



SOURASHTRA COLLEGE, MADURAI – 625004

(An Autonomous Institution Re-accredited with 'B+' grade by NAAC)

ECONOMICS – SYLLABUS

(Under CBCS based on OBE) (with effect from 2021 – 2022)

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ECONOMICS – II YEAR COURSE STRUCTURE – III SEMESTER

S. No.	Subject Code	Nature	Subject Title	Hrs./ Week	Exam (Hrs.)	CA	SE	Total Marks	Credits
1	21UBNA31	B.B.A.	Foreign Trade Management	6	3	25	75	100	4
2	21UCPA31	B.Com. (CS)	Business Statistics	6	3	25	75	100	5
3	21UESN31	NME	Disaster Management	2	3	25	75	100	2

COURSE STRUCTURE – IV SEMESTER

S. No.	Subject Code	Nature	Subject Title	Hrs./ Week	Exam (Hrs.)	CA	SE	Total Marks	Credits
1	21UBNA41	B.B.A.	Industrial Relations	6	3	25	75	100	4
2	21UCPA41	B.Com. (CS)	Business Economics	6	3	25	75	100	5
3	21UESN41	NME	Emotional Intelligence	2	3	25	75	100	2

CA – Class Assessment (Internal)

SE – Summative Examination

NME – Non –Major Elective

T – Theory

P – Practical

Passed in the BOS Meeting held on 19/03/2022

Signature of the Chairman



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COURSE STRUCTURE – III SEMESTER

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1	21UBNA31	B.B.A.	Foreign Trade Management	6	3	25	75	100	4
2	21UCPA31	B.Com. (CS)	Business Statistics	6	3	25	75	100	5
3	21UESN31	NME	Disaster Management	2	3	25	75	100	2

CA – Class Assessment (Internal)

SE – Summative Examination

NME – Non –Major Elective

T – Theory

P – Practical



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COURSE CODE	COURSE TITLE	CATEGORY	T	P	CREDITS
21UBNA31	FOREIGN TRADE MANAGEMENT	ALLIED	6	–	4

YEAR	SEMESTER	INTERNAL	EXTERNAL	TOTAL
II	III	25	75	100

NATURE OF COURSE	Employability <input type="checkbox"/>	Skill Oriented <input checked="" type="checkbox"/>	Entrepreneurship <input type="checkbox"/>
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COURSE DESCRIPTION:

This course helps to provide the basic knowledge of foreign trade and its management which enlighten the students about the foreign trade practices.

COURSE OBJECTIVE:

To make the students 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.

COURSE OUTCOMES (COs):

After the completion of the Course, the students will be able to

No.	Course Outcomes	Knowledge Level (According to Bloom's Taxonomy)
CO 1	receive basic knowledge of global trade and its scope	Upto K3
CO 2	understand trade operations and its instruments	Upto K3
CO 3	understand the concept of balance of payments	Upto K3
CO 4	portray the foreign exchange market and exchange Rate determination policies in various markets.	Upto K3
CO 5	get knowledge about foreign trade policy and export measures.	Upto K3

K1– KNOWLEDGE (REMEMBERING), K2–UNDERSTANDING, K3–APPLY



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FOREIGN TRADE MANAGEMENT

UNIT – I: Introduction

Foreign trade – Meaning – Definition – Importance – Difference between internal and foreign trade – Role of foreign trade in Economic Development – Global trade and developing countries.

UNIT – II: Trade Gain and Trade Policy

Terms of trade – Meaning – Definition – Factors affecting terms of trade – free trade – Meaning – Arguments for free trade – Trade protection – Arguments for and against trade protection.

UNIT – III: Balance of Payments

Meaning – Definition – Components of Balance of payments – Causes for disequilibrium in Balance of payments and its measures – Financing of Balance of payment deficit.

UNIT – IV: Foreign Exchange Market

Foreign Exchange – Meaning – Determination of exchange Rate – Fixed Exchange Rate – Flexible Exchange Rate – Devaluation – Meaning – Merits – limitations – Foreign Exchange Management Act (FEMA)

UNIT – V: International Financial Institutions

IMF – Objectives – Functions – World Bank – Objectives – Functions – Foreign trade policy of India – Export promotion measures in India – Merits and Limitations – Online trading .

TEXT BOOK:

Francis Cherunilam, *International Trade and Export Management*, Himalaya Publishing House, New Delhi, 2013.

REFERENCE BOOKS:

1. M. L. Jhingan, Money, *International Economics*, Vrinda Publications (P)Ltd. New Delhi. (Unit–1,2,3,4 and 5 : Chapter – 1,2, to17, 18)
2. Sethi, T.T. 1987 Money, *Banking and International Trade*, S. Chand & Co, New Delhi. (Unit–3,4 and 5 : Chapter –16,21,24,25 and 28)
3. Francis Cherunilam, *International Trade and Export Management*, Himalaya Publishing House, New Delhi.. (Unit–1,2,3,4 and 5 : Chapter – 1,3,4,7,9,and 11), 2013.



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COURSE CODE	COURSE TITLE	CATEGORY	T	P	CREDITS
21UCPA31	BUSINESS STATISTICS	ALLIED	6	–	5

YEAR	SEMESTER	INTERNAL	EXTERNAL	TOTAL
II	III	25	75	100

NATURE OF COURSE	Employability <input checked="" type="checkbox"/>	Skill Oriented <input type="checkbox"/>	Entrepreneurship <input type="checkbox"/>
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COURSE DESCRIPTION:

This course provides knowledge about statistical tools and techniques and its application in business.

COURSE OBJECTIVES:

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

COURSE OUTCOMES (COs):

After the completion of the Course, the students will be able to

No.	Course Outcome	Knowledge Level (According to Bloom's Taxonomy)
CO 1	know business statistics concepts and its importance in business operation.	Upto K3
CO 2	understand various tools and techniques to measure the central banking.	Upto K3
CO 3	develop the skills and understand the various deviation and its measurement methods.	Upto K3
CO 4	illustrate the application of correlation and regression in business.	Upto K3
CO 5	get knowledge about trend analysis and time series measurement methods.	Upto K3

K1– KNOWLEDGE (REMEMBERING), K2–UNDERSTANDING, K3–APPLY



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BUSINESS STATISTICS

UNIT – I: Introduction

Statistics – Origin of 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 – Graphic Method – 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)



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COURSE CODE	COURSE TITLE	CATEGORY	T	P	CREDITS
21UESN31	DISASTER MANAGEMENT	NME	2	–	2

YEAR	SEMESTER	INTERNAL	EXTERNAL	TOTAL
II	III	25	75	100

NATURE OF COURSE	Employability <input type="checkbox"/>	Skill Oriented <input checked="" type="checkbox"/>	Entrepreneurship <input type="checkbox"/>
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COURSE DESCRIPTION:

This course helps to provide the fundamental knowledge of a Economics and its features which enhances the business skills of the students.

COURSE 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)

COURSE OUTCOMES (COs):

After the completion of the Course, the students will be able to

No.	Course Outcomes	Knowledge Level (According to Bloom's Taxonomy)
CO 1	get the basic knowledge of disasters and its scope	Upto K3
CO 2	receive knowledge about the consequences of disaster.	Upto K3
CO 3	understand the types of natural disaster	Upto K3
CO 4	know and explore Man-Made Disasters.	Upto K3
CO 5	understand the role of government personnel, representatives of private voluntary agencies, and other individuals interested in disaster management.	Upto K3

K1– KNOWLEDGE (REMEMBERING), K2–UNDERSTANDING, K3–APPLY



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DISASTER MANAGEMENT

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).

TEXT BOOKS:

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, PardeepEt.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 Administration And Management Text And Case Studies* Deep &Deep Publication Pvt. Ltd., New Delhi



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COURSE STRUCTURE – IV SEMESTER

S. No.	Subject Code	Nature	Subject Title	Hrs./ Week	Exam (Hrs.)	CA	SE	Total Marks	Credits
1	21UBNA41	B.B.A.	Industrial Relations	6	3	25	75	100	4
2	21UCPA41	B.Com.(CS)	Business Economics	6	3	25	75	100	5
3	21UESN41	NME	Emotional Intelligence	2	3	25	75	100	2

CA – Class Assessment (Internal)

SE – Summative Examination

NME – Non –Major Elective

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COURSE CODE	COURSE TITLE	CATEGORY	T	P	CREDITS
21UBNA41	INDUSTRIAL RELATIONS	ALLIED	6	–	4

YEAR	SEMESTER	INTERNAL	EXTERNAL	TOTAL
II	IV	25	75	100

NATURE OF COURSE	Employability <input type="checkbox"/>	Skill Oriented <input type="checkbox"/>	Entrepreneurship <input checked="" type="checkbox"/>
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COURSE DESCRIPTION:

This course provides basic knowledge about industrial relations and various issues and settlement procedures of respective institutions.

COURSE OBJECTIVES:

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

COURSE OUTCOMES (COs):

After the completion of the Course, the students will be able to

No.	Course Outcomes	Knowledge Level (According to Bloom's Taxonomy)
CO 1	understand the basic concepts of industrial relations and its significance.	Upto K3
CO 2	understand the industrial disputes and its settlement procedures	Upto K3
CO 3	receive knowledge about collective bargaining process in Indian industries	Upto K3
CO 4	explore various causes and settlement of grievances and working of grievance system.	Upto K3
CO 5	get knowledge about workers participation in management and prospects and problems of trade union in India.	Upto K3

K1– KNOWLEDGE (REMEMBERING), K2–UNDERSTANDING, K3–APPLY



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INDUSTRIAL RELATIONS

UNIT – I: Industrial Relations

Definition of Industrial Relations – Factors affecting Industrial Relations – Importance – Need for good Industrial Relations – Role of Industrial Relations in Economic development.

UNIT – II: Industrial Conflict

Industrial disputes – Meaning – Causes of Industrial Disputes – Types – Machinery for settlement of Industrial disputes – Works committee, Conciliation, Adjudication, Voluntary Arbitration.

UNIT – III: Collective Bargaining

Meaning – Nature – Types – Importance of collective bargaining – Process of collective bargaining – suggestions to improve collective bargaining.

UNIT – IV: Discipline and 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 – V: 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:

Dynamics of Industrial Relations, Dr. C. B. Mamoria, Dr. Sathish and Gankar, Himalaya Publishing House Pvt. Ltd., Mumbai, 2021.

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)



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COURSE CODE	COURSE TITLE	CATEGORY	T	P	CREDITS
21UCPA41	BUSINESS ECONOMICS	ALLIED	6	–	5

YEAR	SEMESTER	INTERNAL	EXTERNAL	TOTAL
II	IV	25	75	100

NATURE OF COURSE	Employability <input type="checkbox"/>	Skill Oriented <input checked="" type="checkbox"/>	Entrepreneurship <input type="checkbox"/>
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COURSE DESCRIPTION:

This course helps to provide basic knowledge of Managerial Economics and its application in various business practices.

COURSE OBJECTIVES:

- To make the students 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 Entrepreneurs.
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COURSE OUTCOMES (COs):

After the completion of the Course, the students will be able to

No.	Course Outcomes	Knowledge Level (According to Bloom's Taxonomy)
CO 1	gain basic knowledge of Business Economics and its scope	Upto K3
CO 2	get knowledge of utility concepts and demand analysis in an illustrative manner.	Upto K3
CO 3	illustrate various cost concepts with theoretical and diagrammatic presentation	Upto K3
CO 4	portray the market structure and price determination policies in various markets.	Upto K3
CO 5	receive knowledge about pricing policies and pricing methods and also provide economic background of profit	Upto K3

K1– KNOWLEDGE (REMEMBERING), K2–UNDERSTANDING, K3–APPLY

Passed in the BOS Meeting held on 19/03/2022

Signature of the Chairman



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BUSINESS ECONOMICS

UNIT – I: 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 – II: 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 – Factors of production: meaning – production function.

UNIT – III: Demand or Sales Forecasting

Meaning – Factors involved in forecasting – Importance – Methods of Forecasting an Established product and a new product.

UNIT – IV: 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 – V: Profit Maximisation

Profit planning – Break Even analysis – concept, uses and limitations – Profit Forecasting – Methods.

TEXT BOOK:

S. Sankaran, *Managerial Economics*, Margham Publishers, Chennai, 2020.

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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COURSE CODE	COURSE TITLE	CATEGORY	T	P	CREDITS
21UESN41	EMOTIONAL INTELLIGENCE	NME	2	–	2

YEAR	SEMESTER	INTERNAL	EXTERNAL	TOTAL
II	IV	25	75	100

NATURE OF COURSE	Employability	Skill Oriented	Entrepreneurship
	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

COURSE DESCRIPTION:

This course helps to provide the fundamental knowledge of a Emotional intelligence and its features which enhances the business skills of the students.

COURSE 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.

COURSE OUTCOMES (COs):

After the completion of the Course, the students will be able to

No.	Course Outcomes	Knowledge Level (According to Bloom's Taxonomy)
CO 1	receive basic knowledge on Emotional Intelligence	Upto K3
CO 2	learn how to deal with Personal Competencies and Social Competencies.	Upto K3
CO 3	make use of Emotional Intelligence models.	Upto K3
CO 4	focus on the managerial competencies and their emotional impacts.	Upto K3
CO 5	develop managerial competencies by the use of Emotional Intelligence models.	Upto K3

K1– KNOWLEDGE (REMEMBERING), K2–UNDERSTANDING, K3–APPLY

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Signature of the Chairman



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EMOTIONAL INTELLIGENCE

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
9. *Bhagwad Gita As it is* by Shree Prabhupada.