

**FIRST SEMESTER MBA (SDE)  
(2018-20 BATCH)**

**SEMINAR TOPICS**

COURSE CODE	SUBJECT	DATE OF PRESENTATION
MGT 101	Principles and practice of management	27/4/2019
MGT 102	Managerial economics	28/4/2019
MGT 103	Business communication and soft skills	5/5/2019
MGT 104	Accounting for managers	11/5/2019
MGT 105	Organisational behaviour	12/5/2019
MGT 106	Quantitative techniques	19/5/2019
MGT 107	Business environment and ethics	26/5/2019

**Principles and Practice of Management (MG T101)**

Seminar topic reference	Description
PPM 1	Evolution of Management
PPM 2	Managements Thoughts
PPM 3	Negotiation
PPM 4	Roles and challenges of management
PPM 5	Contribution of FW Taylor & Henry Fayol
PPM 6	Behavioral school of management
PPM 7	Management styles ( European & American style)
PPM 8	Management styles ( Japanese & Indian)
PPM 9	Functions of Management-Planning and organizing
PPM 10	Functions of Management- Staffing
PPM 11	Functions of Management- Directing
PPM 12	Functions of Management- Coordinating and Controlling
PPM 13	Theories of motivation
PPM 14	Group behavior theories
PPM 15	Developments of group and teams
PPM 16	Theories of leadership
PPM 17	Organizational culture
PPM 18	Decision making
PPM 19	Challenges in 21 <sup>st</sup> century Management

## Managerial Economics (MGT102)

Seminar topic reference	Description
ME 1	Definition of managerial Economics
ME 2	Incremental concepts and Marginalism
ME 3	Equimarginal concepts
ME 4	Discounting principles
ME 5	Opportunity cost principle
ME 6	Demand curve
ME 7	Indifference curve analysis
ME 8	Elasticity of demand
ME 9	Demand forecasting
ME 10	Law of variable proportion
ME 11	Production Isoquant
ME 12	Break even analysis
ME 13	Perfect competition
ME 14	Imperfect competition
ME 15	Game theory
ME 16	Pricing methods
ME 17	National income concepts GDP, GNP, NNP
ME 18	Measurement of national income
ME 19	Business cycle & contra cyclical policies

Business Communication and Soft skills (MGT 103)	
BCE 1	Principles of Business Communication
BCE 2	Types & Methods of Business Communication
BCE 3	Process of Business Communication
BCE 4	Barriers to Poor Organised Communication
BCE 5	Effective leadership communication
BCE 6	Cross culture Communication
BCE 7	Verbal & non verbal communication in business
BCE 8	Public speaking skills
BCE 9	Business presentation
BCE 10	Roles of Audio Visual aids and computer in oral presentation
BCE 11	Interviewing
BCE 12	Structures and methods of written communication
BCE 13	Customer Complaints and collection letters
BCE 14	Memoranda Directives and Instructions
BCE 15	Preparation of Resumes
BCE 16	Conducting seminars and conferences
BCE 17	Drafting speech
BCE 18	Structures of report
BCE 19	Technical Report

<b>Accounting For Managers(MGT 104)</b>	
AM1	Importance of Financial and financial accounting
AM2	System s of book keeping
AM3	Trial Balance
AM4	Generally accepted accounting principles(GAAP)
AM5	Methods of charging depreciation
AM6	Capital and Revenue
AM7	Trading and profit and loss account
AM8	Objectives scope and importance of managerial accounting
AM9	Financial statement analysis
AM10	Tread analysis and ratio analysis
AM11	DuPont Analysis
AM12	Working Capital
AM13	Fund flow statement
AM14	Cash flow Analysis
AM15	International accounting standard
AM16	Responsibility Accounting
AM17	Common size financial statements
AM18	Accounting concepts and Interventions
AM19	Cash book

<b>Organisational Behaviour (MGT 105)</b>	
OB1	Historical evolution of OB
OB2	Social learning frame work
OB3	Methods of collecting behavioural data
OB4	Performance outcomes- Efficiency and effectiveness
OB5	Factors affecting perception
OB6	Learning theories
OB7	Motivational theories
OB8	Stress management techniques
OB9	Emotional Intelligence
OB10	Factors affecting decision making
OB11	Factors affecting communications and channels of communications
OB12	Internal personal dynamics
OB13	Transactional Analysis
OB14	Leadership theories and models
OB15	Conflict process and level of conflict resolution strategies
OB16	Principles of organisational design
OB17	Organisational policies and practices
OB18	Effects of organisational culture on employee Performance
OB19	Organisational development

<b>Quantitative Techniques(MGT 106)</b>	
QT 1	Charts and Diagrams
QT 2	Measure of central tendency
QT 3	Measures of dispersion
QT 4	Sampling methods
QT 5	Sampling & non sampling error
QT 6	Definition of probability
QT 7	Conditional probability
QT 8	Bayes theorem
QT 9	Business application of probability
QT 10	Binomial distribution
QT 11	Poisson distribution
QT 12	Normal distribution
QT 13	Point and interval estimation
QT 14	Standard error
QT 15	Testing of hypothesis Z test
QT 16	Testing of hypothesis chi square test
QT 17	ANNOVA
QT 18	Software packages
QT 19	Simple correlation & regression

<b>Business Environment and Ethics(MGT 107)</b>	
BEE 1	Significance of business environment
BEE 2	Relationship between business and environment
BEE 3	Implication of economic environment & business
BEE 4	concepts & features of Goods & Service Tax (GST)
BEE 5	Characteristics of mixed economy
BEE 6	Post liberation
BEE 7	Cultural Environment
BEE 8	Technological Environment & implication to business
BEE 9	National knowledge Commission
BEE 10	Political Environment NITI AYOJ
BEE 11	National Green Tribunal NGT
BEE 12	Capital Market SEB, FII
BEE 13	Principle and characteristics of Ethics
BEE 14	Ethics Committee & its function
BEE 15	Code of Ethics & Code of Conduct
BEE 16	Importance of business ethics & advantages
BEE 17	Ethics Audit
BEE 18	Whistle Blowing
BEE 19	Corporate social responsibility

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