

M.B.A. (Agri-business)

| S. No. | MBA Course Structure | Credits | CODE |
|----------------------|--|------------|----------|
| Semester – I | | | |
| 1. | Mathematics for Management | 4 | MAS -602 |
| 2. | Organizational Behaviour & Management Process | 4 | BAM-754 |
| 3. | Business Communication | 4 | BAM-752 |
| 4. | Principles of accounting | 4 | BAM-709 |
| 5. | Business Environment | 4 | BAM-755 |
| 6. | IT for Management | 4 | COMP-706 |
| 7. | Mercantile Law | 4 | BAM-797 |
| 8. | Personality Development & Managerial Performance | 4 | BAM-791 |
| | | 32 | |
| SEMESTER – II | | | |
| 1. | Marketing Management | 4 | BAM-760 |
| 2. | Financial Management | 4 | BAM-761 |
| 3. | Human Resource Management | 4 | BAM-767 |
| 4. | Operations Management | 4 | BAM-762 |
| 5. | Managerial Economics | 4 | BAM-750 |
| 6. | Research Methodology | 4 | BAM-729 |
| 7. | Managerial Accounting | 4 | BAM-751 |
| 8. | Management Science | 4 | BAM-856 |
| | | 32 | |
| | Summer training seminar -1 | S/U.S. | |
| SEMINAR –III | | | |
| 1. | Management Information System | 4 | BAM-864 |
| 2. | Labour Law | 4 | BAM-799 |
| 3. | Entrepreneurship and SBM | 4 | BAM-859 |
| 4. | Elective (any TWO CLUSTERS)* (3+3)x3=18 | 18 | |
| | | 30 | |
| SEMESTER – IV | | | |
| 1. | Strategic Management | 4 | BAM-865 |
| 2. | Elective (any ONE CLUSTER)** 3x3=9 | 9 | |
| | Seminar -2 | 1(0+1+0) | |
| | Project Report | 10(0+0+20) | |
| | Viva-voce | 1(0+1+0) | |
| | | 118 | |

Semester- I

MAS-602 **Mathematics for Management** **4(4+0+0)**

- Determinant and Matrices
- Linear Equation
- Differentiation and derivatives
- Integration
- Maxima and Minima of Function
- Probability
- Frequency distribution and there analysis
- Multiple Regression and correlation analysis
- Time series analysis
- Test of Hypothesis
- Progression and annuity

Test Book Recommended:

Mathematics for management and Introduction: Raghavchari

BAM-754 **ORGANIZATIONAL BEHAVIOR & MANAGEMENT PROCESS** **4(4+0+0)**

- Introduction to OB
- Models/ Theory of OB
- Human factor and Motivation
- Leadership
- The organization system
- Organizational Dynamics

Test Book Recommended:

Organizational Behavior – L M Prasad

BAM -752 **BUSINESS COMMUNICATION** **4(4+0+0)**

- Concept
- Communication process
- Barriers to communication
- Communication in Organization
- Written Communication
- Oral communication
- Non verbal communication

Test Book Recommended:

Business communication – Guffey

BAM-709

PRINCIPLES OF ACCOUNTING

4(4+0+0)

- Meaning and scope and objective of Accounting
- Principles of accounting concepts and convention
- Journalizing Transaction
- Ledger books of accounts
- Bank reconciliation statement
- Rectification of errors
- Trial balance
- Preparation of final accounts
- Depreciation

Test Book Recommended:

Modern accountancy –Mukherjee and Hanif

BAM-755

BUSINESS ENVIRONMENT

4(4+0+0)

Concept of macro economics

National Income, concept and methods of estimation, Measuring GDP

Inflation and price index

Input and output analysis

Aspect of micro economics

Balance of payment and balance of trade Balance of exchange

Test Book Recommended:

Micro and Macro economics – Samulson and Nodhus

COMP-706

IT for MANAGEMENT

4(2+1+2)

- Information concept and processing
- Data concept
- Elements of data processing and special application
- Number system in computer system
- Elements of computer systems
- Concept of hardware and shortage devices
- Concept of software
- Concept of Operating system
- Computer and communication
- Programming language – classification
- Computer management and virus protection
- Internet and intranet
- IT application

Practical-

Fundamental

Commands of MS-DOS

MS Word

MS Power point

MS Excel

Exposure to stats and financial packages

BAM-797

MERCANTILE LAW

4(4+0+0)

- Law of contract
- Negotiable Instrument act
- Partnership act
- Company act-1956
- Contingent and Quasi act
- Bailment and Pledge
- Agency
- Contract of Indemnity and Guarantee

Test Book Recommended:

Mercantile Law- Garg and Chawla

BAM-791 PERSONALITY MANAGEMENT AND PERFORMANCE 4(3+1+0)

- Attitude
- Success
- Motivation
- Presentation skills, Written communication and Interview
- Self Image/Self Esteem
- Interpersonal Skill
- Subconscious Mind & Habits
- Goal Setting
- Purpose of Life-Value & Vision
- Leadership Qualities & Team Building
- Creativity & Innovation
- Management of Change
- Time Management
- Stress Management

Text Books Recommended

Unlimited Power –Anthony Robbins

Awaken the giant within - Anthony Robbins

You can win – Shiv Khera

Semester-II

BAM-760

MARKETING MANAGEMENT

4(4+0+0)

- Marketing in the twenty first century
- Building customer satisfaction, value and retention
- Wining Markets: Market Oriented strategic Planning
- Gathering Information and Measuring Demand
- Scanning the marketing environment
- Analyzing consumers markets and buyer behavior
- Analyzing Business Market and business buying behavior
- Dealing with the competition
- Identifying market segment and selecting target market
- Positioning the market offering through the product life cycle
- Developing New market offering

Test Book Recommended:

Marketing management: Philip Kotler

Marketing management: Ramaswani and Namakumari

BAM-761

FINANCIAL MANAGEMENT

Credit: 4(4+0+0)

- Scope and function of agricultural finance
- Indian financial system
- Agencies of agricultural finance
- Financial Planning and budgeting
- Capital budgeting-Evaluation of agricultural project
- Financial Decision: Theory of Capital structure, planning the capital structure, financial and operating leverage
- Sources of finance: Short and long term sources
- Working capital management: Cash Receivable and inventory management
- New development in agricultural finance

Test Book Recommended:

Financial Management – I M Pandey

Financial Management - Chandra

Agricultural Finance and Management- S Sudha Reddy and P Raghuram

BAM –767

HUMAN RESOURCES MANAGEMENT

4 (4+0+0)

- Nature and Scope of Human Resources Management
- Manpower Planning
- Job Analysis, Job Evaluation
- Recruitment, Selection Placement
- Employee Training & Development
- Performance Appraisal
- Promotion, Transfer, Demotions
- Wage, Salary, Rewards & Incentive
- Human Recourse Audits
- Job Satisfaction, Job Enrichment, Job Empowerment
- Employee Safety & Health
- Industrial Relation; Industrial Disputes, Their Resolution
- Trade Unions

Text Book Recommended:

1. Human Resource Management – Dessler
2. Human Resources and Personnel Management- William B Werther Keith Davis

BAM-762

OPERATIONS MANAGEMENT

4(4+0+0)

- ❖ Operation Function
- ❖ Operation Strategy
- ❖ Product Design
- ❖ Process Selection
- ❖ Service Process Design
- ❖ Forecasting
- ❖ Facilities Decisions
- ❖ Aggregate Planning

Text Book Recommended:

Operation Management –Krajewski
Operation Management-Dilworth

BAM-750

MANAGERIAL ECONOMICS

4(4+0+0)

- ❖ Concept and tools of Managerial economics
- ❖ Demand and supply analysis
- ❖ Production analysis
- ❖ Cost concept
- ❖ Market Dynamics:
- ❖ Element of Competition, Perfect Completion, Monopoly and price discrimination, Imperfect Competition and duopoly
- ❖ Profit concept and Measurement

BAM-792

RESEARCH METHODOLOGY

4(4+0+0)

- Meaning objective and type of research
- Formulation and research problem, setting of objective and hypothesis
- Sampling design
- Measurement and scaling technique
- Methods of data collection
- Processing and analysis of data statistic and research, measure of central tendency, measure of dispersion, measure of asymmetry, measure of relationship, simple regression analysis and multiple correlation, Multiple correlation and regression, Partial correlation
- Chi-Square, t-test and ANOVA, ANOCOVA, time series analysis

Multivariate analysis of data

BAM-751

MANAGERIAL ACCOUNTING

4(4+0+0)

- Concept of Managerial Accounting
- Understanding Financial Statements: Ratio Analysis Cash flow and Fund, flow statement
- Cost Flows and concepts
- Cost-volume-Profit Analysis
- Budget and Budgetary control
- Zero based Budgeting
- Responsibility Accounting

Test Book Recommended:

Introduction to Management Accounting – Hongren, Sundem, Stratton

Management Accounting – Khan and Jain

BAM – 856

MANAGEMENT SCIENCE

4 (4+0+0)

- Scientific Decision Making
- Problem Formulation, Graphical Method
- Simplex Method (Maximization & Minimization), Sensitivity Analysis & Duality
- Transportation problem Assignment Problem, Waiting Lines
- Inventory Models, Networks
- Decision analysis, Integer Programming
- Simulation

Text Book Recommended:

1. Operation Research Theory & Application – KK Sharma
2. Quantitative Technique in Management – N.DVohra.

Summer training seminar 1

S/U.S

III Semester

BAM – 864 **MANAGEMENT INFORMATION SYSTEMS** **4(2+1+2)**

- Overview of Management Information Systems
- Information Systems and System Organization
- Computer and Information Processing
- Information Systems Software
- Enterprise –Wide Computing and Networking
- Alternate Systems Building Methods
- Information and Knowledge Work Systems
- Artificial Intelligence
- Controlling Information Systems
- Office Automation

Practical:

M S Word
M S Excel
MS PowerPoint
MS Access
Fundamentals of Internet

Text Book Recommended:

1. Management Information Systems –Kenneth Laudon & Jane Laudon
2. Management Information Systems – Davis & Olson
3. Management Information Systems – Suresh Basandra

BAM-799 **LABOUR LAW** **4(4+0+0)**

- Introduction to Labour law
- Trade union act-1926
- Industrial dispute act-1947
- ESI act-1948
- Maternity benefit act
- Workman compensation act-1923
- Contract Labour (Automation and regulation act)
- Minimum Wages act-1948
- Factories act-1948

BAM -859

Entrepreneurship and SBM

4(4+0+0)

- ❖ Entrepreneurship: Definition Classes, Theories of Entrepreneurship
- ❖ New Ventures & Business Plans Government Plans & Policies Training Infra Structural Assistance
- ❖ Characteristics & Roll of small Business
- ❖ Institutional Assistance to Small Business : Sources of Information Financial Institutions, Marketing Assistant
- ❖ Procedure for setting up Small Business: Rules & Regulations, Market Survey, Preparation of Feasibility Report, Managerial Competence and Infrastructure

Text Book Recommended:

1. Small Scale Industries & Entrepreneurship – Vasant Desai

Electives (any TWO CLUSTERS)* (3+3) x3 =18

SEMESTER – IV

BAM – 865

STRATEGIC MANAGEMENT

Credit: 4 (4+0+0)

- Concept of Strategy
- Process of Strategic Management
- role of Strategists –Mission Purpose objective
- Environment Components Appraising and Scanning Capability Factors
- Strategic alternative & Choice
- Grand Strategies strategic Plan
- Strategy Implementation –Structural and Functional Implementation
- Strategy Evaluation and Control

Text Book Recommended:

1. Strategic Management – Concept & Cases –Thompson & Strickland
2. Business Policy –Azhar Kazmi

Electives (any ONE CLUSTER) 3x3= 9**

Credit = 9

Seminar 2

Credit = 1(0+1+0)

Project Report

Credit = 10(0+0+20)

Viva-voce

Credit = 1(0+1+0)

MBA (Agribusiness) Semester-IV
5 Electives to be offered
Management Elective Stream

| Course Code | Subjects | Credit |
|--------------------|--|---------------|
| BAM-872 | Tax Legislation | 3(2+1+0) |
| BAM-883 | International Business Management | 3(2+1+0) |
| BAM-885 | Advanced Operation Management | 3(2+1+0) |
| BAM-878 | Project Management | 3(2+1+0) |
| BAM-880 | Advertising Management | 3(2+1+0) |
| BAM-881 | Supply Chain Management | 3(2+1+0) |
| BAM-882 | Training & Development | 3(2+1+0) |
| BAM-879 | Investment & Portfolio Management | 3(2+1+0) |
| BAM-877 | International Finance | 3(2+1+0) |
| BAM-888 | E-Business | 3(2+1+0) |
| BAM-887 | Brand Management | 3(2+1+0) |
| BAM-873 | International Marketing | 3(2+1+0) |
| BAM-893 | Intellectual Property Rights | 3(2+1+0) |
| BAM-874 | Industrial Relation | 3(2+1+0) |
| BAM-806 | Total Quality Management | 3(2+1+0) |
| BAM-890 | Marketing Research | 3(2+1+0) |
| BAM-891 | Tourism Management | 3(2+1+0) |
| BAM-886 | Salesmanship & Sales Force Management | 3(2+1+0) |
| BAM-884 | Organizational Development | 3(2+1+0) |
| BAM-889 | Consumer Behavior | 3(2+1+0) |
| BAM-875 | Working Capital Management | 3(2+1+0) |
| BAM-876 | Industrial Finance | 3(2+1+0) |
| BAM-894 | Information Technology for Managers | 3(2+1+0) |
| BAM-871 | Retail Management | 3(2+1+0) |
| BAM-897 | NGOs and Rural Development | 3(3+0+0) |
| | MBA Students can chose maximum 2 elective from Agri-Business Stream | |
| BAM-892 | Plantation Management | 3(2+1+0) |
| FMP-707 | Farm machinery Power & Management | 3(2+0+2) |
| ABM-808 | Live Stock Farm Management | 3(2+0+2) |
| ABM-809 | Dairy Management | 3(2+0+2) |
| ABM-810 | Management of Industrial Fisheries | 3(2+0+2) |
| ABM-802 | Seed Production & Certification | 3(2+1+2) |
| ABM-803 | Agro Input Industry | 3(2+0+2) |
| APPE-706 | Advance Food Processing | 3(2+0+2) |
| ABM-816 | Commodity Trading | 3(2+1+0) |
| | MBA (Agribusiness) students can chose maximum 2 elective from Business Management Stream | |

Syllabus for MBA Agri-business Management (elective)

| | | |
|-----------------|--|------------------|
| AM-878 | <u>Project Management</u> | 3 (2+1+0) |
| | <ul style="list-style-type: none">❖ Concepts of Project Management-Characteristics, Project Life' Cycle. Phases Tools & Techniques❖ Establishing the Project-Feasibility Report, Financing Arrangements, Preparation of Cost Estimates❖ Organizing Systems & Procedures-Characteristics. Design❖ Project Coordination & Control-Communications. Coordination & Project Management Environment❖ Project Management Performance-Performance indicators. Project Management Environment | |
| BAM-880 | <u>Advertising Management</u> | 3(2+1+0) |
| | <ul style="list-style-type: none">❖ Advertising-Its Purpose & Function❖ Economic and Social Implications of Advertising❖ Advertising Process❖ Creative Strategy❖ Media Decisions❖ Advertising Agency Functions, Selection and Co-ordination❖ Industrial Advertising❖ Non-Commercial Advertising | |
| BAM- 881 | <u>Supply Chain Management</u> | 3(2+1+0) |
| | <ul style="list-style-type: none">❖ Understanding the Supply Chain❖ Planning Supply & Demand❖ Managing Economics of Scale❖ Managing Uncertainty❖ Determining Optimal Level of Product Availability❖ Transportation❖ Facility Decision❖ Information Technology❖ Coordination❖ E-Business & the Supply Chain❖ Financial Evolution | |
| BAM-882 | <u>Training & Development</u> | 3(2+1+0) |
| | <ul style="list-style-type: none">❖ Human Resource Planning: Concept and Scope❖ Recruitment, Selection & Placement❖ Steps to Training & Development❖ Need, Objectives & Learning Principles of Training❖ Various Approaches of Training❖ Nature & Purpose of Management Development Techniques | |

- ❖ Information Technology & HR: Training & Development Via Internet & CD-ROMS
- ❖ Evolution of Training & Development
- ❖ Performance Appraisal-Purpose, Factors Affecting, Criteria, Methods, Performance Appraisal of Managers, Post Appraisal Interview, Frequency of Performance Appraisal, Ethics.

BAM-887

Brand Management

3(2+1+0)

The course provides theoretical inputs for effectively managing a particular brand in a multi-Product/ multi-brand organization. The areas of study include the concept of brand management, brand names and branding strategies. Branding in different sectors: consumer, industrial, retail and service brands, product and brand positioning, brand personality, brand image, brand identity, brand equity and value addition from branding, brand loyalty, managing brand – brand creation, brand extension, brand product relationship, brand pricing, brand promotion, stages of growth and maturity of brands, brands going international, assessment of brands through research-brand identity, personality assessment and change, brand revitalization and brand repositioning, financial aspects of brands.

BAM-873

International Marketing

3(2+1+0)

The course provides an exposure to concepts and issues pertaining to international marketing. The topics covered include need for international marketing, features of international marketing and domestic marketing, international business environment – economic, political, legal demographic, cultural and natural environment, international trading environment, international marketing research, market profiling and selection, market entry and operating strategies-exporting, licensing contract manufacturing, foreign production, joint ventures, etc, international market segmentation and market coverage strategies, differentiated marketing, undifferentiated marketing concentrated marketing, niche marketing, product strategies, international marketing Organization-export department, subsidiary, foreign branches/officer, foreign direct investment and multinational corporation, foreign trade strategy of India, exim policy, and export promotion measures, major problems of India export sectors, impact of globalization on India agriculture and manufacturing.

BAM-893

Intellectual Property Rights

3(2+1+0)

Exposure to intellectual property right (IPR) regime has become imperative for managers and to the course attempts to provide relevant inputs pertaining to national as well as international legislation and practices on the subject. The course WTO legislation pertaining to IPR such as TRIPS and the method of enforcement. TRIPS provisions relating to Copyright and related rights. Patents, Geographical Indications rights and Utility models. Indian legislations pertaining to Intellectual Property such as Patent. Copy Right, Trade Marks, Plant varieties, Breeders' rights and other relevant issues, impact of the IPR regime on Indian industrial and agricultural sectors and specific industries such

as pharmaceuticals, problems faced by developing countries in the implementation of IPR regulation.

BAM-874 **Industrial Relations** **3(2+1+0)**

The course provides the conceptual framework and approaches to industrial relation and the influence of the emerging socio-economics scenario on industrial relations, structure, characteristics and function of trade unions, recognition of trade unions as collective bargaining agents, essential of Trade Unions Act, collective bargaining, relevant provisions under Industrial Disputes Act, strikes and lock outs, employee empowerment-industrial democracy, workers participation in management, International Labour Organization, Recommendation of II National Commission on labour.

BAM-806 **Total Quality Management** **3(2+1+0)**

- ❖ Core Concepts, Total Quality Management cycles, Characteristics
- ❖ Quality circle
- ❖ Total waste elimination
- ❖ Kaizen
- ❖ ISO-9000, ISO 14000 series
- ❖ Total quality Culture
- ❖ Quality control, SQC/SPC

BAM-890 **Marketing Research** **3(2+1+0)**

The course provides the conceptual and technical foundation for analyzing a research problem and undertaking a marketing research study. The areas to be covered include the nature and relevance of marketing research and the need for Marketing Information Systems, problem definition and research design, sources of primary and secondary data, qualitative and quantitative research, surveys and experiments in marketing research, measurement in marketing research and scale construction, designing questioners and schedules, Qualitative research methods-focus group discussions, depth interviews, content analysis, etc, sampling, sample size, sampling plan and methods, data analysis-editing, coding, tabulation and use of software, statistical techniques or data analysis and hypothesis testing, report wring and report format.

BAM-891 **Tourism Management** **3(2+1+0)**

Growth in global tourism and trends in Indian tourisms, types of tourism-adventure, health, cultural and ecotourism, tourism operation and services, travel agency and tour operation and business, tourism products of India, hospitality and resort management, tourism transport system-land, air, water transport, tourism market environment and market segments, marketing mix-tourism products, pricing, selling and distribution channels, festivals and events management, sustainable tourism management, Tourism organizations: organization and functions of WTO, PATA, ICAO, FHRAI, TAAL, IATO, tourism infrastructure in India.

BAM-897

NGOs Rural Development

3(3+0+0)

- ❖ Evolution and growth voluntary organizations
- ❖ Theory of Voluntarisms
- ❖ Framework and type of NGOs
- ❖ Concept of NGOs interventions in rural development
- ❖ People's participations in development
- ❖ Role of SHGs
- ❖ Concept of advocacy and strategies of NGOs in advocacy work
- ❖ Case study of some successful NGOs like SEVA, PRADHAN and CAPART etc.

BAM-892

Plantation Management

3(2+1+0)

Current scenario of major plantation industries in India, plantation field operations in estates of Tea, Coffee, Rubber, Spices, etc, (cultivation, harvest management, post harvest management), manufacturing/processing operations in estates, quality control aspects, estate management and labour relations, legal aspects of plantation business, sustainable management in terms of environmental, social and economic aspects, managing technological innovation in terms of cultivation and processing in Tea, Coffee, Rubber, Spices and other relevant plantation crops, marketing of plantation crops-marketing channels, product development, branding, pricing and promotion, export environment for plantation crops, logistics management-purchase, stores and transport, financial management in plantations, cost-volume-profit analysis, relevant promotional agencies and cooperatives, problems and prospects of the major plantation sectors.

FMP-707

Farm Machinery & Power Management

3(2+1+0)

The course focuses on marketing concepts and practices pertaining to farm machinery, equipment and implements. The topic to be covered include target marketing of specific farm machinery and equipment, customer buying behaviour, product decision, pricing, promotion, marketing channels and marketing of Indian farm machinery equipment, impact of globalization on Indian farm machinery equipment industry.

ABM-808

Live Stock Farm Management

3(2+1+0)

The courses aims at providing students an exposure to the management practices in live stock farm projects in poultry, piggery and cattle farm industries. The topics to be covered include farm production-breed selection, feeding, disease control and quality management, physical facilities, equipment and cost of project, purchases and inventory management, output marketing-market targeting, product strategy, pricing, promotion and marketing channels, working capital management, cost-volume-profit analysis. Field visits to live stock farms shall be an important component of the courses.

ABM-809

Dairy Management

3(2+1+0)

The course provides an orientation to dairy plant management operations, covering areas such as sourcing milk and other raw materials, milk and milk products processing and technology, processing equipment and facilities for selected products, managing plant operations, quality management and standardization, dairy products marketing-product development, packaging, branding, pricing, promotion, marketing channels and logistics, export marketing of dairy products, and trends in Indian Dairy industry. Field visits to dairy plant shall be an important component of the course.

ABM-810

Management of Industrial Fisheries

3(2+1+0)

The course aims at providing an exposure to the management, marketing and technological issues pertaining to fish processing and export industries, inland fish farming, cage fisheries, pearl culture, etc., the topics to be covered include fish processing and technology for selected fish items, production management and quality control in fish processing industries, processes and technology in fish farming in different sectors, problems in the fish farming sectors, major international markets for different varieties of fresh and processed fish, markets trends in the international markets, institutional support for fishery sectors, field visits to fish processing plants and fish farms will be an essential element of the course.

BAM-802

Seed Production & Certification

3(2+1+0)

- ❖ Significance of seed in crop Production
- ❖ Classification and characteristics of seed
- ❖ Tests of purity
- ❖ Seed health and viability
- ❖ Dormancy type, causes and treatment of breaking dormancy
- ❖ Production of cereals, oil seeds & pulses seed
- ❖ Certification, packaging & storage of seeds, viability & tests
- ❖ Seed Legislation / patents / WTO
- ❖ Seed marketing
- ❖ Field inspection

M-803

Agro Input Industry

3(2+1+0)

- ❖ Production and Consumption Efficacy
- ❖ Marketing channels
- ❖ Storage, Handling, Hazard Symptoms, Recovery measures
- ❖ Legislation
- ❖ FCO Dealers Rules
- ❖ Quality appraisal
- ❖ Application principles

- ❖ Export & Import
- ❖ Terminology used in Trade

PPE-706 **Advanced Food Processing** **3(2+1+0)**

- ❖ Present scenario, scope and opportunities
- ❖ Infrastructural Development
- ❖ Constraints and policy initiatives
- ❖ Value addition and waste utilization
- ❖ Food plant hygiene
- ❖ Industry wise segmentation
 - Processed fruits & vegetables Milk and milk products
 - Grain processing
 - Meat & Poultry processing
 - Fisheries, Marine Products
 - Packed/Convenience foods
 - Beverages
- ❖ Regulatory measures

ABM-816 **Commodity Trading Details** **Credits 3(2+1+0)**

1. Commodity Trading

- a. Commodities Future Market, Trading
- b. Sourcing Procurement
- c. Economic Functions of commodity exchanges
- d. Role of Exchanges (MCX, NCDEX)
- e. Hedging and Speculation
- f. Future trading and Future contract
- g. Role of commodity trading in rural economic development and infrastructure growth
- h. Risk Factors in Commodity Trading
- i. Managing Commodities

BAM-875

Working Capital Management

3(2+1+0)

The course broadly covers the concept of working capital management, kinds of working capital, factors determining working capital, estimating working capital requirements, management of cash, holding cash and marketable securities, managing cash flow and corporate liquidity, receivable management-determining the appropriate receivable policy, marginal analysis, credit analysis and decision, inventory management and inventory control models, short term financing, integrating working capital and investment processes, working capital control and banking policy in India, instruments of the international money market and managing short term international transaction.