



# SYLLABUS

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GLOBAL MBA PROGRAM

TRIMESTER 5

**SESSION: 2022-24**

Programme: Global MBA  
Name of the Course: **Behavioural Finance**  
Core / Elective: Elective  
Credit: **3 Credits**  
Academic Year & Term: 2022-24, Term V  
Course Coordinator: Prof.  
**Email:**

**Instructor:**  
**Email:**

**Instructor:**  
**Email:**

### **Course Objective**

In this course students will use insights from behavioral economics and psychology as well as other social sciences and more realistic economic settings to guide and develop alternative theories of financial market behavior, while relying on the analytical and quantitative methods common to finance. Students will examine how the insights of behavioral finance complement the traditional paradigm and shed light on investors' trading patterns, the often anomalous behavior of asset prices, and various Wall Street institutions and practices impacting both firms and individual consumers

### **Learning Outcome**

At the end of this course:

1. The student is able to develop alternative theories of financial market behavior
2. The student is able to examine how the insights of behavioural finance complement the traditional paradigm
3. The student is able to examine the anomalous behavior of asset prices

### **Course Content**

#### **Module 1**

##### **Non-Behavioural Finance**

Introduction; why we care: The roles of securities prices in the economy; Efficient markets hypothesis (EMH): Definitions; EMH in supply and demand framework; Theoretical arguments for flat aggregate demand curve; Equilibrium risk models; Pro-EMH evidence

#### **Module 2**

##### **Some motivating evidence**

Return predictability in the stock market and other asset markets; Data mining; Joint hypothesis problem

### **Module 3**

#### **Demand by average investors**

Definition of average investor; Belief biases; Limited attention and categorization; Nontraditional preferences – prospect theory and loss aversion; Bubbles and systematic investor sentiment. Social interactions and positional concerns, role of advisors, advertising

### **Module 4**

#### **Demand by arbitrageurs**

Definition of arbitrageur; Long-short trades; Risk vs. Horizon; Transaction costs and short-selling costs; Fundamental risk; Noise-trader risk; Professional arbitrage; Destabilizing informed trading

### **Module 5**

#### **Supply by firms and managerial decisions**

Supply of securities and firm investment characteristics (market timing, catering) by rational firms; Associated institutions; Relative horizons and incentives; Biased managers

#### **Pedagogy**

Lectures, Case Discussion, Simulation and Role Plays

#### **Text Book(s)**

1. Behavioral Finance: Insights into Irrational Minds and Markets, by James Montier

#### **Suggested Reading**

1. Behavioral Finance: Understanding the Social, Cognitive, and Economic Debates, by Burton and Shah
2. Beyond Greed and Fear: Understanding Behavioral Finance and the Psychology of Investing, by Shefrin

#### **Mode of Evaluation**

Midterm, Quizzes, Assignments, Seminars, Term Paper, Mini Projects and FAT

Programme: Global MBA  
Name of the Course: **Derivatives Management**  
Core / Elective: Elective  
Credit: **3 Credits**  
Academic Year & Term: 2022-24, Term V  
Course Coordinator: Prof.  
**Email:**

**Instructor:**  
**Email:**

**Instructor:**  
**Email:**

### **Course Objective**

Students will be able to systematically apply qualitative and quantitative techniques to solve business problems

### **Learning Outcome**

At the end of this course:

4. The student is able to perform a comprehensive quantitative data analysis
5. The student is able to interpret qualitative information in detail
6. The student is able to represent the analyses as a complete solution to the business problem

### **Course Content**

#### **Module 1**

##### **Derivatives: An Introduction**

Definition – Derivative Markets and Instruments – Basic Derivatives – Forwards, Futures and Options – Derivative Terminologies

#### **Module 2**

##### **Forward and Futures Contract**

Structure of Forward and Futures Markets – Forward Contracts – Futures Exchanges and Contracts – Types of Futures – Mechanics of Future Trading– Characteristics – Trading Process & Price Quotations – Hedging and Speculation with Commodity Futures – Interest Rate Futures –Currency Futures – Stock Index Futures – Basic principles of Pricing Forwards –Hedging in Futures and Forward – Techniques of Arbitrage in Stock Index –Pricing of Index Futures Contracts

### **Module 3**

#### **Options Contracts**

Types of Option Contracts – Option Pricing – Factors affecting Option Pricing – Principles of Call and Put Option Pricing – Binomial and Black – Scholes Option Pricing Models – Interest Rate Options – Currency Options and Trading Strategies – Options on Futures Contracts and Exotic Options – Basic and Complex Option Strategies – Covered Call Writing – Protective Put – Straddles and Strangles – Spreads – Option Greeks

### **Module 4**

#### **Interest Rate Contracts**

Basic Interest Rate Derivatives – Uses of Caps, Floors, and Collars – Swaptions and Forwards – Forward Rate Agreements – Interest Rate Options – Caplet & Floorlet – Interest Rate Derivatives Strategies

### **Module 5**

#### **Swaps Transactions**

Introduction – Interest Rate Swaps – Currency Swaps – Commodity Swaps – Equity Swaps – importance of Swaps – Mechanics of Swap Transactions – Valuation and Application of Swaps

### **Module 6**

#### **Contemporary Issues**

Guest Lecture from industry experts on contemporary hedging strategies used by the corporate world to avoid risk

#### **Pedagogy**

Lectures, Case Discussion, Simulation and Role Plays

#### **Text Book(s)**

1. John C. Hull, Sankarshan Basu (2016), Options, Futures and other Derivatives, 9th Edition, Pearson Education

#### **Suggested Reading**

1. Don M. Chance, Robert Brooks, (2015), An Introduction to Derivatives and Risk Management, 10th edition, Cengage Learning.
2. Dubofsky, David A, Miller Jr, Thomas W, (2008), Derivatives – Valuation and Risk Management, 1st edition, Oxford University Press

#### **Mode of Evaluation**

Midterm, Quizzes, Assignments, Seminars, Term Paper, Mini Projects and FAT

Programme: Global MBA  
Name of the Course: **HRIS & Auditing**  
Core / Elective: Elective  
Credit: **3 Credits**  
Academic Year & Term: 2022-24, Term V  
Course Coordinator: Prof.  
**Email:**

**Instructor:**  
**Email:**

**Instructor:**  
**Email:**

### **Course Objective**

The objective of this course is to create awareness in upcoming managers, of different types of information systems in an organization so as to enable the use of computer resources efficiently, for effective decision making, to understand various Management Information Systems operating in an organization particularly in the Human Resources Management functional area and explain its relationship with the various other activities of the organization, to understand how Human Resources Information Systems are bought/developed and implemented for various levels in an organization, to explore the use of some common Information Systems development tools.

### **Learning Outcome**

At the end of this course:

7. The student is able to explain different types of information system used in an organization for effective decision making
8. The student is able to explain various Management Information Systems operating in an organization particularly in the HR
9. The student is able to explain development and implementation of HRIS at various levels in an organization

### **Course Content**

#### **Module 1**

##### **Introduction to HRIS**

Introduction to Computer Based Information Systems –TPS/MIS/EIS/ES/DSS/OA, Management Concepts and CBIS, Management Information Systems, Functional Applications, HRIS Life Cycle, HR responsibility in each phase of HRIS development

## **Module 2**

### **Implementation of HRIS**

HRIS Planning, HRIS Expectation, Productivity Through HRIS, HRIS Cost-benefit Value Analysis, Getting Management Support for HRIS, Limitations of Computerisation of HRIS, Tools in HRIS Development

## **Module 3**

### **Process of Auditing IS**

Management of IS Audit Function - Risk Analysis – Internal Controls – Performing an IS Audit – Control Self-assessment – The Evolving IS Audit process

## **Module 4**

### **Governance and Management of IT**

Corporate Governance – IS Strategy – IT Investment and allocation processes - Policies and Procedures – Risk Management – IS Management practices –IS Organizational structure and responsibilities – Business Continuity Planning – Auditing Business Continuity

## **Module 5**

### **IS Operations, Maintenance and Support**

IS Operations- IS Hardware – IS Architecture and Software – IS Network Infrastructure – Auditing Infrastructure and Operations

## **Module 6**

### **IS Acquisition, Development and DRP**

Auditing Application Controls – Auditing Systems Development Acquisition and Maintenance – Disaster Recovery Planning

## **Module 7**

### **Protection of Information Assets**

Importance of Information Security Management - Logical Access – Network Infrastructure Security- Auditing Information Security Management Framework - Environmental Exposures and Control – Physical Access Exposures and Controls

## **Pedagogy**

Lectures, Case Discussion, Simulation and Role Plays

**Text Book(s)**

2. Behavioral Finance: Insights into Irrational Minds and Markets, by James Montier

**Suggested Reading**

3. Behavioral Finance: Understanding the Social, Cognitive, and Economic Debates, by Burton and Shah
4. Beyond Greed and Fear: Understanding Behavioral Finance and the Psychology of Investing, by Shefrin

**Mode of Evaluation**

Midterm, Quizzes, Assignments, Seminars, Term Paper, Mini Projects and FAT



Programme: Global MBA  
Name of the Course: **Knowledge Management**  
Core / Elective : Elective  
Credit: **3 Credits**  
Academic Year & Term: 2022-24, Term V  
Course Coordinator: Prof.  
**Email:**

**Instructor:**  
**Email:**

**Instructor:**  
**Email:**

### **Course Objective**

The objective of the course is to comprehend global trends influencing the business environment, to articulate (oral and written) ideas to aid decision making, to involve stakeholders and team members in executing decisions

### **Learning Outcome**

At the end of this course student will be

1. able to analyse decisions using multiple international information sources
2. able to appreciate cultural differences with the available information while making decisions
3. sensitive to consequences of intercultural communication and proposes sensitive ways of communicating in the given context
4. effective in oral communication of a managerial decision and is also convincing
5. able to effectively use written communication for expressing views
6. able to convince others on decision making using his or her oral and written communication skills
7. able to establish a favorable team climate and ensure enthusiastic decision making
8. able to elicit constructive feedback in conflicting situations
9. able to facilitate enthusiastic stakeholder/team participation and contribution in decision making

### **Course Content**

#### **Module 1**

##### **Introduction**

Knowledge Hierarchy, Knowledge Management (KM), KM Evolution, Knowledge Worker, Forms of Knowledge, Key Drivers of KM

## **Module 2**

### **Knowledge Management Life Cycle**

Nonaka's Model of Knowledge Creation, Knowledge Sharing, Knowledge Utilization, KM Road Map, Importance of Tacit Knowledge, Challenges faced in Tacit Knowledge Externalization, Knowledge Transfer Techniques, Expert Knowledge

## **Module 3**

### **Aligning KM in Organizations**

HRM Practices and KM; Learning, Cognitive skills and KM; Creativity, Innovation and KM; Organizational Culture, Change and KM; Leadership and KM; ICTs and KM

## **Module 4**

### **Knowledge Management Tools**

Diagnostic technologies and their value, Data management, information technology and organizational productivity, Web-centric knowledge management, Global, joint, simultaneous problem solving in a value network, Content Analysis

## **Module 5**

### **Social and Ethical Issues**

Communities of Practice, Knowledge Friendly companies, knowledge transfer between academia and industry, KM System Deployment in various sectors

## **Module 6**

### **Contemporary Issues**

Guest lecture by industry experts on Knowledge management in product development, Managing services and customer relationships, Product knowledge and innovation

## **Pedagogy**

Lectures, Case Discussion, Simulation and Role Plays

## **Text Book(s)**

1. Edwards. J.S, (2015), The Essentials of Knowledge Management, Palgrave Macmillan, UK.
2. North. K, G. Kumta, (2014), Knowledge Management: Value creation through organizational learning, Springer.

**Suggested Reading**

1. Jennex M.E, (2007), Knowledge Management: Concepts, Methodologies, Tools and Applications, 6th revised edition, Idea Group.
2. Donald Hislop, (2013), Knowledge Management in Organizations, 3rd edition, Oxford University Press.
3. Dalkir. K, (2011), Knowledge Management in Theory and Practice, 2nd Edition, MIT Press

**Mode of Evaluation**

Midterm, Quizzes, Assignments, Seminars, Term Paper, Mini Projects and FAT

Programme: Global MBA  
Name of the Course: **Strategic Cost Management**  
Core / Elective: Elective  
Credit: **3 Credits**  
Academic Year & Term: 2022-24, Term V  
Course Coordinator: Prof.  
**Email:**

**Instructor:**  
**Email:**

**Instructor:**  
**Email:**

### **Course Objective**

On completion of this subject students should have developed skills of analysis, evaluation and synthesis in cost and management accounting and, in the process, created an awareness of current developments and issue in the area. The subject covers the complex modern industrial organizations within which the various facets of decision-making and controlling operations take place; the subject includes discussion of costing systems and activity based costing, activity management, and implementation issues in modern costing systems.

### **Learning Outcome**

At the end of this course student will be able to

1. Identify the conventions and doctrines of managerial and cost accounting and other generally accepted principles which may be applied in the contemporary cost management models
2. Identify major contemporary issues that have emerged in strategic cost management
3. Discuss a number of issues relating to the design and implementation of cost management models in modern firms
4. Application of Operation Research in Strategic Decision Making

### **Course Content**

#### **Module 1**

##### **Developments in Cost Management:**

Life Cycle costing, Target costing, Kaizen Costing, Value Analysis and Value Engineering, Throughput Costing, Business Process Re-engineering, Back-flush Accounting, Lean Accounting, Socio Economic Costing, Cost Control and Cost Reduction – Basics, Process, Methods and Techniques of Cost Reduction programme.

## **Module 2**

### **Decision Making Techniques**

Marginal Costing- Differential costing-CVP Analysis – Profit Volume Graphs – Contribution Approach, Decisions involving alternative choices – Optimum utilization of resources – Make or Buy – Evaluation of Orders – Multiple scarce resource problems- Product sales pricing, Pricing Decisions and Strategies – New Product Pricing, Use of Costs in Pricing, Sensitivity Analysis in Pricing Decisions; Monopoly Pricing vs. Competitive Pricing; Bottom Line Pricing, Costing of Service Sector – methods, pricing, performance measurement, Transfer Pricing - Objectives, Methods ( Cost Based, Market Price Based, Negotiated Pricing), Advantages and Disadvantages, Criteria for setting Transfer Prices, Transfer Price in different situations, Situations causing Conflicts and resolving the Conflicts; Relevant Cost Analysis: Relevant Cost, Irrelevant Costs - Sunk or Historical Cost, Committed Cost, Absorbed Cost, Situations where Fixed Costs become relevant for decision – making and its related implications, Profitability Analysis – Product wise / Segment Wise / Customer wise

## **Module 3**

### **Standard Costing in Profit Planning**

Variance Analysis - Investigation of Variances, Planning and Operating Variances, Controllable / Non-controllable Variances, Relevant Cost Approach to Variance Analysis; Variance analysis under marginal costing and absorption costing; Activity Ratios; Application of budgetary control and Standard Costing in Profit planning, Standard Costing Vs Budgetary Control, Reconciliation of Actual Profit with Standard Profit and /or Budgeted Profit, Uniform Costing and Inter-firm comparison.

## **Module 4**

### **Activity Based Cost Management – JIT and ERP**

Concept , purpose, benefits, stages, relevance in decision making and its application in Budgeting, Responsibility accounting, Traditional Vs. ABC System – comparative analysis, JIT – introduction, Benefits, Use of JIT in measuring the Performance, ERP and its applications in strategic cost management, Bench Marking

## **Module 5**

### **Cost of Quality and Total Quality Management**

TQM – Basics, Stages, Principles, Control, Corrective Actions, PRAISE – Steps, Problems, Implementation, PARETO Analysis, Quality Costs

## **Module 6**

### **Application of Operation Research and Statistical Tools in Strategic Decision Making**

Learning Curve, Linear Programming (Formulation only), Assignment, Transportation, Simulation, Network Analysis – CPM / PERT

**Pedagogy**

Lectures, Case Discussion, Simulation and Role Plays

**Text Book(s)**

1. Strategic Cost Management – Decision Making, E2 Dec. 2018, Directorate of Studies, The Institute of Cost Accountants of India

**Mode of Evaluation**

Midterm, Quizzes, Assignments, Seminars, Term Paper, Mini Projects and FAT

Programme: Global MBA

Name of the Course: **Strategic Marketing & Management**

Core / Elective: Core

Credit: **3 Credits**

Academic Year & Term: 2022-24, Term V

Course Coordinator: Prof.

**Email:**

**Instructor:**

**Email:**

**Instructor:**

**Email:**

### **Course Objective**

The objective of this course is for the students to comprehend global trends influencing the business environment, to involve stakeholders and team members in executing decisions

### **Learning Outcome**

At the end of this course:

1. The student is able to analyse decisions using multiple international information sources
2. The student is able to appreciate cultural differences with the available information while making decisions
3. The student is sensitive to consequences of intercultural communication and proposes sensitive ways of communicating in the given context
4. The student is able to establish a favourable team climate and ensure enthusiastic decision making
5. The student is able to elicit constructive feedback in conflicting situations
6. The student is able to facilitate enthusiastic stakeholder/team participation and contribution in decision making

### **Course Content**

#### **Module 1**

##### **Strategic Management and Competitiveness**

The Competitive Landscape: The Global Economy, Technology and Technological Changes, The Resource-based model of above-average returns, Vision and Mission, Stakeholders, Strategic Leaders: Effective strategic leaders, Predicting outcomes of strategic decisions - profit pools, The Strategic Management Process

## **Module 2**

### **The External Environment: Opportunities, Threats, Competition and Competitor Analysis**

Segments of the General Environment – Industry Environment Analysis – Porter’s Five Forces, Strategic Groups, Competitor Analysis and Ethical Considerations

## **Module 3**

### **The Internal Environment: Resources, Capabilities, Competencies and Competitive Advantages**

Analyzing the internal organization, Concept of Creating Value, Resources, Capabilities and Core Competencies, Building core competence, Criteria of Sustainable Competitive Advantage, and Value Chain Analysis

## **Module 4**

### **Formulations of Strategic Actions- II: Corporate-Level Strategy**

Levels of Diversification – Operational Relatedness: Sharing Activities, Corporate Relatedness: Transferring of Core Competencies, Market Power.

## **Module 5**

### **Strategic Acquisition and Restructuring**

Differentiating between Acquisition, Merger and Takeovers, Reasons for Acquisition, Restructuring – Downsizing, Down scoping, Leveraged buyouts, Restructuring outcomes

## **Module 6**

### **Global Strategy**

Identifying international Opportunities, International Business-level and Corporate-level strategies, Choice of International Entry Modes, Strategic Competitive Outcomes, Risks in International Environment

## **Module 7**

### **Implementation of Strategic Actions – Corporate Governance and Ethics:**

Separation of ownership and managerial control, Ownership concentration, Board of Directors and Ethical Behavior

## **Module 8**

### **Structures and Controls within Organizations**

Evolutionary Patterns of Strategy and Organizational Structure



## **Module 9**

### **Leadership Implications for Strategy in the Indian Scenario**

Strategic Leadership & Styles in Indian Organizations, Role of Top-level manager, Managerial succession; Strategic Direction, Effective management of Firm's resource portfolio, Sustaining effective organizational culture, Balanced Organizational Controls; Entrepreneurial Opportunities, Internal Innovations, and Innovation through Acquisitions.

## **Module 10**

### **Contemporary Issues**

Guest lecture by industry experts on contemporary strategic management practices in India

### **Pedagogy**

Lectures, Case Discussion, Simulation and Role Plays

### **Text Book(s)**

1. Hitt, Ireland, Hoskisson, Manikuttu, (2016), Strategic Management, Cengage Learning.
2. Hill, Jones, Shilling (2013), An Integrated Approach to Strategic Management, 11th edition, Cengage Learning.

### **Suggested Reading**

1. Thompson, Strickland, Gamble, Jain, (2010), Crafting and Executing Strategy, 16<sup>th</sup> edition, McGraw Hill.
2. Fred R. David, (2015), Strategic Management – Concepts & Cases, 15th edition, Pearson Education.
3. John Pearce, Richard Robinson, Amitha Mittal, (2012), Strategic Management, 13th edition, McGraw Hill.
4. R. Srinivasan, (2012), *Strategic Management: The Indian Context*, 4th edition, PHI Learning.
5. Bod de Wit, Ron Meyer, (2014), Strategy - An International Perspective, 5th edition, Cengage Learning.

### **Mode of Evaluation**

Midterm, Quizzes, Assignments, Seminars, Term Paper, Mini Projects and FAT

Programme: Global MBA  
Name of the Course: **Team Building and Conflict Management**  
Core / Elective: Elective  
Credit: **3 Credits**  
Academic Year & Term: 2022-24, Term V  
Course Coordinator: Prof.  
**Email:**

**Instructor:**  
**Email:**

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### **Course Objective**

The objective of this course is for the students to be exposed to what conflict is and how it is identified, by Understanding the reactions and the behaviours of conflict, will allow the students to explore strategic options to better manage their own conflict as well as those who work with or for them. This course will help the students understand what a conflict competent organization is and how one can be part of this organization with a working action plan.

### **Learning Outcome**

At the end of this course:

1. Understand and identify the elements of a conflict
2. Draw on personal experiences to identify and discuss conflicts in their own lives and in the workplace.
3. Understand the stages of conflict escalation and strategies to manage differences
4. Gain and apply skills in the art of resolving conflicts
5. Foster discussions with a diversity of ideas and the role they play in creating a conflict competent organization
6. Identify and implement strategies that help create healthy team dynamics.
7. Produce a research paper on the utilization and impact of a conflict management system within a company or a personal experience and gain an understanding of what it means to manage differences and conflict effectively.

### **Course Content**

#### **Module 1**

##### **Getting to Yes - Negotiating Agreement without Giving In - 1**

What is Conflict, History of Conflict Resolution, Why Conflict Resolution, 4 N's of Conflict, Definitions

## **Module 2**

### **Getting to Yes - Negotiating Agreement without Giving In - 2**

Three Stages of Conflict, Strategies of Conflict Management, Costs of Conflict,

## **Module 3**

### **Costs of Conflict**

Conflict Assessment, Positions — Interests/Needs, Keys to Resolving Conflicts, Video — The Clash, The Five Dysfunctions of a team — Model

## **Module 4**

### **Defining an Integrated Conflict Management System**

Conflict Resolution Steps, Workplace Needs — team dynamics, Defining an Integrated, Conflict Management System, Conflict Skilled Organizations, Video – Mediations, Open Issues

## **Module 5**

### **The Principles of Conflict Competence**

Differentiating between Acquisition, Merger and Takeovers, Reasons for Acquisition, Restructuring – Downsizing, Down Scoping, Leveraged buyouts, Restructuring Outcomes

## **Module 6**

### **Contemporary Issues**

Guest lecture by industry experts on team building and conflict management in professional and personal life

## **Pedagogy**

Lectures, Case Discussion, Simulation and Role Plays

## **Text Book(s)**

3. Fisher, Roger, Ury, William and Patton, Bruce, (1991), Getting to Yes – Negotiating Agreement Without Giving In. (2<sup>nd</sup> Ed.). New York, NY: Penguin Books. ISBN – 978-0-14-015735-2

## **Suggested Reading**

6. Thompson, Strickland, Gamble, Jain, (2010), Crafting and Executing Strategy, 16<sup>th</sup> edition, McGraw Hill.
7. Fred R. David, (2015), Strategic Management – Concepts & Cases, 15th edition, Pearson Education.

8. John Pearce, Richard Robinson, Amitha Mittal, (2012), Strategic Management, 13th edition, McGraw Hill.
9. R. Srinivasan, (2012), *Strategic Management: The Indian Context, 4th edition*, PHI Learning.
10. Bod de Wit, Ron Meyer, (2014), Strategy - An International Perspective, 5th edition, Cengage Learning.

**Mode of Evaluation**

Midterm, Quizzes, Assignments, Seminars, Term Paper, Mini Projects and FAT

Programme: Global MBA  
Name of the Course: **Ex Comm V – Resume Building and Interview Preparation**  
Core / Elective: **Core**  
Credit: 3 **Credits**  
Academic Year & Term: 2022-24, Term V  
Course Coordinator: Prof.  
**Email:**

**Instructor:**  
**Email:**

**Instructor:**  
**Email:**

### **Course Objective**

The session will focus on tips and technique of making a resume, what matters the most to any recruiter. The session would help students decipher the “recruiter’s thought process” behind the various questions that come up during the interview.

### **Learning Outcome**

At the end of this course students will:

1. Learn the tips and techniques of resume building
2. Know what matters to the recruiter
3. Understand recruiter’s thought process
4. Understand and answer typical interview questions

### **Course Content**

#### **Module 1**

##### **Resume Building**

The tips and technique of making a resume that reflects your qualities and achievements, which would matter the most to any recruiter, would be shared with the participants. As an end result of the session, the resumes of the participating batch would: Focus on the “So What” aspect i.e. highlight the latent personal and professional qualities, Have a similar look and feel.

#### **Module 2**

##### **Interview Preparation**

The session would help students decipher the “recruiter’s thought process” behind the various questions that come up during the interview. An indicative set of interview questions would be discussed in the class. The session would be dedicated to topics such as, what is an interview? Interview Etiquettes, Questions to ask, Directed Interview Approach

**Pedagogy**

Lectures, Case Discussion, Simulation and Role Plays

Programme: Global MBA

Name of the Course: **EAWP 5 - Working in teams, Understanding Negotiations**

Core / Elective: **Core**

Credit: **1 Credits**

Academic Year & Term: 2022-24, Term V

Course Coordinator: Prof.

**Email:**

**Instructor:**

**Email:**

**Instructor:**

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### **Course Objective**

Basic objective of this is to identify and understand teams and how they function. Demonstrate the skills necessary for the development of an effective team, Practical understanding of different stages in team work from an organization's perspective. We all negotiate on daily basis, whether on a personal level with friends and family or professionally with different stake holders. Negotiation is also the key to business success. Additionally within a company your career growth can also be a function of your negotiation skills.

### **Learning Outcome**

At the end of this course students will:

1. Understand why teams are important,
2. Understand the roles of individuals in a team,
3. Understand systems and processes for effective teamwork and communication,
4. Understand methods for addressing team conflict.
  
5. Have positive and confident approach to negotiating
6. Have awareness of different negotiating styles and how to respond to them
7. Have clear process for preparing for and carrying out formal and informal negotiations
8. Have practical toolkit of skills and strategies for effective negotiations

### **Course Content**

#### **Module 1**

##### **Working in Teams**

Identify and understand teams, how teams function, developing an effective team, understanding different stages in team work from an organization's perspective

## **Module 2**

### **Understanding Negotiations**

In this you will learn about and practice the steps to successful negotiations like:

1. Preparation: Planning your negotiation strategy
2. Negotiation: Understanding key tactics for success
3. Closure: Create an agreement or contract
4. Performance and Evaluation: Final result

### **Pedagogy**

Lectures, Case Discussion, Simulation and Role Plays

### **Mode of Evaluation**

Midterm, Quizzes, Assignments, Seminars, Term Paper, Mini Projects and FAT