



St. Paul Institute of Professional Studies, Indore
An Autonomous Institute Affiliated to Devi Ahilya Vishwavidyalaya, Indore
Accredited by NAAC with 'A' Grade



Phone No. 0731-2499911, 49661355, 4961356
E-mail: info@spipsindore.ac.in, Website: www.spipsindore.com

Semester II

Paper I – B-201 Corporate Legal Framework Compulsory

Max. Marks 85+15 CCE

Unit	Particular
1	The Companies Act, 2013 (Relevant Provisions) : Definition, types of companies, Memorandum of association, Articles of association, Prospectus, Share capital and Membership, Meetings and Resolutions, Company Management, Managerial Remuneration, Winding up and dissolution of companies.
2	The Negotiable Instruments Act, 1881 : Definition, Types of Negotiable Instruments, Negotiation Holder and holder in due course, Payment in due course; Endorsement and Crossing, of cheque; Presentation of negotiable instruments.
3	M RTP Act 1969 : Monopolistic trade practices; Restrictive trade practices; Unfair trade practices. Intellectual Property Laws- Patent Act, Trade Marks copyright Act & Industrial Design Act.
4	The consumer protection Act, 1986 : salient features; Definition of Consumer, Right of consumer; Grievance Redressal Machinery.
5	Regulatory Environment for International Business : FEMA, WTO: Regulatory framework of WTO, basic principles, its character, WTO provisions relating to preferential treatment to developing countries; regional groupings, technical standard, anti-dumping duties and other Non Tariff Barriers. Custom valuation and dispute settlement, TRIP and TRIMS.

Suggested Readings :

1. Singh, Avtar: Law Relating to Monopolies, Restrictive and Unfair Trade Practices, Eastern Book Co., Lucknow.
2. The Companies Act, 1956 The Negotiable Instruments Act, 1881
4. SEBI Act, 1992, Nabhi Publication, Delhi.
5. Amarchand D, Government and Business, Tata McGraw Hill, New Delhi
6. Securities (Contract and Regulation) Act 1956
7. Jain Narang - Corporate Legal Framework
8. Rastogi U.S. and Shukla - Corporate Legal Framework

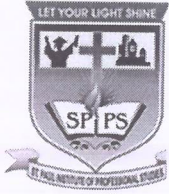
Eachin
Gabe
10/6/24

Madhava
10/6/24

Sum
10/6/24

Sum
10/6/24

Yohan



St. Paul Institute of Professional Studies, Indore
An Autonomous Institute Affiliated to Devi Ahilya Vishwavidyalaya, Indore
Accredited by NAAC with 'A' Grade
Phone No. 0731-2499911, 49661355, 4961356
E-mail: info@spipsindore.ac.in, Website: www.spipsindore.com



Semester II
Paper II – B-202 - Organizational Behaviour
Compulsory

Max. Marks 85+15 CCE

Unit	Particular
1	Organization: Concept, Types and significance, Organization Goal and its determinants. Organization Behaviour: Concept. Nature and Significance, Organizational Behaviour models.
2	Personalit : Concept, Theories, Determinants and importance, Perception : Concept, Process and Theories, Learning : Concept, Components, affecting factors and theories.
3	Motivation : Meaning, types and important elements, Theories of Motivation, Attitudes and Values : Concept, Factors, significance and Theories
4	Unit - 4 Interpersonal Behaviour : Nature, Transactional Analysis, Concept of Group, Theories of group formation, Group cohesiveness, Power and Authority.
5	Organizational Conflicts: Causes and suggestions. Developing sound Organizational Climate, Management of Change, Concept and Process of Organizational Development

Suggested Readings:

1. L.M. Prasad - Organizational Behavior
1. C.V. Gupta - Organizational Behavior
2. G.S. Sudha - Organizational Behavior
3. P.C. Jain - Organizational Behavior
4. Sareen Sandeep - Organizational Behavior
5. Icfai - Organizational Behavior

[Signature]

[Signature]

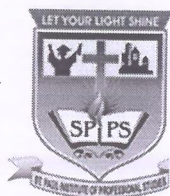
[Signature]
10/6/24

[Signature]
10/06/24

[Signature]

[Signature]
10/6/24

[Signature]
10/6/24



St. Paul Institute of Professional Studies, Indore
An Autonomous Institute Affiliated to Devi Ahilya Vishwavidyalaya, Indore
Accredited by NAAC with 'A' Grade
Phone No. 0731-2499911, 49661355, 4961356
E-mail: info@spipsindore.ac.in, Website: www.spipsindore.com



Semester II
Paper III – B-203 - Advanced Statistical Analysis
Compulsory

Max. Marks 85+15 CCE

Unit	Particular
1	Theory of Probability - Probability Distributions, Binomial, Poisson and Normal Distribution
2	Theory of Sampling and Test of Significance
3	Analysis of Variance (including one way and two way classification), Chi-square Test.
4	Interpolation and Extrapolation. Association of Attributes.
5	Regression Analysis, Statistical Decision Theory:- Decision under Risk and Uncertainty, Decision Tree Analysis.

Suggested Readings :

1. Shukla & Salmi - Advanced Statistical Analysis
2. Gupta C.B - Advanced Statistical Analysis
3. Gupta B.N. - Advanced Statistical Analysis
4. Elhance D.N - Advanced Statistical Analysis
5. Pathak & Shashtri - Adv*anced Statistical Analysis
6. Singh U.N - Advanced Statistical Analysis
7. Nagar K.N - Advanced Statistical Analysis

[Signature]

[Signature]

[Signature]

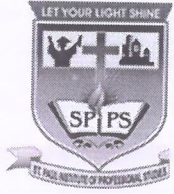
[Signature]
10/06/24

[Signature]
10/06/24

[Signature]
10/06/24

[Signature]
10/06/24

[Signature]



St. Paul Institute of Professional Studies, Indore
An Autonomous Institute Affiliated to Devi Ahilya Vishwavidyalaya, Indore



Accredited by NAAC with 'A' Grade

Phone No. 0731-2499911, 49661355, 4961356

E-mail: info@spipsindore.ac.in, Website: www.spipsindore.com

Semester II

Paper IV – B-204 - Functional Management
Compulsory

Max. Marks 85+15 CCE

Unit	Particular
1	Financial Management : Concept, Nature and Objectives, Functions of Financial Manager, Financial Planning - Nature, Need and influencing factors, Characteristics of a sound financial plan.
2	Capitalization : Concept and Theories, Over and Under Capitalization, Capital structure, Balanced Capital Structure, Trading on Equity, Leverage: Financial and Operating leverage.
3	Marketing Management : Concept Nature and Scope of marketing, Functions of marketing management, Marketing mix. Advertising Management: Meaning Objectives, functions and scope, Media of advertising, Selecting an advertising media Essential of a good advertising copy, Meaning of Sales Promotion, Importance, limitations and Methods of sales promotion.
4	Personnel Management : Concept, Functions, Scope and Importance, Signification of Man-Power Planning, Sources of Recruitment, Characteristics of a Good Recruitment Policy, Concept of Selection, Selection procedure, Importance of employee Training, Methods of Training.
5	Production Management : Concept, Importance, Scope and functions. Types of production systems, Concept of production planning, objectives, elements and steps. Procedure of production control, Process of New Product Development, Concept of Product Diversification, Standardization, Simplification and Specialization.

Suggested Readings:

1. Motihar, M- Functional Management

Sachin

9/11

Wij

MR

Desai
10/10/24

Gaku
10/6/24

Madhani
10/6/24

Sum
10/6/24

Moshi

Sum
10/6/24