2025
S8	Fayol's Administrative Management	Lecture & Discussion	1hr	BB Pg (51-68)	CO1,CO2	11.9.2025	11.9.2025
S9	Bureaucracy, Hawthorne Experiments and Human Relations Approach	Lecture & Discussion	1hr	BB Pg(68-76)	CO1,CO2	15.9.2025	15.9.2025
S10	Social System approach , Contingency Approach	Lecture & Discussion	1hr	BB Pg(83-90)	CO1,CO2	16.9.2025	16.9.2025
Revision							
UNIT-2: PLANNING AND CONTROLLING							
S11	Planning: Nature, scope, Process and Types, Objectives, Features and Limitations	Lecture & Discussion	1hr	BB Pg(113-117, 122-124, 126)	CO2	17.9.2025	17.9.2025
S12	Types of Plans-Strategic, Tactical & Operational Plans;	Lecture & Discussion	1hr	BB Pg (186)	CO2	18.9.2025	18.9.2025
S13	Planning Process; Interrelationship of Planning and Control	Flipped Learning	1hr	BB Pg 128-129)	CO2	19.9.2025	19.9.2025
S14	Nature and Scope of Control	Lecture & Discussion	1hr	BB Pg (647-649)	CO2	22.9.2025	22.9.2025
S15	Types of Controls and Control Systems	Lecture & Discussion	1hr	BB Pg (651-653)	CO2	23.9.2025	24.9.2025
S16	Process of Controlling;	Lecture & Discussion	1hr	BB Pg (658-659)	CO2	24.9.2025	25.9.2025
S17	Features of Effective Control System	Lecture & Discussion	1hr	BB Pg (662-663)	CO2	25.9.2025	26.9.2025
S18	Traditional and Modern Techniques of Control;	Lecture & Discussion	1hr	BB Pg (667-697)	CO2	26.9.2025	1.10.2025

S19	Decision Making: Context, Process,	Lecture & Discussion	1hr	BB Pg (228-231)	CO2	29.9.2025	4.10.2025
S20	Models and Techniques	Lecture & Discussion	1hr	BB Pg (246-255)	CO2	30.9.2025	6.10.2025
Revision							
UNIT-3: ORGANIZING AND STAFFING							
S21	Organizational Structures: Principles and Design: Meaning	Lecture & Discussion	1hr	BB Pg(315-323)	CO1,CO2	1.10.2025	13.10.2025
S22	Structure, Elements of Design	Lecture & Discussion	1hr	BB Pg(315-323)	CO1,CO2	4.10.2025	13.10.2025
S23	Types of Organization Structures	Lecture & Discussion	1hr	BB Pg(323-324)	CO1,CO2	6.10.2025	14.10.2025
S24	Factors influencing choice of Organization Structure	Lecture & Discussion	1hr	BB Pg(228-229)	CO1,CO2	13.10.2025	15.10.2025
S25	External and Internal factors	Lecture & Discussion	1hr	BB Pg (317)	CO1,CO2	14.10.2025	15.10.2025
S26	Staffing: Definition, Nature and Importance of Staffing	Flipped Learning	1hr	BB Pg (433-435)	CO1,CO2	15.10.2025	16.10.2025
S27	Human Resources Planning, Job Design and Analysis	Flipped Learning	1hr	BB Pg (436-444)	CO1,CO2	16.10.2025	17.10.2025
S28	Job Design and Analysis Recruitment, Selection, Training and Development,	Lecture & Discussion	1hr	BB Pg (445)	CO1,CO2	17.10.2025	24.10.2025
S29	Performance Management	Lecture & Discussion	1hr	BB Pg(449-456)	CO1,CO2	24.10.2025	25.10.2025
S30	Employee Retention, Separation and Succession Planning	Lecture & Discussion	1 hr	BB Pg (231-238, 246-255)	CO1,CO2	27.10.2025	28.10.2025
Revision							
UNIT-4: COMMUNICATION, COORDINATION AND CONFLICT MANAGEMENT							
S31	Communication Process	Lecture & Discussion	1hr	BB Pg (607)	CO3	28.10.2025	29.10.2025
S32	Models of Communication: Interactive and Transactive	Lecture & Discussion	1hr	BB Pg (632-634)	CO3	29.10.2025	30.10.2025
S33	Forms of Organizational Communication	Lecture & Discussion	1hr	BB Pg (610-631)	CO3	30.10.2025	31.10.2025
S34	Dimensions of Communication; Communication Barriers;	Lecture & Discussion	1 HR	BB Pg (635-638)	CO3	31.10.2025	12.11.2025
S35	Skills and Techniques for Effective Communication	Lecture & Discussion	1hr	BB Pg (639-641)	CO3	12.11.2025	13.11.2025
S36	Coordination through Management Functions	Flipped Learning	1hr	BB Pg (409-410)	CO3	13.11.2025	14.11.2025
S37	Managing Conflicts: Defining Conflict	Lecture & Discussion	1hr	BB Pg (421,429)	CO3	14.11.2025	17.11.2025
S38	Functional Aspects of Conflict	Lecture &	1hr	BB Pg (425-	CO3	17.11.2025	18.11.2025

				426)			
S39	Sources of Conflict, Stages of Conflict,	Lecture & Discussion	1hr	BB Pg (424)	CO3	18.11.2025	19.11.2025
S40	Resolution process and techniques	Lecture & Discussion	1hr	BB pg 547 - 549	CO3	19.11.2025	20.11.2025
Revision							

PSDA AS PER UNIVERSITY: 1 PERIOD PER WEEK

Unit/Week	S.No	PSDA ACTIVITIES	METHODOLGY	LEARNING RESOURCE MATERIALS	TIME	CO
Unit 1 Week 1	1.	Select few organizations and study their management systems and processes- Google (Alphabet Inc.) : A leading tech giant known for its innovative management practices and strong emphasis on creativity and employee empowerment	Research	Books/Research Article	1hr	CO1
Unit 1 Week 2	2.	Study their management systems and processes Toyota : Renowned for its lean manufacturing and just-in-time production systems, Toyota offers insights into efficient manufacturing and continuous improvement processes	Case Study	Books/ Judgment	1hr	CO1
Unit 1 Week 3	3.	Amazon : Known for its customer-centric approach and advanced logistics, Amazon provides a look into e-commerce, supply chain management, and technological innovation.	Discussion Method	Books/ Research Articles	1hr	CO1
Unit 2 Week 4	4.	Assignments requiring students to observe the actual practices of management followed and tasks performed by managers and map them to various functions of management.	Discussion	Books	1hr	CO1, CO2
Unit 2 Week 5	5.	Activity: Do a comparative study of management practices of Public Sector and Private Sector	Discussion	Books	1hr	CO1, CO2

		organizations				
Unit 2 Week 6	6.	Discussion: Participate in organizing various events and activities of the School/Institute/University and prepare a narrative account on the management concepts, tools and techniques applied.	Discussion Method	Books/ Research Articles	1hr	CO2, CO3
Unit 3 Week 7	7.	Case analysis: Power and politics	Research	Books	1hr	CO3
Unit 3 Week 8	8.	Activity: Prepare a statement of personal values and value system	Discussion	Books	1hr	CO3
Unit 3 Week 9	9.	Activity: Understanding globalization and diversity issues pertaining to organizational behaviour	Discussion Method	Books	1hr	CO3
Unit 3 Week 10	10.	Case analysis Do a critical analysis of few of current management practices regarding student services and suggest scope for improving managerial effectiveness and efficiency.	Group discussion	Books/Research Article - High Integrity and Quality	1hr	CO3
Unit 4 Week 11	11.	Presentation- Conflict Management	Presentation Method	Books/Research Article	1hr	CO3
Unit 4 Week 12	12.	Presentation on resolution process and techniques	Presentation Method	Books/Research Article	1hr	CO3
Unit 4 Week 13	13.	Role play of Performance Management	Role Play Method	Books/Research Article	1hr	CO3
Unit 4 Week 14	14.	Presentation on Communication Process	Presentation Method	Books/Research Article	1hr	CO3
Unit 4 Week 15	15.	Conduct Quiz on Organizational Structures	Quiz Method	Books/Research Article	1hr	CO3

Unit-1			
Q. No.	Questions	Release date	Submission date
1.	What is Management? Explain the scope and importance of management.	16.9.2025	21.9.2025
2.	Management aims at both enhancing the efficiency of resource utilization and improve organizations performance. Discuss		
3.	Describe the four principal activities of the management process. How do their required managerial skills differ in the organizational hierarchy?		
4.	"No approach of management is the best approach to manage organizations today". Elucidate it.		
5.	Briefly explain the Hawthorne experiment.		
Unit-2			
Q. No.	Questions	Release date	Submission date
1.	Explain the concept and significance of Planning.	1.10.2025	6.10.2025
2.	In a rapidly changing business environment, planning process has become increasingly complex and challenging. Enunciate.		
3.	Explain the various types of planning with their usage in the organization. How Planning is different from Controlling?		
4.	Write a short note on Decision-making.		
5.	Controlling is an essential process of effective management. Discuss		
Unit-3			
Q. No.	Questions	Release date	Submission date
1.	Explain the various principles of organizing.	17.10.2025	24.10.2025
2.	Explain the different types of organizational structures with the examples of organizations having those structures.		
3.	What is recruitment? Explain the difference between recruitment and selection.		
4.	Define staffing. Explain the factors affecting staffing.		
5.	Describe the various steps of Job Analysis.		
Unit-4			
Q. No.	Questions	Release date	Submission date
1.	Explain the various barriers to communication and how these barriers can be removed?	12.11.2025	18.11.2025
2.	What is an organizational conflict? How it can be managed?		
3.	How do cultural differences impact communication, and what strategies can be used to overcome them?		
4.	How can early identification of "latent conflict" help in conflict prevention?		
5.	What role does effective communication play throughout the conflict resolution process?		

2. K. Ghuman & K. Aswathappa, Management: Concepts, Practice and Cases, Tata McGraw Hill Education Private Limited, New Delhi, 2010
3. H. Koontz, Essentials of Management, McGraw Hill Education, New Delhi, 2015 (10th Edn.)
4. Andrew W. Ghillyer, Management - A Real World Approach, McGraw Hill Education, New Delhi, 2011 (2nd Edn.)
5. James A.F. Stoner, R. Edward Freeman & Daniel R. Gilbert, Management, Pearson Education, New Delhi, 2010 (8th Edn.)

Website Links & Resources:

1. <https://lilhaeducationcentre.in/wp-content/uploads/2020/05/CHAPTER-2-CASE-STUDIES-1.pdf>
2. <https://www.youtube.com/watch?v=aGAtSkI4288>

Grading Policy

Evaluation Type	Marks
A1 :	
A1(a) CTs	10
A1(b) Assignments & Presentations	5
Total Marks for A1	15
A2: Minor Exam (2hrs)	15
A3: Attendance	10
Total Internal Marks	40
External Marks	60
Total	100


Course Coordinator
Ms. Namrata Jain


Program Coordinator
Dr. Nidhi Sharma


Director
Prof. (Dr.) Vikas Nath