



ECONOMICS - SYLLABUS

(Under CBCS w.e.f. 2017 – 2018 onwards)

Degree : BBA	Branch : Business Administration	Subject Code : 17 UBN A11
PART - III ALLIED	Title : BUSINESS ECONOMICS	
Semester : I	HOURS : 6 hours / Week	CREDITS : 5

Objectives:

To make the students to understand the concepts and principles to be applied in Business and Management.

To enrich the knowledge of the students in the field of business and develop employment skills to become entrepreneur.

UNIT-1: Definition of Business Economics – Nature-Scope- Importance- Limitations –Role of Business Economics- Economics Vs Business Economics .

UNIT-2: Utility Analysis - Law of Diminishing Utility – Demand – Types – Measurement of Elasticity of Demand -Uses and factors affecting Elasticity of Demand- Demand Forecasting - Meaning – Demand Forecasting for New Products and Established Products.

UNIT-3 : Costs – Concepts – Types –Cost Curves - Revenue Concepts - Equilibrium –meaning – conditions – Break Even Analysis .

UNIT-4: Market Structures – Perfect competition – Imperfect – Monopoly, discriminating monopoly – Monopolistic Market – Excess capacity – Oligopoly (Features only).

UNIT- 5: Pricing – Meaning – Objectives of pricing policy – Types of pricing methods – Pricing policies – Profit – Meaning – Profit Forecasting – Methods.

TEXT BOOKS: S.Sankaran - Managerial Economics, Margham Publishers, Chennai

REFERENCE BOOKS

1. M.L.Jhingan, Managerial Economics, Vrinda publications, New Delhi, 2013. (Unit-1,2 and 3 : Chapter – 1,4,5,6,20,21,22,23,24,25,and 26)
2. Lokanathan.V. 1989, Principles of Economics, Sultan Chand & Sons , New Delhi. (Unit-3 and 4 : Chapter – 10, 11,13,15, 16 and 17)
3. H.L.Ahuja, Business Economics , S.Chand & Co Ltd.. New Delhi.2000 . (Unit-3 : Chapter – 14 and 15)
4. Sundaram KPM & Sundaram, E.N.2000, Business Economics, Sultan Chand & Sons, New Delhi.(Unit-2 : Chapter – 5 and 27)
5. R.L.Varshney & K.L.Maheswari, Managerial Economics , Sultan Chand & sons, New Delhi. (Unit-1,5 and 6 : Chapter – 1,3, 14, 15,17,18,20 and 28)



ECONOMICS - SYLLABUS

(Under CBCS w.e.f. 2017 – 2018 onwards)

Degree : BBA	Branch : Business Administration	Subject Code : 17UBNC11
PART - III CORE	Title : BUSINESS ENVIRONMENT	
Semester : I	HOURS : 6 hours / Week	CREDITS : 5

Objectives:

To make the students to aware about various aspect of Business Environment.

To help the students to understand the functioning of economic system and its impact on Business.

UNIT-1 ; Business Environment – Introduction - Meaning – Definition – Nature – Significance - Factors affecting Business environment – Social, Economic and Political factors.

UNIT-2 : Business and Society – Social Responsibilities of Business towards Shareholders, Employees, Customers, Dealers and Vendors, Community and Government – Arguments for and Against of Social Responsibilities.

UNIT-3 : Business Ethics – meaning – Definition – Characteristics of Business ethics – Factors influencing to make ethical decision and Unethical decision – Business ethics in India – Unethical practices – Consumer oriented, Employee oriented, Government and Community oriented.

UNIT-4 ; Privatization – Meaning –Definition - Ways of privatization – merits and limitations of Privatization – Arguments against privatization- Public Sector enterprises – Objectives- Advantages and Disadvantages.

UNIT-5 ; Business and Economic System – meaning - Socialism, Capitalism and Mixed Economy –Features – Impact of economic system on Business.

TEXT BOOK:

Francis Cherunilam - Business Environment Text and Cases, Himalaya Publishing House, Mumbai. 2002.

REFERENCE BOOKS :

1. Aswathappa K., Essentials of Business Environment, Himalaya Publishing House, Mumbai. 2001. (Unit-1,2 and 5 : Chapter – 3,5,17,18)
2. C.B.Gupta , Business Environment, Sultan Chand & Sons New Delhi. 2007. (Unit-2 : Chapter – 8,9,10,11,12and 29)
3. P.K.Dhar, Indian Business Environment, Kalyani Publishers, New Delhi.2007. (Unit-1,2 and 5 : Chapter – 1)
4. Indian Economy – I.C Dhingra (Unit-2 and 3 : Chapter – 12,16, 19,20 and 21)



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Degree : BBA	Branch : Business Administration	Subject Code : 17 UBN A21
PART - III ALLIED	Title : MONEY AND BANKING	
Semester : II	HOURS : 6 hours / Week	CREDITS : 5

Objectives:

To make the students to understand the concepts and theories applied in banking operations.

To give an exposure to the students about the operation of money market and financial institutions.

UNIT-1; Definition of money- difficulties of barter system -functions of money –primary, secondary and contingent functions-money in a developing economy.

UNIT-2 : Quantity theory : the transaction approach –assumptions-criticism- the cash balance approach –Marshall, Pigou, Robertson

UNIT-3: Inflation; meaning –kinds of inflation- consequences of inflation – Deflation- Trade cycle-meaning phases of a trade cycle – control of trade cycle.

UNIT-4: Functions and role of commercial banks -Banking facilities to business agriculture, small entrepreneurs and social welfare activities.

UNIT-5: Money market –definition–importance of money market-central banking –nature and functions-methods of credit control- Quantitative and qualitative -Reserve Bank of India and its functions. Non-banking Institutions like UTI, LIC and Mutual Funds.

TEXT BOOK :

Paul, R.R.1999 Money and Banking, Kalyani Publishers, New Delhi

REFERENCE BOOKS :

1. Sundaram,K.P.M and Sundaram,E.N Money, banking and international trade, Sultan chand &sons New Delhi. (Unit-1,2 and 5 : Chapter – 10)
2. Sethi, T.T. 1987 Money, Banking and International Trade, S.Chand & Co, New Delhi. (Unit-1,2,3,4 and 5 : Chapter – 1,2,5,16,21,24,25 and 28)
3. K.K.Dewett, Modern Economic theory, S.Chands & Co Publications,New Delhi. (Unit-3,4 and 5 : Chapter – 52,53 and 56)



ECONOMICS - SYLLABUS

(Under CBCS w.e.f. 2017 – 2018 onwards)

Degree : BBA	Branch : Business Administration	Subject Code :
PART - III	Title : INDIAN ECONOMIC SYSTEM	17 UBN C21
CORE		
Semester : II	HOURS : 6 hours / Week	CREDITS : 5

Objectives:

To develop knowledge of the students about various economic system and its important elements.

To enable the students to know the sector wise operations in the economy and its role in the country's economic development.

UNIT-1: Introduction - Features of Indian economy – characteristics of developing economy – Economic System — features of Mixed Economy – Economic Growth Vs Economic Development – Factors determining Economic Development.

UNIT-2: Population in India – causes, consequences and measures to control – Population policy - Capital formation in India – Sources of Capital formation - Causes for Low rate of Capital formation –Sources of Foreign capital - Importance of Foreign capital-Trends in growth of National Income.

UNIT-3: Primary sector – Role of agriculture in Indian economy – Causes for low agricultural productivity - Green revolution – Nature and effects – Agricultural price policy.

UNIT-4: Secondary sector – Industrial policy 1991 – Role of small scale and cottage industries in Indian economy – Problems – Government measures – Industrial Finance – IFCI, IDBI, ICICI and SFC - Merits and limitations of Globalization.

UNIT- 5: Tertiary sector – Commercial banks and economic development – Foreign direct investment – Merits and limitations – Objectives of Economic Planning - Achievements and failures-Employment generation schemes(IRDP,TRYSEM,JRY).

TEXT BOOK : Indian Economy – Sankaran, Margham publishers, Chennai.

REFERENCE BOOKS:

1. Indian Economy – Dutt & Sundharam, S.Chand & company Ltd, New Delhi 2009. (Unit-4 and 5 : Chapter – 10,43 and 44)
2. Indian Economy – I.C Dhingra, Sultan Chand & Sons, New Delhi, 2010. (Unit-2 and 3 : Chapter – 12,16, 19,20 and 21)
3. Indian Economy - Misra, Puri & Sharma, Himalaya Publishing House, New Delhi 2001. (Unit-1,2,3,4 and 5 : Chapter – 1,2,3,4,8,10,13,14, 15,18, 19, 21,27,28,33,34,35,36,37,39,41,and 42)
4. Modern Economic theory – K.K.Dewett, S.Chands & Co Publications, New Delhi (Unit-1 : Chapter – 71,72 and 74)



Degree : BBA	Branch : Business Administration	Subject Code : 17UBNC32
PART - III	Title : MODERN BANKING	
CORE		
Semester : III	HOURS : 6 hours / Week	CREDITS : 5

Objectives:

To make the students to understand the concepts and theories applied in Banking Operations.

To give an Exposure to the students about the operation of e-Banking and its system.

UNIT –I: Introduction: Origin of banks – Types of bank – Unit banking – Branch banking – merits and demerits- Modern banking – Meaning – Importance.

UNIT-II: Banking instruments: Cheques – Meaning – Types - Crossing- Types of crossing- Draft – Meaning – Comparison between Cheque and Draft - Endorsement- Meaning – Types.

UNIT-III: Collecting Banker: Meaning – Duties - Paying Banker –Meaning- Responsibilities.- Bank Lending – Principles of Sound Lending policy.

UNIT –IV: Electronic Banking: Traditional Banking Vs Modern Banking. E-Banking – Meaning – Activities – Advantages and Limitations - E-Banking in India.

UNIT –V: Trends in E- Banking: Online Banking – Concept and Meaning- Credit Card and Debit Card – Meaning, Uses and Difference between Credit Card and Debit Card. Mobile banking - Virtual Banking - E-payments – Electronic Fund Transfer(EFT)- Automatic Teller Machine(ATM)- Uses – Electronic Money Transfer - Uses of EMT.

TEXT BOOKS:

1. E.Gorden and K.Natarajan - Banking Theory, Law and Practice, Himalaya Publishing House Pvt Ltd, Mumbai.(2010) .

Reference Books:

1. Banking Theory, Law and Practice – P.N. Varshney, Sultan Chand & Co. (Unit-2and3 : Chapter – 8 to 10 and 15)
2. Banking Theory and Practice – P.K.Srivastava, Himalaya Publishing House Pvt Ltd. (Unit-1,2and 3 : Chapter – 4 to 6 and 15)
3. Banking Theory, Law and Practice – S.Gurusamy, Vijay Nicole Imprints (P)LtD,Chennai. (Unit-2,3 and 5 : Chapter – 11,13,15, 19, 22 to 24)



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Degree : BBA	Branch : Business Administration	Subject Code : 17UBNC43
PART - III CORE	Title : INDUSTRIAL RELATIONS	
Semester : IV	HOURS : 6 hours / Week	CREDITS : 5

Objectives:

- To make the students to understand the conditions of industrial relations in India.
- To enhance the knowledge of the students about various concepts and role of institutions in industrial relations.
- To develop the skills of the students about situation handling in industries.

Unit- 1: Industrial relations: - Definition of Industrial Relations-Factors affecting Industrial Relations- Importance – Need for good Industrial Relations – Role of Industrial Relations in Economic development.

Unit -2: Industrial conflict: - Industrial disputes – Meaning –Causes of Industrial Disputes-Types- Machinery for settlement of Industrial disputes -Works committee, Conciliation, Adjudication, Voluntary Arbitration.

Unit-3: Collective Bargaining: - Meaning–Nature-Types-Importance of collective bargaining – Process of collective bargaining –suggestions to improve collective bargaining

Unit- 4: Discipline & Grievance handling: -Discipline – Meaning – Causes of indiscipline-Codes of discipline- Principles of hot stove rule –Principles of natural Justice- Grievance – Meaning –Sources, Level of Grievance – Benefits of Grievance system.

Unit-5: Workers participation in management and Trade union: - Meaning of workers participation – Forms of workers participations in management – Works committee, Joint Management councils, Quality circle- Trade union- Meaning- Definition – Functions of Trade union – Rights of trade union- Problems- Measures to improve the strength of Trade union.

TEXT BOOK: Matoria and Gankar, Dynamics of industrial Relations, Himalaya Publishing House Pvt Ltd, Mumbai.

REFERENCE BOOKS:

1. Industrial Relations and labour Legislations – Dr. M.R. Srinivasan, Margham Publications, Chennai. (Unit-1,2,3 and 5 : Chapter – 1,2 and 4)
2. Personnel and Human Resource Management (Text & Cases) – Subbarao. B.P, Himalaya Publishing House Pvt Ltd. (Unit-1,2,3,4and 5 : Chapter – 24 to 29)
3. Personnel Management – J.Jeyasankar, Margham Publications, Chennai. (Unit-2 to 5 : Chapter – 15,16, 23 and 24)



ECONOMICS - SYLLABUS

(Under CBCS w.e.f. 2017 – 2018 onwards)

Degree : B.Com	Branch : Commerce	Subject Code : 17 UCE A11
PART - III ALLIED	Title : MANAGERIAL ECONOMICS	
Semester : I	HOURS : 6 hours / Week	CREDITS : 5

Objectives:

To make the students to understand the concepts and principles to be applied in Business and Management.

To enrich the knowledge of the students in the field of business and develop employment skills to become Entrepreneur.

UNIT-1: Introduction - Definition – Nature and scope of managerial Economics - Economics Vs Managerial Economics – Role and responsibilities of a managerial Economist -Objectives of a Modern Business Firm.

UNIT-2: Demand Analysis - Law of Demand –demand determinants – demand distinction - Elasticity of demand – Measurement of Elasticity of demand - Factors determining Elasticity of demand – Uses of Elasticity of demand.

UNIT-3: Demand or Sales forecasting - Meaning – Factors involved in forecasting – Importance – Methods of Forecasting an Established product and a New product.

UNIT-4: Price analysis – price determination under various market forms - Perfect competition, Monopoly, Monopolistic competition – Oligopoly (Features only) - Pricing policies - Pricing methods – Skimming pricing, penetration pricing, differential pricing and product line pricing.

UNIT- 5: Nature of profit – profit planning – Break Even analysis – concept, uses and limitations – Profit Forecasting – Methods.

TEXT BOOKS: S.Sankaran - Managerial Economics, Margham Publishers, Chennai

REFERENCE BOOKS

- 1 M.L.Jhingan, Managerial Economics, Vrinda publications, New Delhi, 2013. (Unit-1,2 and 3 : Chapter – 1,4,5,6,20,21,22,23,24,25,and 26)
2. Lokanathan.V. 1989, Principles of Economics, Sultan Chand & Sons , New Delhi. (Unit-3 and 4 : Chapter – 10, 11,13,15, 16 and 17)
3. H.L.Ahuja, Business Economics , S.Chand & Co Ltd.. New Delhi.2000 . (Unit-3 : Chapter – 14 and 15)
4. K.K.Dewett, Modern Economic theory, S.Chands & Co Publications,New Delhi. (Unit-3,4 and 5 : Chapter – 52,53 and 56)
5. R.L.Varshey & K.L.Maheswari, Managerial Economics , Sultan Chand & sons, New Delhi. .(Unit-4 and 5 : Chapter – 1,3, 14, 15,17,18,20 and 28)



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ECONOMICS - SYLLABUS

(Under CBCS w.e.f. 2017 – 2018 onwards)

Degree : B.Com	Branch : Commerce	Subject Code :
PART - III	Title : ECONOMIC DEVELOPMENT	17 UCE A21
ALLIED	OF INDIA	
Semester : II	HOURS : 6 hours / Week	CREDITS : 5

Objectives:

To develop knowledge of the students about various economic system and its important elements.

To enable the students to know the sector wise operations in the economy and its role in the country's economic development.

UNIT-1: Features of Indian economy – characteristics – under developed or developing economy – India as a mixed economy – population in India – causes, consequences and control. Capital formation in India – causes for low rate of capital formation – importance foreign capital.

UNIT-2: Primary sector – Role of agriculture in Indian economy – Causes for low agricultural productivity- Green revolution – nature and effects – food security – Agricultural price policy.

UNIT-3: Secondary sector – Industrial policy 1991 – Role of small scale and cottage industries in Indian economy – Problems – Government measures – Industrial Finance – IFCI, IDBI, ICICI and SFC. Public sector undertakings – objectives – Performance of public sector undertaking – Privatisation in India.

UNIT-4: Tertiary sector – Commercial banks and economic development –India's foreign trade – composition – pattern and direction of India's exports and imports – Export promotion measures – EXIM bank and role in India's foreign trade.

UNIT- 5: Planning – Last two five year plans – Objectives, achievements and failures – Anti poverty measures – Employment generation schemes(IRDP,TRYSEM,JRY) – Trends in the growth of national income.

TEXT BOOK : Indian Economy – Sankaran, Margham publishers, Chennai.

REFERENCE BOOKS:

1. Indian Economy – Dutt & Sundharam, S.Chand & company Ltd, New Delhi 2009. (Unit-4 and 5 : Chapter – 10,43 and 44)
2. Indian Economy – I.C Dhingra, Sultan Chand & Sons, New Delhi, 2010. (Unit-2 and 3 : Chapter – 12,16, 19,20 and 21)
3. Indian Economy - Misra, Puri & Sharma, Himalaya Publishing House, New Delhi 2001. (Unit-1,2,3,4and5:Chapter–1,2,3,4,8,10,13,14,15,18,19, 21,27,28,33,34,35,36,37,39,41,and 42)
4. Modern Economic theory – K.K.Dewett, S.Chands & Co Publications, New Delhi (Unit-1 : Chapter – 71,72 and 74)



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ECONOMICS - SYLLABUS
(Under CBCS w.e.f. 2017 – 2018 onwards)

Degree : B.Com (CS)	Branch : Corporate Secretaryship	Subject Code : 17 UCP A31
PART - III ALLIED	Title : MANAGERIAL ECONOMICS	
Semester : III	HOURS : 6 hours / Week	CREDITS : 5

Objectives:

To make the students to understand the concepts and principles to be applied in Business and Management.

To enrich the knowledge of the students in the field of business and develop employment skills to become Entrepreneur.

UNIT-1: Introduction - Definition – Nature and scope of Managerial Economics - Economics Vs Managerial Economics – Role and responsibilities of a managerial Economist -Objectives of a Modern Business Firm.

UNIT-2: Demand Analysis - Law of Demand –demand determinants – demand distinction - Elasticity of demand – Measurement of Elasticity of demand - Factors determining Elasticity of demand – Uses of Elasticity of demand.

UNIT-3: Demand or Sales forecasting - Meaning – Factors involved in forecasting – Importance – Methods of Forecasting an Established product and a New product.

UNIT-4: Price analysis – price determination under various market forms - Perfect competition, Monopoly, Monopolistic competition – Oligopoly (Features only) - Pricing policies - Pricing methods – Skimming pricing, penetration pricing, differential pricing and product line pricing.

UNIT- 5: Nature of profit – profit planning – Break Even analysis – concept, uses and limitations – Profit Forecasting – Methods.

TEXT BOOKS

S.Sankaran - Managerial Economics, Margham Publishers, Chennai

REFERENCE BOOKS

1. M.L.Jhingan, Managerial Economics, Vrinda publications, New Delhi, 2013. (Unit-1,2 and 3 : Chapter – 1,4,5,6,20,21,22,23,24,25,and 26)
2. Lokanathan.V. 1989, Principles of Economics, Sultan Chand & Sons , New Delhi. (Unit-3 and 4 : Chapter – 10, 11,13,15, 16 and 17)
3. H.L.Ahuja, Business Economics , S.Chand & Co Ltd.. New Delhi.2000 . (Unit-3 : Chapter – 14 and 15)
4. K.K.Dewett, Modern Economic theory, S.Chands & Co Publications,New Delhi. (Unit-3,4 and 5 : Chapter – 52,53 and 56)
5. R.L.Varshay & K.L.Maheswari, Managerial Economics , Sultan Chand & sons, New Delhi. .(Unit-4 and 5 : Chapter – 1,3, 14, 15,17,18,20 and 28)



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ECONOMICS - SYLLABUS
(Under CBCS w.e.f. 2017 – 2018 onwards)

Degree : B.Com (CS)	Branch : Corporate Secretaryship	Subject Code : 17 UCP A41
PART - III ALLIED	Title : BUSINESS STATISTICS	
Semester : IV	HOURS : 6 hours / Week	CREDITS : 5

Objectives:

To understand the basic concepts of Business Statistics.

To enrich the knowledge of the students to use tabulation, Classification and Frequency distribution in business decision.

To make the students to understand the calculation of averages, correlation, regression and time series analysis.

Unit – I: Introduction: Statistics – Meaning – Functions – Importance – Limitations – Data: Primary and Secondary data- Census and Sampling – Classification Tabulation – Presentation – Diagrammatic and Graphic Representation.

Unit – II: Measures of Central Tendency: Arithmetic Mean-Median- Mode- Harmonic Mean and Geometric Mean-Merits and Demerits- Mathematical Properties.

Unit – III: Measures of Dispersion: Range-Standard Deviation and Co-efficient of Variation.

Unit – IV: Correlation and Regression: Meaning –Types - Methods of Correlation- Scatter, Graphic, Karl Pearson’s and Rank Correlation- Regression Analysis – Line – Equations – Least Square Method (Deviation Taken from Actual and Assumed Mean)

Unit – V: Time Series: Meaning-Components – Methods of determining Trend- GraphicMethod- Semi Average method- Moving Average method- Least Square Method.

TEXT BOOK:

Statistical Methods – S.P.Gupta

REFERENCE BOOKS:

1. Statistical Methods – S.C.Gupta & Indra Gupta, Himalaya Publishing House Pvt Ltd. (Unit- 1,2,3,4 and 5 :Chapter – 2 to 6, 8 ,9 and 11)
2. Statistical Methods – M.Manoharan, Palani paramount Publications, Palani. (Unit-1,2,3,4 and 5 : Chapter – 1 to 7, 9, 10 and 13)
3. Statistics – R.S.N Pillai and V. Bagavathi, S.Chand & Co Ltd, New Delhi. (Unit-1,2,3,4 and 5 : Chapter – 1 to 10, 12,13 and 15)

Passed in the BOS Meeting held on 15-3-2017

Signature of Chairman/HOD



ECONOMICS - SYLLABUS

(Under CBCS w.e.f. 2017 – 2018 onwards)

PART - IV NME	Title : DISASTER MANAGEMENT	Subject Code : 17 UES N31
Semester : III	HOURS : 2 hours / Week	CREDITS : 2

Objectives:

To enhance the knowledge of students about disasters and their consequences and disaster management in India.

To expose the role of government personnel, representatives of private voluntary agencies, and other individuals interested in disaster management.

To know the ways of disaster management for both natural disasters (i.e., earthquakes, floods, hurricanes) and man-made disasters (i.e., famine, drought)

Unit -I: Introduction

Disaster: Definition- Factors and Significance-Difference between Hazard and Disaster-Natural and Manmade Disasters:-Difference-Nature-Types and Magnitude.

Unit -II: Consequences of Disasters

Repercussions of Disasters and Hazards: Economic Damage-Loss of Human and Animal Life- Destruction of Ecosystem.

Unit -III: Global Perspective (Natural Disasters)

Study of Environmental Impacts Induced By Human Activity- Types of Hazards- Earthquakes- Volcano- Cyclones- Tsunami- Flood- Droughts and Famines- Landslides and Avalanches.

Unit -IV: Global Perspective (Man-Made Disasters)

Nuclear Reactor Meltdown- Industrial Accidents- Oil Slicks and Spills- Outbreaks of Disease and Epidemics- War and Conflicts.

Unit -V: Disaster Management

Disaster management-Definition-Relief and Rehabilitation- Role of National and International Agencies in Disaster Management- National Disaster Policy of India (Salient Features).

BOOKS RECOMMENDED:

1. Bryant Edwards (2005): Natural Hazards, Cambridge University Press, U.K.
2. Carter, W. Nick, 1991: Disaster Management, Asian Development Bank, Manila.
3. Central Water Commission, 1987, Flood Atlas Of India, Cwc, New Delhi.
4. Central Water Commission, 1989, Manual Of Flood Forecasting, New Delhi.
5. Government Of India, 1997, Vulnerability Atlas Of India, New Delhi.
6. Sahni, Pardeep Et.Al. (Eds.) 2002, Disaster Mitigation Experiences And Reflections. Prentice Hall Of India, New Delhi.
7. .R. Nishith, Singh AK 2012 Disaster Management in India:Perspectives, issues and strategies New Royal book Company, Lucknow
8. Goel S. L. 2007 Disaster Adminastration And Management Text And Case Studies Deep &Deep Publication Pvt. Ltd., New Delhi



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PART - IV NME	Title : EMOTIONAL INTELLIGENCE	Subject Code : 17 UES N41
Semester : IV	HOURS : 2 hours / Week	CREDITS : 2

Objectives:

The students will be able to

- become aware of the sources of emotions.
- learn how to deal with human emotions. Making use of EI models, the course will focus on the managerial competencies and their emotional impacts. Developing managerial competencies by the use of Emotional Intelligence models.

Unit-I: Introduction:

Introduction -Meaning-Definition-EI elements – Importance.

Unit-II: Competencies:

EI and IQ-development of EI- Personal Competencies and Social Competencies.

Unit-III: EI and Relations Management:

Advantages and limitations of Emotional Intelligence - EI and relation Management Competencies

Unit-IV: Methods:

Measuring Emotional Intelligence-Ways to measure EI.

Unit-V:EI and Management:

Emotional Intelligence in Management of Team Building, Conflicts and Leadership.

TEXT BOOKS:

Emotional Intelligence-Why It Can Matter More Than IQ by Daniel Goleman Get Better or Get Beaten: 31 Leadership Secrets from GE's Jack Welch by Robert Slater, Jack Welch, McGraw-Hill School Education Group .

REFERENCE BOOKS

1. Working with Emotional Intelligence - Daniel Goleman Jack Welch on Leadership: Executive Lessons from the Master CEO by John A. Byrne, Jack Welch Crown Publishing Group
2. Supplementary Reading Material Leadership: The Power of Emotional Intelligence by Daniel Goleman
3. The Brain and Emotional Intelligence: New Insights by Daniel Goleman
4. The Emotionally Intelligent Workplace by Daniel Goleman, 2001
5. Primal Leadership: Realizing the Power of Emotional Intelligence by Daniel Goleman, 2002
6. Destructive Emotions: A Scientific Dialogue with the Dalai Lama – 2003
7. Emotional Intelligence: Key Readings on the Mayer and Salovey Model by John D. Mayer (Editor), Marc A. Brackett (Editor), Peter Salovey (Editor)
8. The Emotionally Intelligent Manager: How to Develop and Use the Four Key Emotional Skills of Leadership by David R. Caruso and Peter Salovey Bhagwad Gita As it is by Shree Prabhupada.

Passed in the BOS Meeting
held on 15-3-2017

Signature of Chairman/HOD