

201 -ORGANISATIONAL EFFECTIVENESS, CHANGE AND ORGANISATIONAL DEVELOPMENT

- Analyze the culture of the organization focusing on its creation and sustenance.
- Examine the impact of change and formulate different strategies for change
- Identify the problems in organization and design solutions leading to organizational effectiveness
- Evaluate different models of organizational development and perceive different assumptions and values related to it
- Design different OD interventions after careful diagnosis of the situation/problem faced by any organization

202 MANAGEMENTSCIENCE-II

- Understand the concept and models of operation research for selection of decision alternatives.
- Apply tools of management science for effective and efficient operations
- Evaluate the operations of different firms to achieve optimal efficiency
- Use latest technology to solve operations related problems

203 HUMAN RESOURCE MANAGEMENT

- Identify different aspects of Human Resource Management and develop an understanding of national and international practices of Human Resource Management.
- Acquire knowledge to examine the existing human resource practices at the work place and forecast the future requirement ensuring maintenance and social security of employees.
- Compare different employees and accordingly design their compensation packages on the basis of transparent Performance Appraisal
- Design training and development programs for employees
- Create a competitive advantage through people.

204 FINANCIAL MANAGEMENT

- Understand the issues and framework of corporate finance.
- Analyze the effect of corporate decisions on the value of a firm.
- Compare various investment proposals.
- Design a firm's financial needs and interpret its effect on the value of the firm.
- Make optimal financial decisions by integrating the concepts of leverages, working capital and dividend.

205 MARKETING MANAGEMENT

- Examine the marketplace and analyze the marketing environment
- Distinguish consumer markets and industrial markets and formulate strategies related to segmentation, targeting and positioning
- Elaborate contemporary issues in marketing along with their implication for organizations
- Formulate marketing plans and strategies related to product, price, place and promotion
- Appraise the marketing information system and apply marketing research to solve the problems

206 OPERATIONS MANAGEMENT

- Understand the operations management systems and evaluate the production control process.
- Acquire knowledge about the inventory control system and evaluate the purchasing function.
- Analyze and evaluate the work methods and create more efficient ways of performing a job
- Ensure the quality standards of goods produced and create quality products.

207 RESEARCH METHODOLOGY

- Classify different types of research and elaborate the research process
- Formulate the research problem and develop the research design
- Categorize the sampling and data collection techniques and construct the questionnaire
- Analyze the data through the application of different computer software
- Write the research report and prepare the presentation by using different tools