



Bharati College
(University of Delhi)
Janak Puri, Delhi- 100058
www.bharaticollege.du.ac.in

Lesson Plan (CORE, Semester I)

Name of Teacher	DEEPIKA DEWAN	Department	COMMERCE
Course	B.COM (HONS)	Semester	I
Paper	MANAGEMENT PRINCIPLES AND APPLICATIONS	Academic Year	2022-23

Learning Objectives

The course aims to familiarize the learner with extant and emerging management theories and practices for reflective and holistic thinking on management principles and practices.

Learning Outcomes

The Learning Outcomes of this course are as follows:

1. Describe the various levels of management and applicability of management principles.
2. Evaluate a company's competitive landscape as per Porter's Five-force model.
3. Demonstrate various types of authority, delegation and decentralization in authority
4. Demonstrate various types of leadership styles and identify the motivation techniques used by leaders.
5. Discuss the impact of emerging issues in management.

Lesson Plan

Week No.	Theme/Curriculum	Any Additional Information
----------	------------------	----------------------------

WEEK-1	Unit 1: Introduction (4 hours)	Meaning and importance of management; Coordination mechanisms in organisations; Management theories- classical, neo-classical and modern constructions of management; Managerial functions; Managerial roles (Mintzberg);
WEEK-2	Unit 1: Introduction (4 hours)	Managerial competencies. Indian Ethos for Management: Value-Oriented Holistic Management; Learning Lessons from Bhagavat Gita and Ramayana.
WEEK-3	Unit 2: Planning (5 hours)	Organisational objective setting; Decision-making environment (certainty, risk, uncertainty);
WEEK-4	Unit 2: Planning (5 hours)	Techniques for individual and group decision-making; Planning vis-à-vis Strategy- meaning and elements of the business firm environment- micro, meso, and macro;
WEEK-5	Unit 2: Planning (5 hours)	Industry structure, Business-level strategic planning.
WEEK-6	Unit 3: Organising (12 hours)	Decentralization and Delegation; Factors affecting organisational design; Departmentalization; Organisational structures and Organograms: traditional and modern, comparative suitability and changes over time; formal- informal organisations' interface.
WEEK-7	Unit 4: Directing and Controlling (5 hours)	Motivation- meaning, importance and factors affecting motivation; Leadership-meaning,
WEEK-8	Unit 4: Directing and Controlling (5 hours)	importance and factors affecting leadership, leadership styles, and followership.
WEEK-9	Unit 4: Directing and Controlling (5 hours)	Controlling- Principles of controlling; Measures of controlling and accountability for performance.
WEEK-10	Unit 5: Salient Developments and Contemporary Issues in Management (4 hours)	Management challenges of the 21st Century; Factors reshaping and redesigning management purpose, performance and reward perceptions- Internationalisation,
WEEK-11	Unit 5: Salient Developments and Contemporary Issues in Management (4 hours)	Digitalisation, Entrepreneurship & Innovation, Values & Ethics - Case studies on Indian corporates like Tata, Bhilwara Group, IOC and Godrej, Workplace diversity, Democracy and Sociocracy,

		Subaltern management ideas from India.
WEEK-12	REVISION OF ALL CHAPTERS	
<p>References</p> <ul style="list-style-type: none"> ● Chakraborty, S. K. (1997). Human Values For Managers. Wheeler Publishing. (Case Studies - Chapter 1, 2, 4 and 8) ● Drucker, P. F. (1954). The Practice of Management. Newyork: Harper & Row. ● Drucker, P. F. (1999). Management Challenges for the 21st Century. Harper Collins Publishers Inc. ● Gupta, C. B., & Mathur, S. (2020). Management Principles and Applications. Scholar Tech Press, Delhi <p>Additional Resources</p> <p>Singh, B. P., & Singh, A. K. (2002). Essentials of Management. New Delhi. Excel Books Pvt. Ltd.</p> <p>Tulsian, P. C., & Pandey, V. (2021). Business Organisation & Management. Pearson Education, India</p> <p>1.</p>		
Online Resources (If Any)		
Assignment and Class Test Schedule for Semester		

