

Minutes of the meeting of the Senate of MNNIT, Allahabad held on 17.08.2007 (Friday) at 3.30 P.M. in the Conference Room of the Institute.

Following members were present:

1. Prof. A B Samaddar	Chairman
2. Prof. Krishna Kant	Member
3. Prof. T N Sharma	"
4. Prof. R K Srivastava, CED	"
5. Prof. P R Agarwal	"
6. Prof. Raghuvir Kumar	"
7. Prof. S C Prasad	"
8. Prof. R C Mehta	"
9. Prof. P K Mishra	"
10. Prof. Sudarsan Tiwari	"
11. Prof. Nirjhar Roy	"
12. Prof. Triloki Nath	"
13. Prof. Rakesh Mathur	"
14. Prof. S. K. Duggal	"
15. Prof. K M Gupta	"
16. Prof. Dinesh Chandra	"
17. Prof. Rajeev Tripathi	"
18. Prof. M M Gore	"
19. Prof. Rakesh Narain	"
20. Prof. Peetam Singh	"
21. Prof. Anuj Jain	"
22. Dr. S S Narvi	"
23. Dr. Sanjay Chaubey	"
24. Dr. Geetika	"
25. Dr. Niroj Banerji	"
26. Sri Sarvesh K Tiwari	Registrar/Secretary

Special Invitees:

1. Dr. R. K. Tripathi, Dy. Dean (A.A.)
2. Dr. N D Pandey, Chairman, SUGC

The Chairman extended welcome to the members of the Senate & thanked them for taking their time out to attend the meeting.

The following resolutions were passed in the Senate:


1. The Senate confirmed the minutes of meeting of the Senate held on 18.05.2007 with following modifications.
  - (i) Resolution No. 3: Before the implementation of modified schemes and syllabi of B.Tech. & M.Tech. programmes of the Civil Engineering Department it is to be circulated to all the Senate members and to be reported to the next meeting of the Senate.
  - (ii) Resolution No. 5 for line 4: In place of semesters moving backwards it is to be read as semesters moving backwards upto 1<sup>st</sup> semester. Further, record pertaining to absolute marks as resolved will be kept with the respective Heads of the Departments.
  - (iii) Resolution No. 8 (e): In line 5 in place of "For all the electives of M.Tech. (Digital Systems)" it is to be read as "For all electives as well as compulsory subjects of M.Tech. (Digital Systems)".
2. The Senate considered the Action Taken Report of the Senate meeting held on 18-05-2007 and decided the following:
  - (i) At Sl. No. 3 : Action in respect of the decision taken in the Senate meeting is to be implemented within two weeks time.


- (ii) At Sl. No. 8 (c) : The note after incorporating the changes as suggested by the Senate regarding the special arrangement for dealing DPGC matters of Civil Engineering Department to be made available in the next meeting of the Senate.
3. The Senate considered the proposal of Department of Humanities and Social Sciences for courses in Post Graduate and Ph.D. programmes. The Senate deferred the discussion on this agenda and suggested that department should come with detailed proposal including scheme of examination in this regard by the next meeting of the Senate.
4. The Senate further considered the refund of initial fee deposited, in case a student withdraws admission and after detailed discussion it was decided that issue be referred to the Director's meet of NIT's for taking a uniform decision.
5. The Senate was informed following reporting matters.
- (a) The Senate noted the revised course curriculum for MBA programme and detailed syllabi for first year for MBA programme as approved by the Chairman, Senate.
- (b) The Senate noted the recommendation of Ph.D. oral boards of different departments as approved by the Chairman, Senate. The names of the Ph.D. students are given below:

S. No.	Enrol. No.	Name	Department
1	03RMS02	Ms. Vibhuti Tripathi	SMS
2	03REL03	Sri Vijay Shankar Tripathi	ECED
3.	03RCS06	Sri Dharmendra Singh Kushwaha	CSED

6. Following matters were discussed with the permission of the Chairman, Senate:
- (a) The Senate considered the proposal of SPGC for relaxation of percentage of marks from 75% to 60% in M.Sc. for admission to Ph.D. programme and it was decided that following committee will consider the issue in detail and submit its recommendations to the Chairman, Senate for further consideration.
- (i) Prof. R K Srivastava, CED
- (ii) Prof. P R Agarwal
- (iii) Prof. Rakesh Mathur
- (iv) Prof. Rakesh Narain
- (v) Dr. Sanjay Chaubey
- (vi) Chairman, SPGC - Convener
- (b) Review of summer semester and procedure for conversion of marks to grade:
- The Senate after detailed discussion suggested that the following committee will review of summer semester and recommend procedure for conversion of marks to grade. The committee will submit its recommendations to the Chairman, Senate for further consideration.
- (i) Prof. T N Sharma - Chairman
- (ii) Prof. R C Mehta
- (iii) Prof. Sudarshan Tiwari
- (iv) Prof. Dinesh Chandra
- (v) Dr. N D Pandey,
- (vi) Dy. Dean (Academic) - Convener

The meeting concluded with a vote of thanks to the Chair.

  
Chairman, Senate 21/09/07

  
21/09/07  
(Sarvesh K Tiwari)  
Registrar/Secretary

Confirmed

  
14/11/07

6  
No 127/MMS-116/2007

Minutes of the meeting of DPGC, SMS held on 13/7/07 at 11.00 am in SMS Conference room

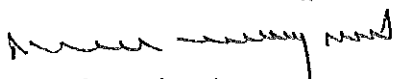
Following members were present

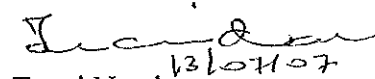
Dr Peeush Ranjan Agrawal, Prof SMS, Member  
Dr Tanuj Nandan, Asstt Prof, SMS, Member  
Dr Tripti Singh, Lecturer, SMS, Member  
Dr Nirjhar Roy, Dean Academics, Special Invitee  
Dr Geetika, Asstt Prof, SMS, Convener, DPGC

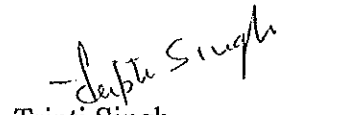
Following issues were discussed and recommendations made :


1. The application of research scholar Ali Mustafaeipour (Reg No: 2006RMS06, Provisional) for extension of course work and registration in absentia for the next semester was considered and recommended for approval.
2. The applications of following foreign national students were considered and after discussion with Dean, Academic Affairs, it is recommended that they may be given admission to MBA programme as per the Institutes norms
  - a. Mr Rinchen Wangdi
  - b. Ms Tshering Lhamo
3. The new course curriculum and detailed syllabus of MBA programme developed as an outcome of Curriculum Development Workshop is recommended to be put in the next meeting of the Senate for approval.
4. Dean Academic Affairs proposed that the entire admission process of MBA programme should be managed by Dean, Academic affairs office which was supported by all the members present

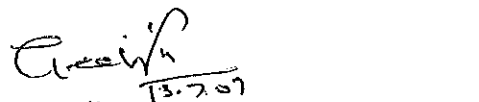
The meeting ended with Thanks to the Chair.

  
Peeush Ranjan Agrawal  
Prof SMS, Member  
13.7.2007

  
Tanuj Nandan  
Asstt Prof, SMS, Member  
13/07/07

  
Tripti Singh  
Lecturer, SMS, Member

  
Nirjhar Roy  
Dean Academics, Special Invitee

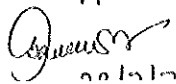
  
Geetika,  
Asstt Prof, SMS, Convener, DPGC  
13.7.07

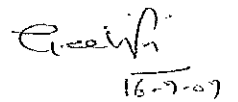
No 141/MMS-116/2007

Head SMS and Director

for kind information and approval pl

approved except no.1 yet. It maybe done in absentia after getting the required approval for the Ministry.



  
16-7-07

**Course Code: MA 102 (MS102) Operations Research & Quantitative Techniques**

**MBA I Semester**

Introduction of Operation Research, Formulation of Mathematical Model,  
Linear Programming Problem(LPP), Graphical method, Simplex Algorithms  
Transportation problem, Assignment Problem-  
Game Theory  
Sensitivity Analysis  
Non-linear Programming  
Network Analysis, Project Management, PERT, CPM  
Simulation, Monte-Carlo Simulation  
Queuing Model

**Reference:**

1. Introductory Operations Research Theory and Applications- H.S. Kasana, K.D. Kumar, Springer Publication
2. Operations Research - P. K. Gupta & Hira
3. Operations Research- Taha, PHI
4. Operations Research- Kanti Swarup, S.Chand
5. Operations Research- S. D. Sharma, Kedar Nath & Co. Publication
6. Operations Research- A. P. Verma

**School of Management Studies**  
**Motilal Nehru National Institute of Technology, Allahabad**


No 163/ mms-12/2007

August 3, 2007

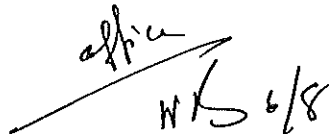
Dean (Academic Affairs)

The syllabus of the MBA Programme has been revised during Curriculum Development Workshop organized on May 26, 2007; in which Professors from IIMs and senior executives from industry had participated. The same was proposed by DPGC SMS to be effective for the MBA Programme commencing from July 2007. Since the classes for the programme were to commence on July 23, 2007, the revised syllabus for the First Semester has been implemented with the permission of the Chairman, Senate.

The revised course curriculum for MBA programme along with detailed syllabi for First year may please be put before senate as a reporting item. A copy of the syllabus is attached in hard and soft copies.

  
Geetika 3.8.07

Convener DPGC

  
NKS 6/8

## Proposed Curriculum

All courses carry Four Credits, except Major Research Project, which carries Eight Credits

### First Semester

MS 101- Fundamentals of Management and Communication  
MS 102- Economic Analysis  
MS 103- Business Environment and International Perspective  
MS 104- Operations Research and Quantitative Techniques  
MS 105- Accounting for Management Decisions  
MS 106- Computer Applications for Business  
MS 107- Open Elective I (Foreign Language)\*  
MS 108- Minor Project I (Field Survey)  
MS 109- Managerial Skill Development  
\*: Subject to availability of teacher.

### Second Semester

MS 201- Financial Management  
MS 202- Human Resource Management  
MS 203- Operations Management  
MS 204- Marketing Management  
MS 205- Business Information System  
MS 206- Research Methodology  
MS 207- Organizational Behaviour  
MS 208- Minor Project II (Industrial Survey)  
MS 209- Comprehensive Viva voce

### Third Semester

MS 301- Strategic Management  
MS 302- Open Elective II  
MS 303- Open Elective III  
MS 304- Summer Internship Examination  
MS 405- Minor Project III (Macro Analysis)  
Elective I  
Elective II  
Elective III  
Elective IV

### Fourth Semester

MS 401- Entrepreneurship and Project Management  
MS 402- Major Research Project Thesis  
MS 403- Open Elective IV  
Elective V  
Elective VI  
Elective VII  
Elective VIII  
MS 404- Comprehensive Viva-voce

## Specialisation Streams

### Management of Finances

MF 1-Financial Engineering and Portfolio Management

MF 2-Multinational Finance and Forex Management

MF 3-Derivatives and Futures Markets

MF 4-Management of Financial Services and Operations

### Management of Human Resource

MH 1-Strategic HRM

MH 2-Training and Development for international Business

MH 3-Industrial Relations

MH 4-HR Planning and Contemporary Practices

### Management of International Business

IB 1- International Logistics and Trade Practices

IB 2- Global Systems of Trade and Finance

IB 3-Technology Policy and International Competitiveness

IB 4- International Business Strategy and Country Risk Management

### Management of Marketing

MM 1- Brand Management

MM 2- Advertising and Sales Management

MM 3- Consumer Behaviour

MM 4- Strategic International Marketing

### Management of Systems

SM 1- Business System Analysis and Design

SM 2- DBMS

SM 3- Electronic Commerce Technology and Applications

SM 4- Telecommunication for Business Management

## Open Basket

OE 1- Leadership and Group Processes

OE 2-Knowledge Management

OE 3- Electronic Governance

OE 4- Public Systems Management

OE 5-Tax Planning and Management

OE 6-Information Security Laws and Practices

OE 7-Intellectual Property Rights

OE 8-Cross-cultural Management

OE 9- Retail Management

OE10- Marketing of Concepts and Services

OE11-Rural Marketing

OE12-Business Ethics and Corporate Governance

OE13- Quality Management

OE14- Business Intelligence

OE 15- Organisation Development and Change

OE 16- Relationship Marketing and Supply Chain Management

OE 17- Mergers & Acquisitions

OE 18- Project Appraisal and Financing

OE 19-Equity Research and International Capital Market

## Detailed Syllabus

### MS 101: Fundamentals of Management and Business Communication

#### Objective:

To orient the students about basic principles of Management as a discipline and as a tool to achieve organizational objectives and to perform basic Managerial functions.

To understand and develop the basic etiquettes of business communication for day to day functions

- Evolution of Management as a discipline and as a function
- Basic concepts of Management and its applicability
- Planning, Organising, Decision Making and controlling function
- Relevant Management styles and practices in today's dynamic world
- Role of communication, its levels,
- Communication dimensions and Principles
- Managerial Communication in Practice

### Detailed Syllabus of Fundamentals of Management and Business Communication(MS-101)

#### Introduction:

Nature & Concept of Management; Evolution of management thought; Concept of functional management; Planning , Decision Making, Organizing and Controlling

Purpose and Process of planning; Types of plan, Concept and types of decision; Techniques of decision-making, Organizing; Concept and process of organizing, Departmentation, Line and staff, Organogram, Controlling; Control techniques- subjective methods, budgets; Internal and external control and ordination

#### Management Styles and Current Practices

Flexible organization; Indian values and ethics; Social responsibility of business; Country / nation specific management styles

#### Communication Dimensions and Principles

Communication Process; Types and levels , Relationship between Communication & Effective Organisation, Information Transmission & Reception, Influence through communication counseling ,feedback, personality development

#### Managerial Communication in Practice

Type of Draft: layout of a business letter, Memos, Minutes, Report Writing, Project Report, Business Proposal Report, Writing for Media, technical writing, précis /executive summary, Electronic Media in Communication; Tele Conferencing, Audio Visual Presentations

#### Books:

Stoner and Gilbert Jr., Management, PHI

Koontz and Weihrich, Management :Global Perspectives, PHI

Lesikar: Business communications

Sturat Sillars: Success In Communication on the job - A Practical Approach, Prentice Hall , New Jersey.



## MS 102: Economic Analysis

L:3, T:1

### Introduction

Economic Tools for Managerial Decision-Making; Objectives of Business; Demand analysis; Elasticity of Demand ; Demand and Sales Forecasting

### Production and Cost Analysis

Production Function; Laws of Production; Laws of Returns; Cost Concepts; Economies and Diseconomies of Scale and scope

### Market Dynamics and Pricing Strategies

Market Structure and Degree of Competition ; Pricing under Perfect Competition; Monopoly; Oligopoly; Pricing Strategies and Practices

### Macro Economics

Macro economic variables; National Income: Concepts and Measurement; Business Cycle; Inflation: causes and cure; Input Output Analysis; Balance of Payments

### References:

1. D. N. Dwivedi ; Managerial Economics ; Vikas Publishing House Pvt. Ltd.
2. Craig Peterson ; Managerial Economics : PHI
3. Mote , Paul, Gupta ; Managerial Economics ; Tata Mcgraw Hill

## MS 103: Business Environment and International Perspective

**Objective:** Indian Economy in its journey of 60 yrs, to present generation of business managers may be broadly divided in three stages; first, Post- Independence of formulating Mix- Economy, second, Opening a new vista of Market – Economy and third, Integrating into the post WTO era of International Business era. A true democracy has started maturing in India, that change in governments even do not stop the pace of reform. Rather, investment in public infrastructure is intensified.

Quality, Governance, Competition, M&A and many of the emerging issues being addressed jointly by corporates and the Government.

However, understanding people and environment in business perspective, is paramount to success. This Course is designed to inculcate among the freshers, insight to understand the Country and other international issues in holistic perspective.

### CONTENT:

- Journey from a Control to Regulatory Regime of the Indian Economic
- Concept of Globalisation and Competitiveness
- Indian Industry in Public & Private sector
- Socio –Political Risk to Development, 11<sup>th</sup> Five year Plan
- Banking ,Monetary Policy and Market Mechanism
- Agriculture, PDS & Food Processing
- Logistics and Public Infrastructure
- Power and Nuclear Energy
- Environment and WATSAN
- Introduction to Companies Act

## MS 105: Accounting Information for Management Decisions

### *Course Objectives:*

This course is designed to familiarize students with the basic aspects of financial accounting and financial statements. It will enable them to interpret reported financial statements, and will serve as a basis for further courses in the area of corporate finance.

### *Contents:*

- Fundamentals of Financial Accounting
- Accounting Principles, Concepts & Conventions
- Nature & Limitations of Financial Statements
- Journal, Ledger, Cash Book
- Trial Balance
- Preparation of Trading, Profit & Loss account, Balance Sheet
- Funds-flow & Cash-flow Statements
- Financial Statement Analysis - Nature and Components of Financial Statements; Components of Financial Statements; Comparative and Common-Size Financial Statement Analysis
- Performance Metrics - ROIC, Economic Profit, EPS, TRS, MVA, EVA, P/E Ratio
- Revenue and its Recognition

### *Suggested Readings:*

1. Financial Accounting, S. N. Maheshwari, Vikas Publishing House, New Delhi
2. Financial Statement Analysis, Bhattacharyya, Asish K, Elsevier, New Delhi, 2007.
3. Accounting & Finance for Managers, Nitin Balwani, Amexel Pub. Ltd
4. Financial Management, Ravi M Kishore, Taxman Publications.

## MS 106: Computer Application for Business

### Elements of a Computer:

Application of Computer; Overview of Computer System; Processor; Memory, Input and Output Devices Storage Elements

### Operating Systems and the User Interface

Process Concepts; Process Management; Memory Management; I/O Management; File/ User Management; Dedicated Systems: General purpose Systems and Real Time Systems, Enhancing Operating System with Utility Software, DOS, Windows, Linux.

### Application Software

Word Processing and Desktop Publishing; Spreadsheets; Presentation; Data Base Management; The Internet, Scenario Manager, Project Management, What if Analysis Solver.

### Concepts of Networking:

Network Topology and Protocols; LANs, WAN's and their Implementation; Network Hardware; Storage Area Network, Wireless Technology, Storage Technology.

### Web Server Administration

Internet Information Server; Cute FTP; Hosting and Managing Websites on an IIS Server; HTML, DHTML, FrontPage 2000.

### Multimedia

Meaning and Scope; Elements of Multimedia; Creating Multimedia Application; Multimedia I/O functions; Multimedia Data Structure; Multimedia Protocols; Photoshop and Animation.

### Practical

MS-Office

### References:

1. Peter Norton: An Introduction to Computer ;TMH
2. Suresh K. Basandra : Computer Today ; Galgotia, N. Delhi
3. C. Ritchie , Operating System, BPB Publication
4. Deitel, Deitel and Neito. Internet & World Wide Web- How to Programme.

## MS 109: Management Skill Development

### Objectives:

To train and develop personal and professional skills of the students to cater to dynamic business environment

The methodology would be a very practical with concentration on current practices and trends

- Understanding Personal and Professional Needs
- An insight into basics of Communication; Verbal Non Verbal modes
- Analysis of Secondary sources of Literature to enhance develop knowledge base
- Inter-group and team building interventions
- Training and Developing skills through various lab activities
- Current issues and practices

### Introduction

Understanding Personal and Professional Needs, Defining Goals and Objectives, Career Planning, Creating Curriculum Vitae, Presentation by students, An insight into basics of Communication; Verbal Non Verbal modes

### Researching

Analysis of Secondary sources of Literature to enhance develop knowledge base; identifying various relevant data sources including online data sources and developing mini projects based on it ,an appreciation of various global and national reports as well as current and emerging news , trends and practices

### Decision Making

Defining the Structure of problems. Idea generation methods: Individual and group creativity, Brain storming, Inter-group and team building interventions. Case study methodology

### Training and Development

Training and Developing skills through video / CD s , Group discussions, Selling skills and techniques, issues related to HR and IR, Interview, Meetings, Negotiations, Role Play, Business ethics and cross cultural issues

### Current issues and practices

Multidisciplinary framework for organizational analysis. PEST/SWOT analysis

### References:

World development Reports, CMIE Journals, Economic Survey, Census and other relevant government publications,

Lesikar: Business communications

Sturat Sillars: Success In Communication on the job - A Practical Approach , Prentice Hall , New Jersey.

DR Head for m.a. P. R.

**Evaluation Scheme  
Master of Business Administration**

**First Semester**

Course	Contact Hours/W	Theory			Practical/ Viva			Teacher's Assessment		Total	Credit
		First Term	Mid Term	End Term	First Term	Mid Term	End Term	Theory	Practical		
MS 101 Fundamentals of Management and Communication	4	20	20	40	-	-	-	20		100	4
MS 102 Economic Analysis	4	20	20	40	-	-	-	20		100	4
MS 103 Business Environment and International Perspective	4	20	20	40	-	-	-	20		100	4
MA 102 Operations Research and Quantitative Techniques	4	20	20	40	-	-	-	20		100	4
MS 105 Accounting for Management Decisions	4	20	-	40	-	20	-	10	10	100	4
MS 106 Computer Applications for Business	4	20	-	40	-	20	-	10	10	100	4
MS 107 Open Elective I	4	20	20	40	-	-	-	20		100	4
MS 108 Minor Project I	4	-	-	-	20	20	40	-	20	100	4
MS 109 Managerial Skill Development	4	-	-	-	20	20	40	-	20	100	4
<b>Total</b>	<b>36</b>									<b>900</b>	<b>36</b>

Creevy  
16.8.22

