

# गोंय विद्यापीठ

ताळगांव पठार,

गोंय - ४०३ २०६

फोन : +९१-८६६९६०९०४८



## Goa University

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(Accredited by NAAC)

GU/Acad -PG/BoS -NEP/2024/403

Date: 07.08.2024

### CIRCULAR

The approved syllabus of the **Bachelor of Business Administration (Shipping & Logistics)** Programme is enclosed.

The Dean/ Vice-Deans of the Goa Business School and Principals of the Affiliated Colleges offering the **Bachelor of Business Administration (Shipping & Logistics)** Programme are requested to take note of the above and bring the contents of the Circular to the notice of all concerned.

(Ashwin V. Lawande)

Deputy Registrar – Academic

To,

The Principals of Affiliated Colleges offering the Bachelor of Business Administration (Shipping & Logistics).

Copy to:

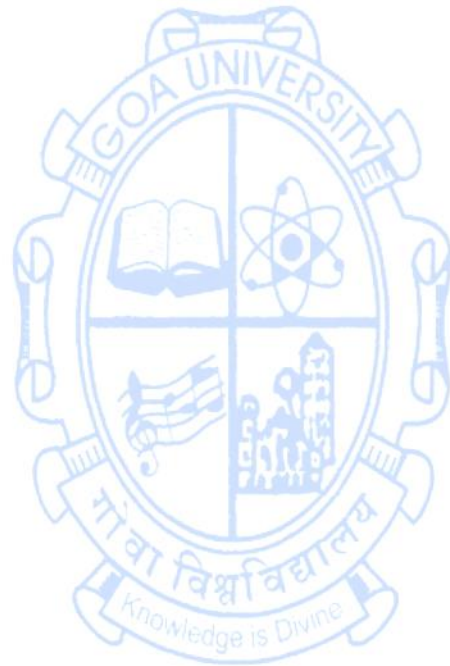
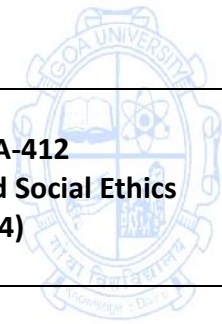
1. The Director, Directorate of Higher Education, Govt. of Goa
2. The Dean, Goa Business School, Goa University.
3. The Vice-Deans, Goa Business School, Goa University.
4. The Chairperson, BOS in Management Studies.
5. The Controller of Examinations, Goa University.
6. The Assistant Registrar, UG Examinations, Goa University.
7. Directorate of Internal Quality Assurance, Goa University for uploading the Syllabus on the University website.

Programme Structure for Semester III to VIII Under Graduate Programme- B.B.A. Shipping and Logistics										
Semester	Major -Core	Minor	MC	AEC	SEC	I	D	VAC	Total Credits	Exit
III	<p><b>MGS-200</b> Introduction to Shipping Industry &amp; Geography of Sea Transport (4)</p> <p><b>MGS-201</b> Service Operations Management</p>	<p><b>MGS- 211</b> Logistics Management (4)</p>								
IV	<p><b>MGA-202</b> Business Research Methods (4)</p> <p><b>MGS-202</b> Chartering (4)</p> <p><b>MGS-203</b> Export Import and Banking &amp; Shipping Documentation (4)</p> <p><b>MGS-204</b> Supply Chain Management (2)</p>									

<p style="text-align: center;"><b>V</b></p>	<p style="text-align: center;"><b>MGS-300</b>  <b>Economics of Shipping and Sea Transport</b>  <b>(4)</b></p> <p style="text-align: center;"><b>MGS-301</b>  <b>Maritime Law</b>  <b>(4)</b></p> <p style="text-align: center;"><b>MGS-302</b>  <b>Air, Road and Rail Cargo Management</b>  <b>(4)</b></p> <p style="text-align: center;"><b>MGS-303</b>  <b>Management of Dangerous &amp; Hazardous Cargo</b>  <b>(2)</b></p>								
<p style="text-align: center;"><b>VI</b></p>	<p style="text-align: center;"><b>MGS-304</b>  <b>Customs Procedures and Marine Insurance</b>  <b>(4)</b></p> <p style="text-align: center;"><b>MGS-305</b>  <b>Shipping Finance Management</b>  <b>(4)</b></p>								

	<p><b>MGA-309</b> <b>Strategic Management</b> <b>(4)</b></p> <p><b>MGS-306</b> <b>Liner Transport and Port</b> <b>Management</b> <b>(4)</b></p>								
VII	<p><b>MGA-400</b> <b>Case Writing and Analysis</b> <b>(4)</b></p> <p><b>MGS-400</b> <b>Occupational Health and Safety</b> <b>Management</b> <b>(4)</b></p> <p><b>MGS-401</b> <b>Retail Stores and Supply Chain</b> <b>Management</b> <b>(4)</b></p> <p><b>MGS-402</b> <b>Packaging and Global Logistics</b> <b>Management</b> <b>(4)</b></p>	<p><b>MGS-411</b> <b>E-Logistics</b> <b>(4)</b></p>							

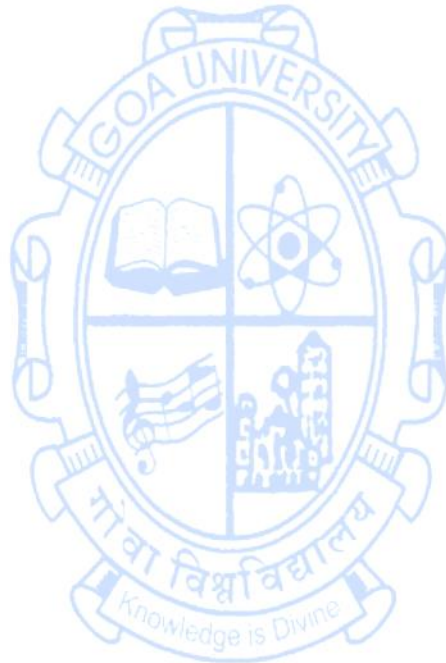
VIII	<p style="text-align: center;"><b>MGA-404</b> Seminar in General Management (4)</p>	<p style="text-align: center;"><b>MGA-412</b> Business and Social Ethics (4)</p>							
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**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-200  
**Title of the Course** : Introduction to Shipping Industry and Geography of Sea Transport  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course:</b>	Nil.	
<b>Course Objective:</b>	To equip participants with knowledge of shipping industry and sea trade routes, and enable them to take appropriate decisions.	
<b>Content</b>	<b>Unit I: Introduction</b> History of Indian Shipping, Current Scenario, Shipping terms abbreviations used in the industry Types of Ships - research vessels, fisheries vessels, service ships, cable laying ships, merchant ships, passenger ships, general cargo and bulk ships, types of cargo carried.	<b>10 hours</b>
	<b>Unit II: Shipping Agencies, Customs, Ports &amp; Maritime Administration and Future Trends</b> Shipping agencies and their functions - freight forwarders, custom house agents, vessel agents/shipping agents. Role of customs and documentation – customs clearance, import procedure, valuation, legal provision; Ports - Ship inward/outward at harbor and clearing of consignments. International Maritime Organization, Director General of Shipping - their roles and functions. Digital sensing, megaships, greener shipping, Liquefied Natural Gas (LNG) as fuel, solar and wind power for ships.	<b>20 hours</b>
	<b>Unit III: World Geography and Influence of Geographical Features</b> World continents, countries, seas, oceans, location of ports, canals, water ways, and their main trade. Physical geographical features, climate, wind, tides and currents, seasons of bad weather, and their influence on shipping.	<b>15 hours</b>
	<b>Unit IV: Transport Network and Practical Geography</b> Modes of transport and their advantages and advantages, sea transport - importance, factors affecting, major ocean routes and their influence on shipping. Times zones, International Date Line, concept of day light saving time, load line zones, and their influence on shipping.	<b>15 hours</b>
<b>Pedagogy</b>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ case studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References/ Readings:</b>	1. Branch, A.E., Elements of Shipping, Routledge - Taylor & Francis Group, 9 <sup>th</sup> Edition, 2015 or Later Edition. 2. Edward, S. Butterfield, C.S.J., Shipping Practice, Sterling Book House, Mumbai, 11 <sup>th</sup> Edition, 1999 or Later Edition.	

	<ol style="list-style-type: none"> <li>3. Alderton, P.M., Reeds Sea Transport, Adland Coles Nautical, London, 6<sup>th</sup> Edition, 2011 or Later Edition.</li> <li>4. Couper A., The Geography of Sea Transport, Routledge, 2017 Edition or Later Edition.</li> <li>5. Shinde, P., Geography of Resources, Sheth Publications, 2008 Edition or Later Edition.</li> </ol>
<b>Course Outcomes</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Identify various aspects related to the shipping industry.</li> <li>2. Understand the functions of different agencies, bodies in the industry.</li> <li>3. Comprehend the nuances of the sea transport network in the world.</li> <li>4. Analyse the impact of various geographical features on modes of transportation.</li> </ol>

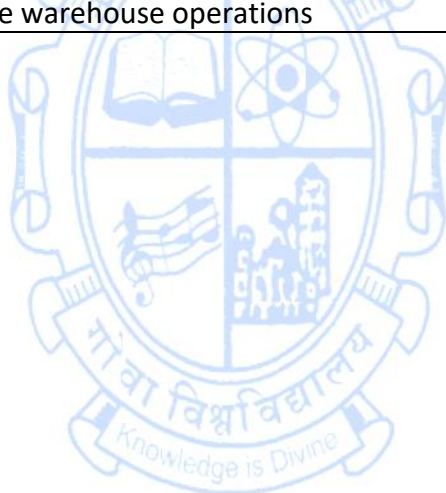


**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-201  
**Title of the course** : Service Operations Management  
**Number of credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course:</b>	Nil	
<b>Course Objectives</b>	To equip the participants with the skills and techniques of Service Operations Management.	
<b>Content</b>	<b>Unit I: Introduction to Service Operations</b> Importance of service operations function, the service concept as a strategic tool, characteristics of service operations, challenges facing service operations managers, types of services, types of service processes, success criteria of service operations, focused and unfocused service operations, location of service operations.	<b>15 hours</b>
	<b>Unit II: Managing supplier relations and service processes, resource utilization</b> Types of supplier relationship, managing service supply chains, managing through intermediaries, supply partnerships, service processes and their importance, nature of service processes, managing service processes, capacity management, operations planning and control, managing bottlenecks and queues, managing coping zone, service recovery, service guarantees.	<b>15 hours</b>
	<b>Unit III: Inventory management</b> Importance of inventory management, types of inventory, maintaining inventory levels, factors influencing inventory, objectives of inventory control, types of demand forecasting, demand forecasting techniques, lead time management. Concept of selective inventory control, inventory categorization and analysis Economic Order Quantity (EOQ), functions of safety stock, safety stock v/s service level. Inventory cost & accounting - Purchase/acquisition cost, Inventory carrying cost, Under stocking cost (KU), Overstocking cost, Stock out cost, Total acquisition cost, Accounting of inventory, Stock valuation methods, Accounting for loss.	<b>15 hours</b>
	<b>Unit IV: Warehouse Management</b> Warehouse functions, logistics support for inward/ outward transportation, loading/ unloading, inspection, receipt and issue of materials, controlling movement of materials. Warehouse types, merits and demerits, warehouse design and layout, stores location systems, acquisition. Logistics in the warehouse, localization of materials in a warehouse, identification and classification of materials and products in the warehouse, applications of IT for warehouse management and documentation.	<b>15 hours</b>



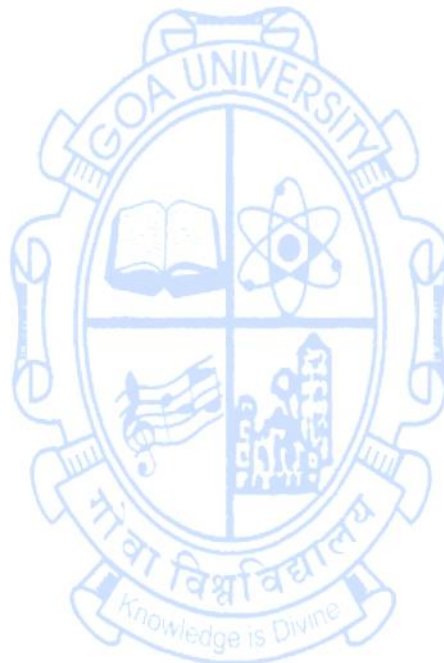
<b>Pedagogy</b>	Lectures/tutorials/laboratory work/field work/outreach activities/ project work/ viva/seminars/ assignments/ presentations/ self-study/ case studies etc. or a combination of these. Sessions shall be interactive in nature to facilitate peer group learning
<b>References/ Readings</b>	<ol style="list-style-type: none"> <li>1. Robert Johnston, Graham Clark, 'Service Operations Management', FT Prentice Hall, 2<sup>nd</sup> Edition or latest edition.</li> <li>2. Richard B. Chase, Ravi Shankar, F. Robert Jacobs and Nicholas J. Aquilano, 'Operations and Supply Management' Tata McGraw Hill, 12<sup>th</sup> Edition 2010 or latest edition</li> <li>3. Muller, M., 'Essentials of Inventory Management', AMACOM, Latest Edition</li> <li>4. JP Saxena, Warehouse Management, and Inventory Control, Vikas Publishing or latest edition.</li> <li>5. Tompkins, J.A., Smith, J.D., 'The Warehouse Management Handbook', Tompkins Press, Latest edition.</li> </ol>
<b>Course Outcomes</b>	<p>At the end of the course, the participants will be able to</p> <ol style="list-style-type: none"> <li>1. Understand the service operations management</li> <li>2. Manage supplier relations and service processes</li> <li>3. Optimize inventory levels</li> <li>4. Manage warehouse operations</li> </ol>



**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-211  
**Title of the Course** : Logistics Management  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course</b>	Nil	
<b>Course Objective</b>	To equip the participants with an understanding of the basics of logistics management, and understand the role of logistics providers.	
<b>Content:</b>	<b>Unit I: Overview of Logistics Management</b> Nature and concepts, Evolution of logistics and supply chain management, Components of logistics, Integrated logistics system, Customer perception of service quality, Government policies and regulations related to logistics, Key enablers and growth drivers of the Indian logistics industry.	<b>15 hours</b>
	<b>Unit II: Transportation and Distribution</b> Functions of transportation, Elements of transportation cost, Modes of transportation, Multimodal transportation, Physical distribution, Logistics outsourcing, Third party logistics (3PL), Fourth party logistics (4PL).	<b>15 hours</b>
	<b>Unit III: Stores Organization, Material Identification &amp; Material Handling</b> Types of stores, Stores location, Building and layout, Storage facility, Stockyard, Safety and Security, Material identification system, Need of coding, Item codification, Classification, Monitoring the codification system, Identification and classification of materials and products in the warehouse, Characteristics of codes, Types of codification systems, Analysing standardization system Material handling systems, Guidelines and principles of material handling.	<b>15 hours</b>
	<b>Unit IV: Information Systems &amp; Customer service</b> Use of logistics information systems (LIS) and IT-technology for logistics, Planning and co-ordination of logistics information systems. Customer Service - Measure of effectiveness of logistics system, customer perception of service quality; Reverse Logistics - Challenges of products return, System design for reverse logistics, Reverse logistics a competitive tool.	<b>15 hours</b>
<b>Pedagogy</b>	Lectures/ tutorials/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References / Readings:</b>	1. Bhattacharya, S.K, Logistics Management – Definitions, Dimensions, and Functional Applications, S.Chand, 2nd Edition 2013 or Later. 2. Shah, J, Supply Chain Management - Text & Cases, Pearson Education, 2016 Edition or Later.	

	<p>3. Farahani, R.Z., Rezapour, S., Karday, L., Logistics Operations &amp; Management: Concepts &amp; Models; Elsevier, 2011 Edition or Later.</p> <p>4. Lun, Y.H.V., Lai, H.-H., Cheng, T.C.E., Shipping and Logistics Management, Springer, 2010 Edition or Later.</p>
<b>Course Outcomes</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Identify and understand the components of Logistics</li> <li>2. Understand Government Regulations and Policies</li> <li>3. Understand various techniques and systems of Material Management</li> <li>4. Understand the role of Information technology in Logistics</li> </ol>

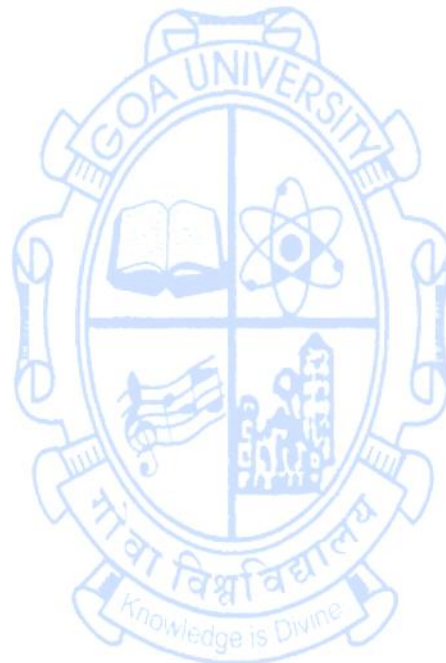


**SEMESTER IV**

**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGA-202  
**Title of the course** : Business Research Methods  
**Number of credits** : 4  
**Effective from AY** : 2024-2025

<b>Pre- requisites for the course:</b>	NIL	
<b>Course objective:</b>	To equip the participants with skills to locate problem areas in organizational settings, and plan, organize, design, and conduct research to help solve the identified problems	
<b>Content:</b>	<b>Unit I: Introduction to Business Research</b> Research in business - Why research, Business strategy, What research is not, Methods and methodology, Features of good research, fallacy in research, important terms in research, types of research, Ethics in Research, Development of Research Methodology – Language of Research, Scientific methods, Induction and deduction, objectivity in research, Defining and formulation of Research Problem – Literature review and concept mapping	<b>10 hours</b>
	<b>Unit II: Design of Business Research</b> Research Plan – Research design, classification of research design, features of good design, experimental research, Surveys, Generalization in Research – Issue of validity, Conclusion validity and threats, Internal validity, construct validity, external validity and threats, Qualitative Research; process, interviews, secondary data analysis, experience survey, focus groups, descriptive studies, case study, observation method, qualitative verses quantitative research, merging of qualitative and quantitative research.	<b>15 hours</b>
	<b>Unit III: The Sources and Collection of Data</b> Sources of data (primary and secondary), measurement scales, issue of measurement and scale, questionnaire and instrument design, Sampling Techniques – terminology, methods, calculation of sample size	<b>15 hours</b>
	<b>Unit IV: Analysis and Presentation of Data</b> Quantitative Analysis – Basic statistical techniques Testing of hypothesis, other statistical techniques for analysis, Use of Computer software in data analysis Report Writing – Writing a good report, critical elements of report, stylistic elements, formatting	<b>20 hours</b>
<b>Pedagogy:</b>	Lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers/ assignments/ presentations/ self –study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References/ Readings:</b>	1. Cooper D R and Schindler, 'Business Research Methods', Tata McGraw-Hill, New Delhi, 2018, 12 <sup>th</sup> Edition or Latest Edition	

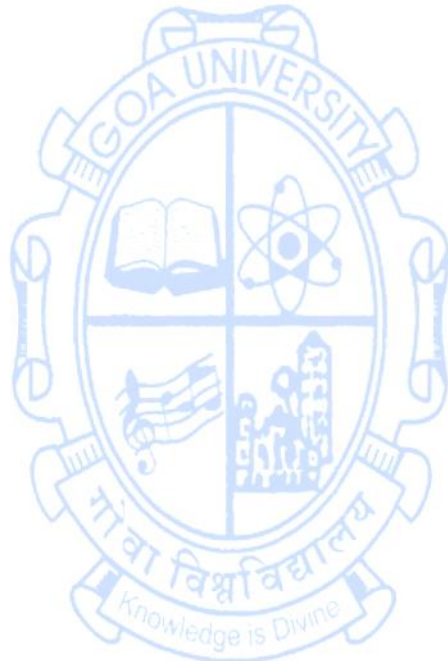
	<ol style="list-style-type: none"> <li>2. Sachdeva J.K., 'Business Research Methodology' Himalaya Publishing House, 2009, 2<sup>nd</sup> Edition or latest Edition.</li> <li>3. Zikmund W G, 'Business Research Methods'; Thomson Learning, Indian Reprint, 2013, 9<sup>th</sup> Edition or Latest Edition.</li> <li>4. Deepak Chawla and Neena Sondhi, 'Research Methodology: Concepts and Cases', Vikas Publishing house, 2016, 2<sup>nd</sup> Edition or Latest Edition</li> </ol>
<b>Course outcomes:</b>	<p>At the end of the course, the participants will be able to:</p> <ol style="list-style-type: none"> <li>1. Understand the relevance and role of Research in business and formulate the Research problem.</li> <li>2. Develop the framework/design and a well -designed questionnaire with appropriate use of measurement scaling</li> <li>3. Develop an appropriate Sampling design.</li> <li>4. Analyse and interpret the results for decision making.</li> </ol>



**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-202  
**Title of the Course** : Chartering  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course</b>	Nil	
<b>Course Objective</b>	To equip the participants to comprehend the various concept and practices of chartering.	
<b>Content</b>	<b>Unit I: Chartering Concepts</b> Chartering Concepts, Chartering terms & abbreviations. Introduction to contract of affreightment – Implied obligations of contract of affreightment, ship owners’ obligations – undertaking of seaworthiness, no deviation, reasonable dispatch. Meaning and Scope, Types of Charter – Voyage, time, demise, non-demise, bareboat – descriptions of the vessel for charter, provisions for operations, payments for charter. Freight – Basic obligations, calculation and deductions; Chartering procedure & ethics, the dry cargo charter market, Dry cargo fixtures, Factors influencing freight markets, Dry cargo freight market, Decoding Chartering Language through Various Fixtures.	<b>15 hours</b>
	<b>Unit II: Functions of Operations Department and Lay Time</b> Functions of Operations Department - Standard charter party forms: GENCON 91 CP, NYPE 93 C/P, Inter-club agreement. Lay Time - Calculation of lay time, Meaning of certain Lay time terms and their implications for various types of transport such as Bulk carrier, Container, Tankers.	<b>15 hours</b>
	<b>Unit III: Freight Market</b> The market structure & factors affecting freight markets for various types of transport, Baltic Freight Index (BFI) – analysis of a Baltic index, Baltic index and charter rates, impact of global economic conditions on charter rates, Importance & workings of BFI, Do’s and don’ts for a chartering manager.	<b>15 hours</b>
	<b>Unit IV: Voyage Estimating</b> Calculation of voyage estimate to check the cost of working on a given route for various types of transport such as Bulk carrier, Container, Tankers, Tanker time charters, Shelltime-4, 1984 and Tanker voyage charters, Asbatankvoy, Study of the various standard forms, challenges with charter party disputes.	<b>15 hours</b>
<b>Pedagogy</b>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ case studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	

<b>References/ Readings:</b>	<ol style="list-style-type: none"> <li>1. Branch, A.E., Elements of Shipping, Routledge - Taylor &amp; Francis Group; 9th edition, 2015 or Later Edition.</li> <li>2. Edward, S, Butterfield, CSJ, Shipping Practice, Sterling Book House, Mumbai, 11th edition, 1999 or Later Edition.</li> <li>3. Alderton P.M., Reeds Sea Transport, Adland Coles Nautical, London, 6th edition, 2011 or Later Edition.</li> <li>4. Packard W.V., Voyage Estimating, Fairplay Publications, 1978 Edition or Later Edition.</li> <li>5. Packard, W.V., Laytime Calculating, Fairplay Publications, 1979 Edition or Later Edition.</li> </ol>
<b>Course Outcomes</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Understand the chartering concepts.</li> <li>2. Identify functions and responsibilities of a Chartering Manager.</li> <li>3. Perform lay time calculations.</li> <li>4. Estimate Voyage.</li> </ol>



**Name of the Programme** : Bachelor in Business Administration (Shipping & Logistics)  
**Course Code** : MGS-203  
**Title of the Course** : Export Import and Banking and Shipping Documentation  
**Number of Credits** : 4  
**Effective from AY** : 2024 – 25

<b>Pre-requisites for the Course:</b>	Nil	
<b>Course Objective:</b>	To equip the participants with an understanding of the export-import procedures and governmental policies for smooth functioning and gain competence in managing documentation work related to shipping activities.	
<b>Content:</b>	<b>Unit I: Introduction to Export-Import and Documentation procedure</b> Definition, Classification, Export marketing, Registration, Formalities, Licensing, Selection, Identification of markets, Methods of exporting, Pricing quotations, Payment terms, LC, Schemes. Documentation-Documentation system, Commercial invoice, Mates receipt, Bill of lading, GR form, ISO 9000, BIS 14000, Types of marine insurance policies, Bill of entry, Transport documents, Certificate of inspection, Certificate of measurement, Freight declaration.	<b>15 hours</b>
	<b>Unit II: Export-Import Procedure and Policies</b> Procedure-Steps, Contract, Forward cover, Finance, Institutional framework, Excise clearance, Pre-shipment inspection, Marine insurance, Role of clearing and forwarding agents, EDI system, Negotiations, Realization. Pre-import procedure, Legalities, Customs formalities, Warehousing, Exchange control, Retirement of export documents. Policies-Foreign trade policy, Export assistance and incentives, Export promotion organizations.	<b>15 hours</b>
	<b>Unit III: Letters of Credit (L/C), Bills of Lading (B/L) and Shipping Documents</b> Letters of Credit (L/C)-Types of L/C's: Meaning, Importance in international trade, Types of L/C's, Documents in a Letter of Credit. Bills of Lading (B/L) -Liner B/L, Various types of B/L, Functions of B/L, B/L's issued under charter party (C/P), Functions of B/L in a C/P. Shipping Documents - Tally Sheet, Manifest, Mate's receipt, Statement of facts, Time-sheets, Notice of readiness.	<b>15 hours</b>
	<b>Unit IV: Documents for an Export Oriented Units, Export Documentation Checklist and Dangerous Cargo Declaration</b> Documents for an Export Oriented Units - Letter of Permission (LOP), Green card with LOP, Bonded warehouse license copy and other related documents. Export Documentation Checklist- Invoice, Packing List,	<b>15 hours</b>

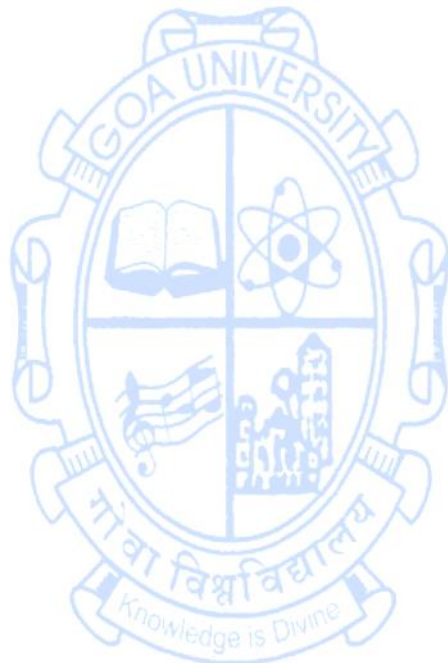


	Annexure, Statutory Declaration Form, Importer Exporter Code, Authorized Dealer Code. Dangerous Cargo Declaration - Definition and meaning of dangerous goods declaration, Types of Documents.
<b>Pedagogy:</b>	Lectures/tutorials/laboratory work/field work/ outreach activities/ project work/ vocational training/ viva/ seminars/ term papers / assignments / presentations / self-study/case studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.
<b>References/ Readings:</b>	<ol style="list-style-type: none"> <li>1. Kale, N.G., Ahmed, M., EXIM Procedures &amp; Documentation, Vipul Prakashan, Mumbai, 2009 or Later Edition.</li> <li>2. Beedu, R.R., Nabhi's Guide to Documentary Letter of Credit and UCP 600, 2012 or Later Edition.</li> <li>3. Bose, R., A Complete Guide to Letter of Credit and the UCP, Laxmi Publications, 1<sup>st</sup> edition 2015 or Later Edition.</li> <li>4. Paul, A. &amp; Aserkar, R., Export-Import Management, Oxford University Press, 2012 or Later Edition.</li> <li>5. Branch, A.E., Shipping &amp; Airfreight Documentation for Importers &amp; Exporters, Witherby &amp; Co., 2000 or Later Edition.</li> </ol>
<b>Course Outcomes:</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Understand the export-import procedures.</li> <li>2. Get familiarized with methods of exporting.</li> <li>3. Identify various shipping documents.</li> <li>4. Understand foreign trade policy.</li> </ol>

**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-204  
**Title of the Course** : Supply Chain Management  
**Number of Credits** : 2  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course:</b>	Nil	
<b>Course Objective</b>	To equip the participants with the skills to manage Supply Chain processes.	
<b>Content</b>	<b>Unit I: Core Concepts and Processes of Supply Chain</b> Concept of Supply Chain - Integrated supply chain, Growth of supply chain, Strategic decision in supply chain. The Value of Information - Information technology, Information functionality in supply chain, Principles of supply chain information, Information system activities, The bullwhip effect, Effective forecasts, Lead-time reduction, Integrating the supply chain. Distribution Strategies - Centralized vs. decentralized control, Strategies, Central vs. local facilities, Push vs. pull systems. Purchasing Basics - Purchasing in supply chain management, Purchasing organization, The purchasing/procurement cycle, Order processing cycle, Legal aspects of purchasing.	<b>20 hours</b>
	<b>Unit II: Issue and future of Supply Chain</b> Issues in Supply Chain Management - Issues, Facility location decisions, Performance metrics along supply chain, Service response logistics, Customer relationship management. Future of Supply Chain Management - Supply chain process integration, greening of supply chains, increasing supply chain responsiveness, Reducing supply chain costs.	<b>10 hours</b>
<b>Pedagogy</b>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References/ Readings:</b>	1. Bhattacharya, S.K., Logistics Management – Definitions, Dimensions, and Functional Applications, S.Chand, 2nd Edition 2013 or Later Edition. 2. Shah, J., Supply Chain Management - Text & Cases, Pearson Education, 2016 Edition or Later Edition. 3. Jespersen, B.D., Skjott-Larsen, T., Supply Chain Management: In Theory & Practice, Copenhagen Business School Press; 2005 Edition or Later Edition. 4. Monczka, R.M., Handfield, R.B., Giunipero, L.C., Patterson, J.L., Purchasing and Supply Chain Management, Cengage, 2016 Edition or Later Edition.	

<b>Course Outcomes</b>	At the end of the course, the participant will be able to: 1. Understand the core concepts to manage the in supply chain process. 2. Understand the value of information in Supply Chain Management. 3. Manage procurement and distribution strategies. 4. Identify issues and emerging trends in supply chain.
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**SEMESTER V**

**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-300  
**Title of the Course** : Economics of Shipping and Sea Transport  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

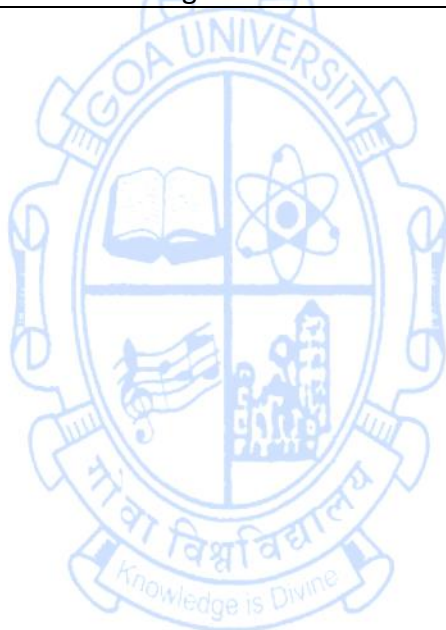
<b>Pre-requisites for the course</b>	Nil	
<b>Course Objective</b>	To equip the participants with the skills to analyze the various factors that impact costs in shipping industry and the importance of various components of sea transport.	
<b>Content</b>	<p><b>Unit I: Economy of Shipping, Strategic Planning &amp; Cost Control, Rate of Exchange and shipping Finances</b>                      An introduction, Shipping’s ‘industrial revolution’, The global economic Role of maritime shipping, Shipping, Transportation and economic development.                      Concepts and approaches in strategic planning, Role of budgeting, Costs of shipping operations, Acquisition and capital costs.                      Impact of changes in rates, Buying &amp; selling rate, Maxim-While quoting rates, Typical rate sheet, Forward rates, Dealing room, Foreign Exchange Management Act (FEMA) relating to shipping companies (Aim of exchange control), Environmental Crisis Management (ECM) relating to shipping companies.                      Types of finance (Equity, Debt, Mezzanine &amp; Leasing, Uniform Customs and Practice for Documentary Credits, Leading financial Institutions for Shipping Industry), Shipping Finance, Moving from west to east.</p>	<b>15 hours</b>
	<p><b>Unit II: Acquisition and Disposal of Ships and Shipping Accounts</b>                      Sale and purchase of ships, Process, Role of brokers, Inspection and valuation, Memorandum of Agreement, Role of brokers, Acquisition of ships from abroad, Ship acquisitions procedure, Purchase requirements, Purchase decisions, Registration and other formalities, Economics of scrapping &amp; Laying up ships.                      Preparation of voyage accounts, Disbursements, Various heads under disbursement, Time charter, Final accounts.</p>	<b>15 Hours</b>
	<p><b>Unit III: Sea Transport Services Market, International Trade and Shipping Policy</b>                      Determinants of demand and supply, Factors affecting demand and supply, Economics of manning, Economies of scale.                      Fundamental topics in the shipping business, Sea transport system, International trade patterns, International maritime passages, International Commercial Terms (INCOTERMS), Rules for any mode of transport, Rules for sea and inland waterway transport.                      Evolution of India’s national shipping policy, Cabotage law.</p>	<b>15 Hours</b>
	<p><b>Unit IV: Fuel Economy &amp; Bunker Management, Stowage and Shipping Cost and Revenue</b></p>	<b>15 Hours</b>

	<p>Factors affecting fuel quality, Legal aspects of bunkering, Design of new ships for fuel efficiency, Bunker adjustment factors and freight rates, Development of a marine fuel specification.</p> <p>Factors affecting stowage, Freight &amp; Freight Units, Packaging in sea transport.</p> <p>Cost in economics, Cost management in shipping, Cost of running ships, Revenue in Shipping.</p>	
<b>Pedagogy</b>	<p>Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/ viva/ seminars/ term papers/ assignments/ presentations/ self- study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.</p>	
<b>References / Readings:</b>	<ol style="list-style-type: none"> <li>1. Branch, A.E., Elements of Shipping, Routledge - Taylor &amp; Francis Group, 9th Edition, 2015 or Later Edition.</li> <li>2. Edward, S; Butterfield, CSJ, Shipping Practice, Sterling Book House, Mumbai, 11th Edition, 1999 or Later Edition.</li> <li>3. Alderton P.M., Reeds Sea Transport, Adland Coles Nautical, London; 6th Edition, 2011 or Later Edition.</li> <li>4. Stopford, M, Maritime Economics, Routledge - Taylor &amp; Francis Group, 3rd Edition, 2009 or Later Edition.</li> <li>5. Branch, A.E., Elements of Port Operations &amp; Management, Springer; 2011 or Later Edition.</li> </ol>	
<b>Course Outcomes</b>	<p>At the end of the course, the students will be able to:</p> <ol style="list-style-type: none"> <li>1. Analyse various factors that impact costs in shipping industry</li> <li>2. Understand the acquisition and disposal of ships</li> <li>3. Identify need of various components of sea transport.</li> <li>4. Cost management in shipping</li> </ol>	

**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-301  
**Title of the Course** : Maritime Law  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course:</b>	Nil	
<b>Course Objective:</b>	To equip the participants with an understanding of the fundamentals of various shipping related laws and international conventions relating to containerization.	
<b>Content:</b>	<b>Unit I: Introduction to Maritime Law</b> Maritime Jurisdiction and Admiralty Law, types of proceedings; Maritime Lien - Different types of maritime lien, Subjects of maritime lien, Procedure for arrest, Order of priorities. Health Regulations and Safety - Responsibility of master, duties, hours of work, provisions, code of safe working requirements, Indian Port Health Rules. Liabilities and Responsibilities - Deviation & freight, Consequences of deviation, Reasonable deviation, Deviation & prior damage to cargo, Liability to provide a seaworthy vessel, Definition of seaworthiness, Meaning of un-seaworthiness, Burden of proof, Limits on liability, Notice on loss, Measurement of damages, Non-contractual claims, Himalaya clause, Limitation of action, Jurisdiction and arbitration.	<b>15 hours</b>
	<b>Unit II: Introduction to Various Acts – Meaning, Scope, Applicability, and Procedures of Operations</b> Merchant Shipping Act, 1958; Admiralty jurisdiction; Customs Act, 1962; Multimodal Transportation of Goods Act, 1993, The Indian Carriage of Goods by Sea Act, 1925.	<b>15 hours</b>
	<b>Unit III: Introduction to Various Conventions</b> Facilitation convention - Hague rules, Visby rules & Hamburg rules, The Athens convention, 1974, Civil liability convention (Oil Pollution), Fund convention, International Convention for the Safety of Life at Sea (SOLAS), International Convention for the Prevention of Pollution from Ships (MARPOL), The impact and importance of International Maritime Conventions, role of International Conventions in shaping Maritime Law.	<b>15 hours</b>
	<b>Unit IV: Rules &amp; Legal Provisions for Shipping Operations</b> Principles of salvage, Crew, Passengers, Real danger, Salvage agreement, Lloyds pen form, Duties of salver, Owner, Master, Towage, Special towage contracts, Cargo claims, Collision regulations, Purpose of collision regulations, Alternative danger, Damages, Tort, Types of torts, Defences against tortuous liability, Limitation of action.	<b>15 hours</b>
<b>Pedagogy</b>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ case studies etc. or a	

	combination of some of these. Sessions shall be interactive in nature to enable peer group learning.
<b>References/ Readings:</b>	<ol style="list-style-type: none"> <li>1. The Merchant Shipping Act, 1958, Professional Book Publishers, Delhi, 2018 Edition or Later Edition.</li> <li>2. Chandiramani, N., Carriage of Goods by Sea Multimodal Transport, Avinash Publications, Latest edition.</li> <li>3. Maritime Law of India – In International Context, Bhandarkar Publications, Bombay, Latest Edition.</li> <li>4. Bundock, M., Shipping Law Handbook, Routledge, 2013 Edition or Later.</li> </ol>
<b>Course Outcomes</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Identify the various types of Maritime Lien, responsibilities of various authorities.</li> <li>2. Understand the composition of various Acts.</li> <li>3. Understand various conventions related to Maritime Law.</li> <li>4. Apply the Rules &amp; Legal Provisions for Shipping Operations</li> </ol>

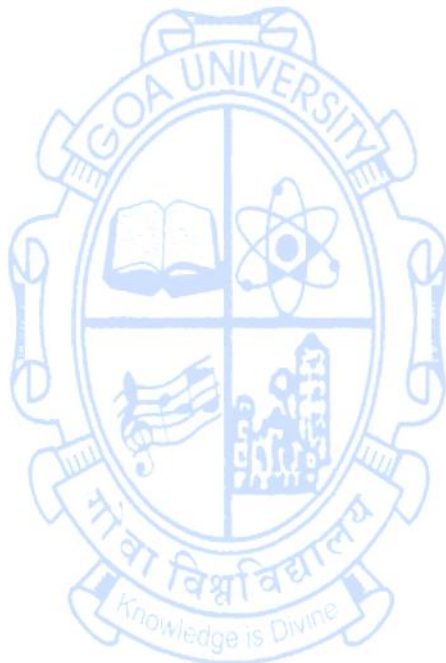
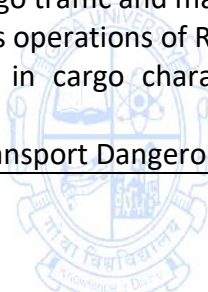


**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-302  
**Title of the Course** : Air, Road and Rail Cargo Management  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course:</b>	Nil	
<b>Course Objective:</b>	To equip the participants with the skills to manage the air, rail and road cargo function in an organisation.	
<b>Content:</b>	<b>Unit I: Introduction to Air Cargo</b> Air Freight Forwarding, Importance of Air Freight, Air Freight Supply Chain, Types of Cargo and cargo logistics. Air Cargo Traffic and Capacity, Air Cargo Market Characteristics, Air Cargo Alliances and Mergers, Air Cargo Financial Performance.	<b>15 hours</b>
	<b>Unit II: Air Cargo Operations</b> Air Cargo Forecasting, Role of Freighters, use of Technology and Air-Freight. Air Cargo and The Environment, Safety, Role of Charter Broker, Cargo Processing, Air Cargo – Issues & Prospects	<b>15 hours</b>
	<b>Unit III: Road Cargo Management</b> Significance of Rail and Road transportation logistics, Local and medium, Long and continental transportation, Features of logistics transportation, Roadways and Logistics Counters, Road Infrastructure and Fleet Management, Road Cargo Regulations and Sustainability, Roadways as a primary mode and complementary mode of transportation in logistics, Fuel Management, Cost structure, Operating and Service Characteristics, Factors influencing growth in road logistics, Suitability for different cargo and distance ranges segments. Factors influencing growth in road logistics, Suitability for different cargo and distance ranges segments.	<b>15 hours</b>
	<b>Unit IV: Rail Cargo Logistics</b> Overview of rail transportation in cargo logistics, Factors influencing growth, Suitability for different cargo and distance range segments. Innovative Schemes/Facilities to Popularize Rail Logistics in India, Share of Railways in Cargo Movement in India and World-Wide. Outsourcing fleets, Technology, Cost, Speed, Security.	<b>15 hours</b>
<b>Pedagogy</b>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References / Readings:</b>	1. Sales, M., The Air Logistics Handbook – Air freight and the global supply chain, Routledge, 2013 or Later Edition. 2. Coyle, J.J., Novak, R.A., Gibson, B.J., Transportation: A Supply Chain Perspective, Cengage Learning, 7 <sup>th</sup> Edition or Later Edition. 3. Stroh, M.B., A Practical Guide to Transportation and Logistics,	



	<p>Logistics Network Inc.; 2006 Edition or Later Edition.</p> <p>4. Barrett, J., Ritter, L., and Wilson, R., Securing Global Transportation Networks', McGraw Hill., 2006 or Later Edition.</p> <p>5. MOSWest, Transportation and Cargo Security, Prentice Hall, Latest Edition.</p>
<b>Course Outcomes</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Manage Air cargo traffic and management.</li> <li>2. Handle Logistics operations of Rail and Road transport.</li> <li>3. Gain expertise in cargo characteristics, its forecasting and safety precautions.</li> <li>4. Manage and transport Dangerous &amp; Hazardous Cargo.</li> </ol>



**Name of the Programme** : Bachelor in Business Administration (Shipping & Logistics)  
**Course Code** : MGS-303  
**Title of the Course** : Management of Dangerous & Hazardous Cargo  
**Number of Credits** : 2  
**Effective from AY** : 2024 – 25

<b>Pre-requisites for the Course:</b>	Nil	
<b>Course Objectives:</b>	To equip the participants with the skills to classify, transport, and manage dangerous and hazardous cargo.	
<b>Content:</b>	<b>Unit I – Introduction to Dangerous goods and IMDG Code</b> Dangerous Goods - The classification of dangerous goods, Dangerous goods safety advisers' qualifications and training. International Maritime Dangerous Goods (IMDG) Code - Usage of the IMDG code in containerization & MTO trade.	<b>10 hours</b>
	<b>Unit II- Transportation of Dangerous Goods, Packaging and Enforcement of Dangerous Goods Regulations</b> Transportation of Dangerous Goods - Regulations for transporting dangerous goods by air, sea, road and rail transport, Documentation when moving dangerous goods, Marking and labelling of dangerous goods, Suppliers' responsibilities. Packaging of Dangerous Goods for Transport - Material classification, Packing groups, Packaging regulations. Enforcement of Dangerous Goods Regulations - Compliance and training. Radiation Screening at Ports and Airports - Radiation equipment, Sources of radiation.	<b>20 hours</b>
<b>Pedagogy:</b>	Lectures/ tutorials/ field work/ outreach activities/ project work/ Vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References / Readings:</b>	1. Code of Safe Practice for Cargo Storage and Securing – IMO, 2011 or Later Edition. 2. Code of Safety for Nuclear Merchant Ships – IMO, 2011 or Later Edition. 3. Alan E. Branch – “Elements of Shipping” –Routledge - Taylor & Francis Group; 9th edition, 2015 or Later Edition. 4. Edward, S; Butterfield, CSJ; “Shipping Practice”- Sterling Book House, Mumbai, 11th edition, 1999 or Later Edition. 5. Alderton P.M.; “Reeds Sea Transport”; Adland Coles Nautical, London; 6th edition, 2011 or Later Edition.	
<b>Course Outcomes:</b>	At the end of the course, the participant will be able to: 1. Utilise concepts of Dangerous goods 2. Understand the importance of documentation when moving dangerous goods 3. Familiarise with Packaging of Dangerous Goods for Transport 4. Understand the importance Radiation Screening at Ports	

**SEMESTER VI**

**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGA-304  
**Title of the Course** : Customs Procedures and Marine Insurance  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course</b>	-	
<b>Course Objective</b>	To equip the participants with an understanding Customs Procedures and Practices and manage Marine Insurance function in an organization.	
<b>Content:</b>	<b>Unit I: Overview of Customs</b> Function, importance, organizational structure/hierarchy of Customs Department in India, powers of Customs Department/Customs Officers under the Act, 1962, customs brokers, customs offences, penal provisions, grievance redressal mechanisms.	<b>10 hours</b>
	<b>Unit II: Classification of Goods, Customs Refunds, Transshipment, and Export Promotion Schemes</b> Procedure for clearance of import and export of goods, customs valuation, import-import restrictions and prohibitions, date of application of custom duty, refund of customs duty, remission and duty-free items, remission, reduction and/or allow import without duty under certain circumstances, transshipment of cargo, transshipment permit. Export Promotion Schemes – export-oriented units, drawback allowable on re-export of duty-paid goods, export-oriented imports.	<b>20 hours</b>
	<b>Unit III: Overview of Insurance Sector</b> Overview of insurance and its role in the service sector – range of products and services in insurance sector. Life Insurance, General Insurance, Insurance Regulatory Development Authority of India (IRDA) and its role, Policy Values and methods of valuation, Factors affecting selection of life insurance products and selection of appropriate products.	<b>5 hours</b>
	<b>Unit IV: Marine Insurance, Risk Management, Principles of Insurance and Protection &amp; Indemnity Clubs</b> Marine Insurance and Risk Management - What is risk, Process of risk management, Risk identification, Risk evaluation, Risk control, Risk handling; Definition, Scope and overview of marine adventure, Marine perils. Principles of Insurance and Protection & Indemnity Clubs Insurance - Introduction, Marine Insurance, Assignment, Insurable interest, Indemnity, Utmost good faith, Warranties, Subrogation, Contribution, Proximate cause, Partial & total loss; History, Liability insurance, Membership, Management of clubs rating of risk & fixing of calls, Scope for P&I cover, Risk insured under P&I cover, Club letters of undertaking, Exceptions limitations of cover etc.	<b>15 hours</b>

	<p><b>Unit V: Rules and Regulations</b></p> <p>General Average &amp; the York Antwerp Rules, 1974 - Particular &amp; General Average, Open Cover and Open Policies - Meaning, Special declaration policy, GOI- Scheme of War Risk Insurance of Marine Hull, 1976 - Applicability, Features, Scope of act. Cargo Insurance, and Hull &amp; Machinery Insurance - Basis of Rating.</p>	<b>10 hours</b>
<b>Pedagogy</b>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References / Readings:</b>	<ol style="list-style-type: none"> <li>1. Customs Manual, Latest Edition.</li> <li>2. The Customs Act, 1962, Commercial Law Publishers (India) Pvt. Ltd.</li> <li>3. Chandiramani, N.M., A Guide to Customs Act, 1962, Latest Edition.</li> <li>4. Insurance Institute of India, Risk Management, Latest Edition.</li> <li>5. Insurance Institute of India, Marine Insurance, Latest Edition</li> </ol>	
<b>Course Outcomes</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Understand customs procedures, applicable rules and regulations</li> <li>2. Classify goods and transshipment of goods</li> <li>3. Apply the concepts of Marine Insurance to hull &amp; cargo.</li> <li>4. Identify risks and indemnities in Marine Insurance.</li> </ol>	

**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-305  
**Title of the Course** : Shipping Finance Management  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course</b>	Fundamental knowledge in the area through a completed course of Financial Statement Analysis.	
<b>Course Objective</b>	To equip participants with the skills to manage the finance function in a shipping organization.	
<b>Content</b>	<b>Unit I: Introduction to Shipping finance and ship mortgage</b> Economic drivers of shipping markets, current developments and trends in shipping sub-markets, various “players” in the ship transportation value chain, various markets involved in the shipping industry, The shipping cycle - shipping cycle and loan finance decision, , main sources of shipping finance, issue of shares, types of shares, listing of shares in International stock exchanges, Cost of capital, Meaning and significance of cost of capital – Components of cost of capital (debt, preference capital, equity capital and retained earnings) – Combined cost of capital (weighted) and CAPM. International element - ship registration, different types of registry, bareboat charter registration. Loan - types of loan, hedging risk. Ship mortgage - types and terms of mortgage, basic rights required by a mortgagee, standard mortgage provisions, mortgages in the most important ship registration jurisdictions.	<b>15 hours</b>
	<b>Unit II: Financing of New Ship and Banker's Perspective</b> New buildings - financing options, mortgage-backed loans, newbuilding financing, mezzanine, unsecured/corporate loans and leasing finance; high yield bonds; convertible notes; initial public offerings (IPOs); follow-on offerings; master limited partnerships (MLPs); special purpose acquisition companies (SPAC); and private equity offering Government support, the OECD and the EU, the SUECS, promissory note, letter of commitment, letter of guarantee. Shipping market - assessing shipping risk, choice of finance for ship owners, term sheet and risk analysis. Basic principles of good lending, documentation of guarantee, sources of security and guarantee for loan.	<b>15 hours</b>
	<b>Unit III: Financing, Sale and Purchase of Second Hand Ship</b> Second-hand ships - types of lender, loan and guarantee facilities, international element, loan agreement provisions, execution, Standard security in ship financing, registration of security, equity, Mezzanine finance, Islamic finance options. Sale and Purchase – introduction – MOA and delivery-standard forms of MOA, Norwegian Sale form, standard documents.	<b>10 hours</b>
	<b>Unit IV: Financial Market Products and Modeling of Ship</b>	<b>20</b>

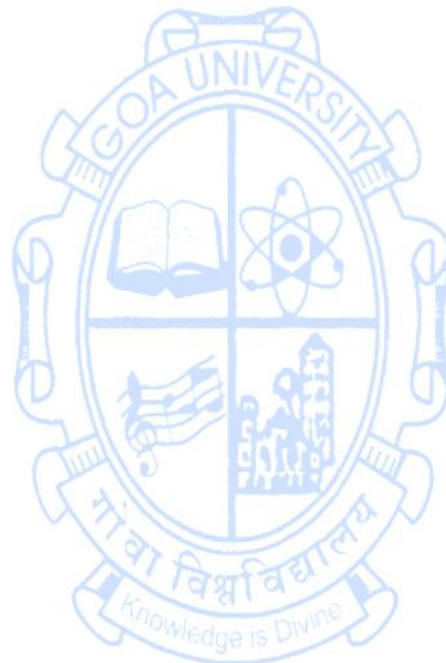
	<p><b>Investment</b></p> <p>Financial products – meaning, interest rate hedging products, currency hedging products, freight hedging products, tying in hedging products to a ship finance, facility, accounting issues.</p> <p>Maritime Investment Appraisal and Budgeting - basic principles of vessel valuation, Investment evaluation criteria – Methods of Capital Budgeting (payback period, accounting rate of return, net present value, internal rate of return, profitability index), illustrating the “mark-to-market” approach, and the long term asset value (LTAV) method as an example of the discounted cash flow (DCF) approach (“mark-to-model”), financial models for the evaluation of shipping investment, going for a new building versus a second-hand purchases, scrapping, the type of employment in terms of charter parties; and the financing methods, ships as investments, determining their valuation that include the market price of the vessel, its cash flow, its charter, market expectations, the secondary markets for trading vessels, the age of the vessels.</p>	<b>hours</b>
<b>Pedagogy</b>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References / Readings:</b>	<ol style="list-style-type: none"> <li>1. Harwood, S., Shipping Finance, Euromoney Institutional Investor Plc, UK, Latest Edition.</li> <li>2. Schinas, O., Grau, C., Johns, M. HSBA Handbook on Ship Finance, Springer, Verlag Berlin Heidelberg, Latest Edition.</li> <li>3. Kavussanos, M.G., Visvikis, I.D. The International Handbook of Shipping Finance, Latest Edition.</li> </ol>	
<b>Course Outcomes</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Manage overall ship financing processes of new and second-hand ship</li> <li>2. Identify the various sources of financing.</li> <li>3. Identify the risks associated with ship financing.</li> <li>4. Carry out the documentation process of ship financing.</li> </ol>	



**Name of the Programme** : Bachelor of Business Administration  
**Course Code** : MGA-309  
**Title of the course** : Strategic Management  
**Number of credits** : 4  
**Effective from AY** : 2024-2025

<b>Pre- requisites for the course:</b>	Nil	
<b>Course objective:</b>	To equip the participants with skills to identify and create strategic choices in organizations.	
<b>Content:</b>	<b>Unit I: Introduction</b> Basic concepts, Nature of strategic management: key terms, benefits and pitfalls, Dimensions of Strategic management, Strategic management process, Strategy v/s Tactics, Vision and Mission statements, importance and characteristics, Evaluating Mission statements.	<b>10 hours</b>
	<b>Unit II: Strategy Analysis</b> External environment: forces impacting the external environment, sources of information tools and techniques, Internal environment: forces impacting the internal environment, sources of information tools and techniques, Analysis of external environment, internal environment, framing vision and mission statements, Generic and Grand strategies in different types of organizations	<b>20 hours</b>
	<b>Unit III: Strategic Implementation</b> Analysis of various strategic choices: Strategy formulation framework, Resource planning, managing resistance, and operational, Human resource, marketing, finance, R D and MIS issues	<b>15 hours</b>
	<b>Unit III: Strategic Evaluation, Control and Innovation</b> Organisation structure, Leadership and Culture, conflict & challenges, Strategy review, Evaluation and Control, Innovation and Entrepreneurship	<b>15 hours</b>
<b>Pedagogy:</b>	Lectures/ tutorials/ laboratory work/ fieldwork/ outreach activities/ project work/ vocational training/ viva/ seminars/ term papers/ assignments/ presentations/ self –study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References/ Readings:</b>	1. La Pearce, J.A., Robinson, R.B. & Mittal Amita, 'Strategic Management: Formulation, Implementation and Control', Tata McGraw-Hill Publishing Company, 2017, 12th or latest edition 2. Fred R. David; 'Strategic Management cases and concepts'; Pearson Education New Delhi, 2011, 13th or latest edition 3. Lawrence, Gupta & Glueck; 'Business Policy and Strategic Management'; Frank Brothers; 2012, 7th or latest edition 4. Hitt, Hoskisson, Ireland; 'Management of Strategy Concepts and Cases', Cengage learning, 2017 12th or latest Edition 5. Azhar Kazmi, 'Strategic Management and Business Policy', McGraw	

	Hill, 23rd or latest edition
<b>Course outcomes:</b>	<p>At the end of the course, the participants will be able to:</p> <ol style="list-style-type: none"> <li>1. Analyse the firm's Internal environment using Internal analysis tool and techniques.</li> <li>2. Analyse the firm's External environment using External analysis tools and techniques</li> <li>3. Identify and indicate sustainable strategies for firms for competitive advantage.</li> <li>4. Integrate and apply knowledge to formulate and implement strategy from holistic and multi-functional perspectives.</li> </ol>





**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-306  
**Title of the Course** : Liner Transport and Port Management  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course</b>	Fundamental knowledge in the area through a completed course of Introduction to Shipping Industry and Geography of Sea Transport.	
<b>Course Objective</b>	To equip the participants with skills to manage the Port and Liner Transport functions in an organisation.	
<b>Content:</b>	<b>Unit I: Introduction to Liner Transport</b> Functions, Hierarchy of a liner company, Functions of various departments, How the liner company works. Cargo Consolidation in India, Unitization, and LCL /FCL. What is consolidation, Benefits to trade, Carrier, Freight forwarders, Scope for consolidation, Cargo stuffing, Selecting a shipping line etc., concept of unit load, Strapping, Pre-slinging, Handling palletisation; Meaning & concept of FCL & LCL shipments. Shipping Conferences, Joint Ventures, Shipping Pools & Consortia, Functions, Trends.	<b>15 hours</b>
	<b>Unit II: Containerization, and Liner Agents</b> Containerization (in India & at International level), Advent of containerization, History, Progress in India, Container Leasing Methods, Owning & leasing, advantages /disadvantages, Cost of leasing, Basic types of lease contracts; UNCTAD Liner Code. Duties & responsibilities, Relationship with principal & port authorities, DGS, Terminal operators, Ports etc., Agency remunerations, Office organizations - marketing, Operations, Finance.	<b>15 hours</b>
	<b>Unit III: Introduction to Port Management</b> Ports - Types & Functions - Major world ports in liner, Dry bulk & liquid trades, Port ownership, Economics of port location, Factors used as a parameter to select a port. Port Competition, Marketing and Pricing -Understand the nature of port competition at national & international level; Understand the relevance of geographic location to vessel turnaround time & port rotation, Port promotion techniques & their impact in identifying potential users. Impact of better connectivity, Inland transportation, Understand nature & types of port charges, Understand how pricing is used as a tool to influence demand.	<b>15 hours</b>
	<b>Unit IV: Legal Aspects of Port Management and Port Equipment's and Stevedoring</b> Legal Aspects of Port Management and SEZ/FTZ in Ports - Legal nature of port constitutions, Legal framework of port ownership laws & regulations relating to employment of dock workers; Setting up of SET/FTZ in port areas, Legal implications, Benefit to trade. Port Equipment and Stevedoring - Understand what is meant by port building, Warehouse, Transit sheds etc. Understand the	<b>15 hours</b>

	different cargo handling equipment's, Types, Costs & the need for maintenance management; Functions of stevedores, Usefulness, How they can affect the loading /unloading operations.
<b>Pedagogy</b>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.
<b>References / Readings:</b>	<ol style="list-style-type: none"> <li>1. Stevens, E., Butterfield, CSJ., Shipping Practice, Sterling Book House, 1981or Later Edition.</li> <li>2. Branch, A.E., Elements of Shipping, Routledge - Taylor &amp; Francis Group, 2014 or Later Edition.</li> <li>3. Alderton P.M., Reeds Sea Transport, Adland Coles Nautical, London, 2011 or Later Edition.</li> <li>4. Dr.Hariharan, K.V., Containerization, Multimodal Transport &amp; Infrastructural Development in India., Shroff Publishers &amp; Distributors Pvt. Ltd.; 2015 or Later Edition.</li> <li>5. Packard, W.V., Shipping Pools, Informa Pub, 1995 or Later Edition.</li> </ol>
<b>Course Outcomes</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Recognize and analyse effects of containerization, unitization, ICD's etc. on development of liner trade.</li> <li>2. Analyse the role of ports in international trade &amp; its importance</li> <li>3. Analyse role of port equipment in port productivity.</li> <li>4. Perform Stevedoring functions.</li> </ol>

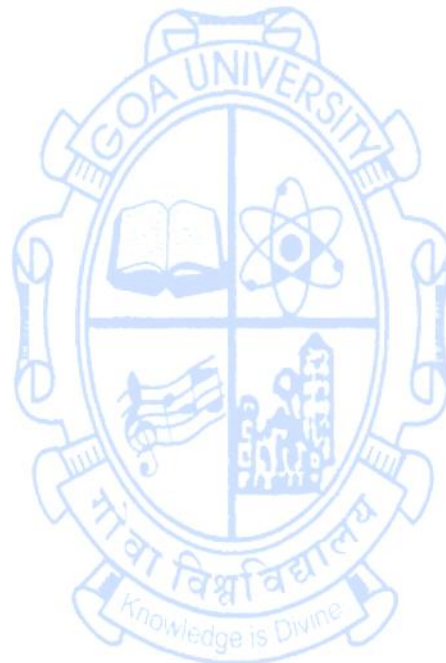
**SEMESTER VII****Name of the Programme : Bachelor of Business Administration (Shipping & Logistics)****Course Code : MGA-400****Title of the Course : Case Writing and Analysis****Number of Credits : 4****Effective from AY : 2024 - 25**

<b>Prerequisites for the Course</b>	Nil	
<b>Course Objective</b>	To equip the participants to write and analyse cases studies	
<b>Content</b>	<b>UNIT I: Basics of Case Writing</b> Introduction to case writing and analysis, process to be followed.	<b>10 Hours</b>
	<b>UNIT II: Data Collection and Analysis</b> Data gathering and sources, Relevance of gathered data, data segregation.	<b>10 Hours</b>
	<b>UNIT III: Writing the Case</b> Documentation of the situation, sequential flow.	<b>20 Hours</b>
	<b>UNIT IV: Case Analysis with Suggested Solution</b> Problem identification and decision making (solutions)	<b>20 Hours</b>
<b>Pedagogy</b>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning	
<b>References/ Readings</b>	<ol style="list-style-type: none"> <li>Schmidt Marty J, The Business Case Guide, The matrix Solution, Second Edition (2002) or latest edition</li> <li>Asha Pachpande , J A Kulkarni, Sandeep Pachpande ,Indian Business Case Studies Volume I (Indian Case Studies in Business Management (2022) or latest edition</li> <li>Bhagyashree Kunte , SrinivasTumuluri , V P Pawar, Indian Business Case Studies Volume II: 2 (Indian Case Studies in Business Management, (2022) or latest edition</li> <li>Lalit Kanore , PritiMastakarIndian Business Case Studies Volume III (Indian Business Case Studies, 3)- (2022) or latest edition</li> <li>Robert Yin, Case Study Research: Design and Methods, Sage Publications - 5th or latest edition</li> </ol>	
<b>Course outcomes</b>	At the end of the course participants will be able to: <ol style="list-style-type: none"> <li>Identify real life problems.</li> <li>Collect the required data.</li> <li>Document the situation in an appropriate manner.</li> <li>Analyse the situation and come up with solutions.</li> </ol>	

**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-400  
**Title of the Course** : Occupational Health and Safety Management  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course</b>	Nil.	
<b>Course Objective</b>	To equip participants with the skills to practice occupational health and safety management at workplace.	
<b>Content</b>	<b>Unit I: Occupational Health Hazards</b> Classification, permissible exposure limits, Threshold limit value; occupational diseases due to metals & dusts, fumes & chemical compounds, behavioral based safety; Role of Ergonomics in Employee safety & health	<b>15 hours</b>
	<b>Unit II: Accident Causes and prevention</b> Factors leading to accidents, Accident problem, need for prevention and preventive measures; Personal Protective Equipment: Need of PPE, Indian standards, factors of selection of PPE, non-respiratory equipment, respiratory equipment.	<b>15 hours</b>
	<b>Unit III: Safety</b> Nature, Philosophy, terminology, total safety concept, safety psychology, safety management & responsibilities of employees at different levels, safety organization, Safety measures required in different industries; Safety areas: Electrical Safety, Protection from Fire and Explosion; basic first aid and CPR	<b>15 hours</b>
	<b>Unit IV: Hazards &amp; Risk identification, Assessment and control techniques</b> Hazards, Risks & detection techniques, Preliminary hazard analysis (PHA) & hazard analysis (HAZAN), failure mode effect analysis (FMEA), Hazard and operability (HAZOP) study, Hazard ranking (DOW & MOND index), Fault tree analysis, Event tree analysis (ETA), major accident hazard control, onsite and off-site emergency plans.	<b>15 hours</b>
<b>Pedagogy</b>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References / Readings:</b>	1. Mishra, R.K., Occupational Health Management, AITBS Publishers, 2015 or Later Edition. 2. Charles D. Reese, Occupational Health and Safety Management: A Practical Approach, CRC Press; 2016 or later Edition 3. Das, A.K., Principles of Fire Safety Engineering, PHI Learning Pvt. Ltd., 2020 or Later Edition. 4. Mishra, R.K., Safety Management, AITBS Publishers, Second Edition, 2017 or Later Edition.	

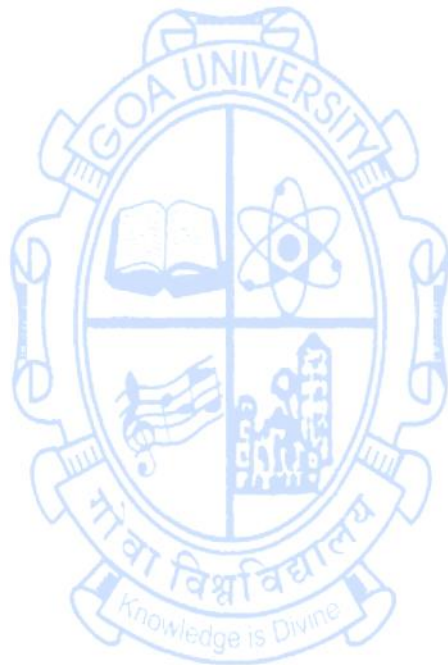
<b>Course Outcomes</b>	At the end of the course the participant should be able to: 1. Identify hazards, risks and their assessment. 2. Take precautionary measures for personnel safety. 3. Appreciate the importance of PPE. 4. Prevent and manage accidents.
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**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-401  
**Title of the Course** : Retail Stores and Supply Chain Management  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course</b>	Nil	
<b>Course Objective</b>	To equip the participants with skills to manage the Retail Stores and Supply Chain function in an organisation.	
<b>Content:</b>	<b>Unit I: Introduction</b> <ul style="list-style-type: none"> <li>Retail Supply chain - Definition, Retail as a business, Importance of customer segments, Value chain, Retail in India.</li> <li>Emerging trends in retailing - Changing nature of retailing, Organized retailing, Modern retail formats, E-tailing, Challenges faced by the retail sector.</li> <li>Retail Supply Chain Environment - Drivers of retail supply chain change, Globalization, Nature of demand.</li> </ul>	<b>15 hours</b>
	<b>Unit II: Retail Location Selection, Retail Supply Chain Strategy, and Merchandise Planning</b> <ul style="list-style-type: none"> <li>Retail Location Selection - Importance of retail locations, Types of retail locations, Factors determining the location decision.</li> <li>Retail Supply Chain Strategy - Product life cycle, Innovative and functional products, Retail market segments, Supply chain management excellence, Skill requirements.</li> <li>Merchandise Management - Meaning of merchandising, Factors that influence merchandising, Functions of merchandising manager, Merchandise planning.</li> </ul>	<b>15 hours</b>
	<b>Unit III: Retail Operations, and Space Management</b> <ul style="list-style-type: none"> <li>Retail Operations - Store administration, Premises management, Inventory management, Store management, Receipt management and Profitability.</li> <li>Retail Space Management – Store Space management, layout and design.</li> </ul>	<b>15 hours</b>
	<b>Unit IV: Responsibilities, Retail Marketing, and Pricing</b> <ul style="list-style-type: none"> <li>Responsibilities of a Store Manager - Store record and accounting system, Coding system, Logistics, and Information system.</li> <li>Retail marketing, pricing and Visual merchandising, Promotions strategy.</li> </ul>	<b>15 hours</b>
<b>Pedagogy</b>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self- study/ case studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References/</b>	1. Pradhan, S., 'Retailing Management', McGraw Hill Education, 3 <sup>rd</sup>	

<b>Readings:</b>	<p>Edition or Later.</p> <ol style="list-style-type: none"> <li>2. Lamba, J., 'The Art of Retailing', McGraw Hill Education, Latest Edition.</li> <li>3. Berman, B., Evans, J.R., Retail Management - A Strategic Approach, Pearson, 12<sup>th</sup> Edition or Later.</li> <li>4. Ayers, J.B., Odegaard, M.A., Retail Supply Chain Management, Auerbach Publications, Second Edition or Later.</li> <li>5. Gilbert, D., Retail Marketing, Financial Times Management, Latest Edition.</li> </ol>
<b>Course Outcomes</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Formulate various strategies required for retail management</li> <li>2. Select locations for retail supply chain</li> <li>3. Manage merchandise and retail space effectively</li> <li>4. Handle retail operations, pricing, and market retail stores.</li> </ol>



**Name of the Programme** : Bachelor in Business Administration (Shipping & Logistics)  
**Course Code** : MGS-402  
**Title of the Course** : Packaging and Global Logistics Management  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course</b>	Nil	
<b>Course Objective:</b>	To equip the participants with skills to manage the packaging function in an organization and familiarize the participants with the concepts in Global Logistics Management.	
<b>Content:</b>	<b>Unit I – Introduction to Packaging, Testing and identification codes</b> Essentials of Packing and Packaging. Functions of Packaging, types of packaging, Primary, secondary and tertiary, Requirements of consumer packaging.  Testing of Packaging (Mechanical, Climatic & Lab test) International Care Labelling Code, Packaging Cost.  Identification Codes, Bar Codes, and Electronic Data Interchange (EDI), Universal Product Code- GS1 Standards.	<b>15 hours</b>
	<b>Unit II - Packing Considerations and Packaging/Packing Materials &amp; Components</b> Packing Considerations - Protection, Convenience, Environment, and Use/Reuse, Cost and Competition, Packing as a systems approach to Logistics  Packaging/Packing Materials & Components- Various Materials/Metals, Flexible, Folding, Insulated, Corrugated Packing Materials. Packing Security printing, Stretch wrap, Time temperature indicator, Tinplate.	<b>15 hours</b>
	<b>Unit III – Introduction to global logistics and International Supply Chain Management</b> Meaning and definition, global market forces, factors affecting global market forces, factors affecting technological forces, global cost forces, political and economic forces, borderless economy and trade implications, controllable and uncontrollable elements in a global market place, key players in international shipping, Incoterms.  International Supply Chain Management - Introduction to international supply chain management, issues in international supply chain Management, international versus regional Products, regional and cultural differences in logistics.	<b>15 hours</b>
	<b>Unit IV- Global Strategy Implementation and Laws and regulations governing international shipping</b> Global Strategy Implementation- Requirements and process for global strategy implementation, international distributional strategies, management of export shipments, the risks of international shipping, functions and responsibilities of buyers and	<b>15 hours</b>

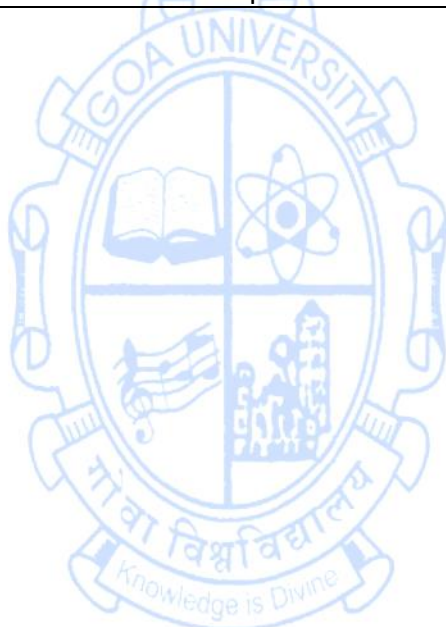


	<p>sellers in international shipping, information system availability, role of human resources.</p> <p>Documents needed for international shipments, Laws and regulations governing international shipping, Global alliances and regional trade zones.</p>	
<b>Pedagogy</b>	Lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers / assignments / presentations / self-study/case studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References / Readings:</b>	<ol style="list-style-type: none"> <li>1. Natrajan, S., Govindarajan, M., and Kumar, B. Fundamentals of Packaging Technology. PHI Learning Private Limited, Delhi, 2nd Edition, 2014 or Later Edition.</li> <li>2. Soroka, W, 'Fundamentals of Packaging Technology', IPP, 2009, or Later Edition.</li> <li>3. Mangan, J., Lalwani, C., Butcher, T., Javadpour, R. Global Logistics and Supply Chain Management. John Wiley &amp; Sons Ltd. U.K. 3<sup>rd</sup> Edition, 2016 or Later Edition.</li> <li>4. Branch, A.E. Global Logistics Management and Supply Chain Management. Routledge, U.K, 8<sup>th</sup> Edition or Later Edition.</li> <li>5. Calver, G., 'What Is Packaging Design', Rot vision, 2007 or Later Edition.</li> </ol>	
<b>Course Outcomes</b>	<p>At the end of the course, the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Identify the types of packaging.</li> <li>2. Understand the application of codes, bar codes, EDI etc.</li> <li>3. Identify the issues in global supply chain management.</li> <li>4. Identify the factors that impact global supply chain management.</li> </ol>	

**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGS-411  
**Title of the Course** : E-Logistics  
**Number of Credits** : 4  
**Effective from AY** : 2024-25

<b>Pre-requisites for the course</b>	Nil	
<b>Course Objective</b>	To equip the participants with an understanding of the role of E Logistics function in an organisation.	
<b>Content</b>	<b>UNIT I: Introduction to E-logistics and Method of Documentation</b> Introduction to E-logistics-Forward logistics, Reverse logistics, Logistics renovation toward E-logistics, Importance of E-logistics, new trends and technology in logistics. E-logistics Method of Documentation- Electronic data interchange, Personal computer, Enterprise resource planning systems and web-based systems.	<b>10 hours</b>
	<b>UNIT II: ASN, Tracking Systems, Electronic Procurement and Challenges Of E-Logistics</b> ASN, Tracking Systems, Satellite Global Positioning Systems (GPS) and Geographic Information Systems (GIS), Bar- Coding and Scanning. Electronic Procurement (E-procurement), Transport and Delivery Management, Packing and Order Management, Inventory and Warehousing. Challenges Of E-Logistics, Environmental Issues, E-Business Strategy, Application for E-Logistics – Business to Business, Business to Consumers, Exception Based Status Alert, Transportation Documentation.	<b>20 hours</b>
	<b>UNIT III: The challenges of e-commerce in warehousing and advanced warehouse management systems and innovation</b> Introduction, Challenges, type, size and location of fulfillment centers and warehouses. Location of inventory, Outsourcing, warehouse operations and labour, technology and automation. The evolution of information management in warehouses and distribution centers. Core warehouse management system features. Inbound, inventory and outbound management workflows. Connectivity of WMS solutions into ERP, deployment of RFID technology. Labour management and workforce systems.	<b>15 hours</b>
	<b>UNIT IV: Trade and transport electronic single windows and port-centric ICT systems.</b> Introduction to trade and transport electronic single windows, Trade facilitation single window and EU maritime transport single window and customs-related initiatives. A design and development single windows platform. Introduction to port centric ICT systems, its importance. Information matrix of port-centric ICT, port community systems, ICT investment, policy implications and smart port.	<b>15 hours</b>

<b>Pedagogy</b>	Lectures/tutorials/ field work/outreach activities/ project work/ vocational training/ viva /seminars / term papers/ assignments / presentations / self-study/case studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.
<b>References / Readings:</b>	<ol style="list-style-type: none"> <li>1. Louis Columbus, 'Realizing e-business with application service providers', LWC publication, 2000 or Later Edition.</li> <li>2. B Stanford, 'E-business: Key Issues, Applications and Technologies', Ohmsha Publication, 2000 or Later Edition.</li> <li>3. Wang, Y., Pettit, Stephen. E-Logistics: Managing your digital supply chains for competitive advantage. Kogan Page, UK, 1<sup>st</sup> Edition, 2016 or Later Edition.</li> </ol>
<b>Course Outcomes</b>	<p>At the end of the course the participant will be able to:</p> <ol style="list-style-type: none"> <li>1. Understand the concepts of E-Logistics.</li> <li>2. Understand the various tracking systems.</li> <li>3. Analyse the challenges of e-commerce in warehousing.</li> <li>4. Understand trade and transport electronic single windows.</li> </ol>



**SEMESTER VIII**

Name of the Programme : Bachelor of Business Administration (Shipping &amp; Logistics)

Course Code : MGA-404

Title of the Course : Seminars in General Management

Number of Credits : 4

Effective from AY : 2024-25

<b>Pre-requisites for the course</b>	Nil	
<b>Course Objective</b>	To equip the participants with skills to analyse contemporary/non contemporary economic and non-economic issues to arrive at implications for managers.	
<b>Content</b>	<b>Unit I Contemporary/non contemporary related economic, issues.</b> Local as well as Global Economic Issues Examples of some topics: Budgets, Crony capitalism, Recent Trends in the Economy, Stock Market Developments, Foreign Trade Policy, ESG &SDG's etc	<b>30 hours</b>
	<b>Unit II Contemporary/non contemporary Non economic Issues</b> Local as well as Global Non Economic issues Examples of some topics: Artificial Intelligence, Data Security, Cyber Crimes, Trends in Management, Startup Culture, Ethics, Supply Chain Management, Mental health, Freedom of Press, Social Media, Legal issues etc  Note : SEA's will be Seminar Format	<b>30 hours</b>
<b>Pedagogy</b>	Small group presentations on contemporary/non contemporary issues identified by the facilitator/student followed by discussion	
<b>References/ Readings:</b>	Appropriate Reading specific to a topic from a variety of Newspaper articles as well as business journals and magazines.	
<b>Course Outcomes</b>	<b>At the end of the course, the participants will be able to:</b> 1. Derive learning from the newspaper articles and magazines and apply it to analyse the business environment. 2. Use the information in making firm level decisions. 3. Develop a different perspective on analysing business situations 4. Communicate and articulate the learnings derived	

**Name of the Programme** : Bachelor of Business Administration (Shipping & Logistics)  
**Course Code** : MGA- 412  
**Title of the Course** : Business and Social Ethics  
**Number of Credits** : 4  
**Effective from** : AY 2024 - 25

<b>Prerequisites for the Course</b>	Nil	
<b>Course Objective:</b>	To equip participants with relevant moral to ethical concepts in the field of business and application of same in business decision.	
<b>Content:</b>	<b>UNIT-I: Introduction to Business Ethics</b> Meaning of business ethics, Requirement of ethics in business, Need- Importance for ethics in business, Moral v/s Ethics, Ethics v/s Religion, Law v/s Ethics, Issues/Dilemmas involved in business ethics, How to handle dilemmas in business ethics, Benefits of business ethics	<b>15 hours</b>
	<b>UNIT II: Ethics and the Environment</b> Meaning, Importance of ethics in the environment, Basic ethical principles in business, Ethics and the environment, ethics in external exchange of business, ethics in exchanges with internal constituencies.	<b>15 hours</b>
	<b>UNIT III: Ethics at the workplace</b> Meaning, Importance of ethics at the workplace, Role of individual moral and standards in defining workplace ethics, Ethical issues of individuals at the workplace, working with opposite gender, Ethics in the marketplace, ethics and the consumer, ethics in production and marketing, Guidelines for managing ethics in the workplace	<b>15 hours</b>
	<b>UNIT IV: Ethical theories and Social Ethics</b> Ethics and ethical theories, Meaning and nature of social ethics, search for moral standard, society and human behaviour, ethics and justice, Ethics and social issues, challenge of applying ethics to a variety of contemporary issues.	<b>15 hours</b>
<b>Pedagogy</b>	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<b>References/ Readings:</b>	1. Chakraborty, S.K (2001).“Ethics in Management”; Oxford India Paperback. Or Latest edition 2. Singer, Peter; (2011) ‘Practical Ethics’Foundation books, Cambridge University Press. Or latest edition 3. John. McHall & Joseph R. DesJardins (2014)‘Contemporary Issues in Business Ethics’ or Latest edition 4. Downie, R. S. (2020). Roles and Values: An Introduction to Social Ethics. United Kingdom: Taylor & Francis or Latest edition. 5. Chadrakumar roy (2014). Business Ethics: (For B.Com, BBA, BBM and BMS). (n.d.). (n.p.): Vikas Publishing House or latest edition	

<b>Course Outcomes:</b>	At the end of the course, the participants will be able to: 1. Explain the difference between ethical concepts and moral values 2. Apply ethical principles in business settings 3. Harness and use ethical skills at the workplace effectively 4. Challenge social ethics to a variety of contemporary issues
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