

**Model Syllabus for Business Management (Minor) in consonance with
Curriculum framework w.e.f. AY 2026-27**

COURSE STRUCTURE

Year	Semester	Course	Title of the Course	No. of Hrs /Week	No. of Credits
II	III	1	Principles of Management	4	4

SEMESTER-III

COURSE 1:PRINCIPLES OF MANAGEMENT

Theory

Credits: 4

4hrs/week

Course Objectives:

The course is designed to:

1. Outline the fundamental roles and responsibilities of managers in modern organizations.
2. Explain the core concepts, principles, and classical as well as modern theories of management.
3. Examine the broad functions of management such as planning, organizing, leading, and controlling.
4. Propose strategic initiatives to address contemporary issues and challenges in the field of management.
5. Understand and apply various controlling techniques used in organizational practice.

Course Outcomes(COs):

Upon successful completion of this course, students will be able to:

- **CO1:** Define and describe the nature and significance of management and managerial roles.
- **CO2:** Demonstrate understanding of key management principles and theoretical frameworks.
- **CO3:** Analyze and apply the functions of management in organizational contexts.
- **CO4:** Identify and evaluate solutions to modern managerial challenges through innovative thinking.
- **CO5:** Apply controlling techniques such as budgeting, performance appraisals, and audits in real-world scenarios.

Unit-I: Introduction to Management

Definition – Nature, process and significance of management – Management as a Science or Art - Management as a profession- Administration and Management- Henry Fayol's Principles of Management - Functions of Management. Contemporary Issues and Challenges in Management of 21st Century.

Unit-II: Planning

Planning-Nature and Importance of Planning-Types of Plans - Levels of Planning -Steps in planning - Making Effective Plans- Objectives and Management By Objective (MBO) Decision Making: Nature of decision making - Types of decisions – Decision Making Process.

Unit-III: Organizing

Organizing - Nature and purpose - Principles of Organization - Types of Organization – Organisational Structure and Design– Line, Staff and functional authority–Conflict between Line and Staff–Overcoming the Line-Staff Conflict. Committees, Departmentation- Span of control – Authority, Responsibility and Accountability - Principles of Delegation - Steps - Centralization Vs Decentralization – Factors determining the degree of Decentralization of authority.

Unit-IV: Staffing and Directing

Staffing- Nature and Purpose of staffing– Importance of staffing– Components of Staffing- Manpower planning - Recruitment and Selection. Directing – Nature of Directing function - Principles– Motivating people at work – Motivation theories. Communication skills for directing – Barriers of communication.

Unit-V:Controlling

Controlling - Concept, Nature and Importance - Essentials of Control - Requirements of an Effective Control System – Behavioural Implications of Control – Techniques of Managerial control.

Student-Centric Activities:

1. **Role Play**–Simulate managerial roles in planning, organizing, and controlling in a business scenario.
2. **Case Study Analysis**–Study and present real-world business challenges and management solutions.
3. **Seminars**–On contemporary management issues such as leadership in digital age or sustainability.
4. **Group Discussion**–On classical vs. modern theories of management and their relevance today.
5. **Field Visit Report**–Visit a local organization and observe the practical implementation of management functions.

Reference Books:

1. Koontz,H.,&Wehrich,H. Essentials of Management, McGraw Hill Publishers.
2. Gupta,R.S.,Sharma,B.D.,& Bhalla.N.S.(2011).Principles & Practices of Management (11th edition). New Delhi: Kalyani Publishers.
3. L MPrasad,(2007). Principles and Practices of Management, Himalaya Publishing House
4. Rao,P.S.(2009).Principles of Management, Himalaya Publishing House.

Model Question Paper
SEMESTER - III
COURSE-1 PRINCIPLES OF MANAGEMENT
(w.e.f. 2026-27)

Time: 3 hrs

Max. Marks 75

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SECTION - A

Answer any Five of the following

5 X 3= 15 Marks

1. Short answer question from Unit-1
2. Short answer question from Unit-1
3. Short answer question from Unit-2
4. Short answer question from Unit-2
5. Short answer question from Unit-3
6. Short answer question from Unit-3
7. Short answer question from Unit-4
8. Short answer question from Unit-4
9. Short answer question from Unit-5
10. Short answer question from Unit-5

SECTION - B

Answer Five of the following One question from each Unit. 5 X 12= 60 Marks

11. Long answer question from Unit-1

OR

12. Long answer question from Unit-1

13. Long answer question from Unit-2

OR

14. Long answer question from Unit-2

15. Long answer question from Unit-3

OR

16. Long answer question from Unit-3

17. Long answer question from Unit-4

OR

18. Long answer question from Unit-4

19. Long answer question from Unit-5

OR

20. Long answer question from Unit-5