



ARSD College, University of Delhi

Model Course Handout/Lesson Plan

Course Name : B.Com.(Prog.)						
Semester	Course Code	Course Title	Lecture (L)	Tutorial (T)	Practical (P)	Credit (C)
I	BC: DSC1.1	Business Organisation & Management	3	1		4
Teacher/Instructor(s)		Dr. Parminder Kaur				
Session		2022-23				

Course Objective:

The objective of this course is to enable learners to understand functions of management and challenges faced by management and organisations with changing dynamics.

Course Learning Outcomes:

- To make them understand dynamics of business organisations and management practices with respect to stakeholders.
- To understand varied perspectives related to business environment and entrepreneurship.
- To analyze how organisations adapt to an uncertain environment and decipher decision making techniques managers use to influence and control the internal environment.
- To analyze the relationship amongst functions of management i.e. planning, organizing, directing and controlling.
- To appreciate the change in working pattern of modern organisations.

Unit No.	Learning Objective	Lecture No.	Topics to be covered
1.	Introduction	1-3	Role of organisations and management in our lives; Nature and Functions of Management (An overview); Managerial Competencies.
		4-7	Ownership forms; Business formats- Brick & Mortar; Click; Brick & Click; E-commerce; Franchising; Outsourcing.

2.	Business Environment and Entrepreneurship	8-14	Ownership forms; Business formats- Brick & Mortar; Click; Brick & Click; E-commerce; Franchising; Outsourcing. international); Business ethics and social responsibility; Entrepreneurship and its relevance, Business and social entrepreneurship as a process of opportunity/problem; Micro, small and medium Enterprises; Government Policy regarding MSMEs
3.	Planning and Organizing	15-21	Strategic Planning – Business and Corporate Level Strategies; Decision-making- process and techniques; Organizing, Formal and Informal Organisations, Centralisation and Decentralisation, Organisational structures – Divisional, Product, Matrix, Project and Virtual Organisation
4.	Directing and Controlling	22-28	Motivation- needs (including Maslow’s theory), incentives, Equity and two-factor theory (Herzberg); McGregor Theory X and Theory Y; Leadership – Leadership Styles, Transactional Vs. Transformational Leadership; Followership – meaning, importance and Kelley’s Followership Model; Communication – New trends and directions (Role of IT and social media); Controlling –Techniques of Controlling Relationship between planning and controlling
5.	Indian Ethos and Contemporary Issues in Management	28-35	Indian Ethos for Management: Value-Oriented Holistic Management; Learning Lessons from Bhagavat Gita and Ramayana. Business Process Reengineering (BPR), Learning Organisation, Six Sigma, Supply Chain Management, Subaltern Management Ideas from India; Diversity & inclusion; Work-life Balance; Freelancing; Flexi-time and work from home; Co-sharing/coworking.

Evaluation Scheme:

No.	Component	Duration	Marks
1.	Internal Assessment		25
	• Quiz		
	• Class Test		
	• Attendance		
	• Assignment		
2.	End Semester Examination	3 hr	75

Sl. No.	Book References	Year of Publication/Reprint
1	Chhabra, T. N. (2021). Business Organisation and Management. Sun India Publications. Kaul, V. K. <i>Business Organisation Management</i> . Pearson Education.	2021
2	Kalra, S., & Singhal, N. (2020). Business Organisation and Management. Scholar Tech Press, Delhi.	2021
Mode of Evaluation:		Internal Assessment / End Semester Exam