M.Sc. Integrated (Computer Science/Data Science/ Decision Science/Economics) Programme Structure

Semester I	Credits	Semester II	Credits
IMC 101: Management Concepts and Organisational Behaviour	4	IMC 201: Business Analytics	2
IMC 102: Environmental Studies	4	IMC 202: Microeconomics	4
IMC 103: Probability and Statistics - I	4	IMC 203: Linear Algebra	4
IMC 104: Programming in Python	6	IMC 204: Algorithms and Data Structures	6
IMC 105: Soft Skills - I	2	IMC 205: Probability and Statistics - II	4
IMC 106: Perspective Building Course - I	2	IMC 206: Soft Skills -II	2
	22		22
Semester III	Credits	Semester IV	Credits
IMC 301: Marketing Analysis	4	Machine Learning	6
IMC 302: Deductive and Inferential Mathematics	4	Data Modeling and Visualization	4
IMC 303: Macroeconomics	4	Linear Programming & Optimization	4
IMC 304: Database Management Systems	6	Econometrics - I	4
IMC 305: Soft Skills - III	2	Soft Skills - IV	2
IMC 306: Perspective Building Course - II	2	Perspective Building Course - III	2
	22		22
Semester V	Credits	Semester VI *	Credits
Computer Organization & Operating Systems	6	Domain	12
Programming in C	6	Electives	14
Data Science Toolkit	4		
Strategic Management	4		
Econometrics - II	4		
Perspective Building course - IV	2		
	26		26
Semester VII	Credits	Semester VIII	Credits
Discipline	24	Discipline	24
Semester IX *	Credits	Semester X	Credits
Discipline	16	Project/Dissertation/Optionals	16

Total Credits (5 years) =
220
 * semester includes an audited internship .

Title of the Course: Management Concepts and Organisational Behaviour

Number of Credits: 4

Total Contact Hours: 48

<u>Prerequisites for the</u> <u>course:</u>	Same as programme pre-requisites	
<u>Objective:</u>	At the end of the course, the student should have the ability to understand managerial processes and have the competence to deal with people at work-place	
<u>Content:</u>	Management Science: basic concepts and its role in decision making: Planning, organizing, staffing, leading and controlling.	<u>8 Hours</u>
	Organization Structure and Design: Role in Individual and Interpersonal behavior at work-place	<u>4 Hours</u>
	Introduction to Determinants of Individual Behaviour: Perception, Personality, Attitudes, , learning, Self- Concepts	<u> 15 Hours</u>
	; Theories/ Models for understanding these determinants	
	Fundamentals of Interpersonal Behaviour: Group Dynamics, Tools for Interpersonal Analysis, Fundamentals of Leadership and Motivation and their application, Theories/ Models/ Styles	<u>15 Hours</u>
	Organizational Change and Development; Models of Change; Organizational Climate and Culture; Conflict, and Negotiations. Power and Politics in Organization.	<u>6 Hours</u>
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/	
	outreach activities/ project work/ vocational	
	naners/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.	
Learning Outcomes	The participant will be able to understand people's behavior at work-place, and take managerial decisions	
<u>References/Readings</u>	 Weihrich, Heinz and Harold Koontz; 'Essentials of Management: An International Perspective'; McGraw-Hill, Inc.; 10th edition, 2015 Robbins, Stephen and Mary Coulter; 'Fundamentals of Management'; Prentice Hall of India Pvt. Ltd.; New Delhi; 9th edition, 2018 Luthans, Fred; 'Organizational Behavior'; McGraw- Hill, Inc, 12th edition, 2017 Robbins, Stephen P; 'Essentials of Organizational Behavior'; Pearson Education India, 18th edition, 2018. 	

Title of the Course: Environmental Studies (as approved for other programmes)

Number of Credits: 4

Total Contact Hours: 48

Title of the Course: Probability and Statistics - I

Number of Credits: 4

Total Contact Hours: 48

Prerequisites for	Same as programme pre-requisites	
<u>the course:</u>		
Objectives:	This course aims to introduce the basic concepts of	
	probability theory	
Content:	Module	
	1: Experiments and sample spaces, events, algebra of events, probability axioms, conditional probability, independence of events, mutually exclusive events. Bayes theorem.	12 Hours
	2: One dimensional random variable: discrete and continuous	12 Hours
	random variable, characteristics of distributions, cumulative distribution function, functions of one random variable.	
	3: Two dimensional random variable: marginal and	12 Hours
	conditional distributions, conditional expectation independence.	5 Hours
	 Covariance and correlation. Understanding linkages, visualizing 	7 Hours
	5. Discrete distributions: Bernoulli, Binomial, Poisson	
Pedagogy:	Lectures/ tutorials/assignments/self-study	
<u>References/Readings</u>	 William W. Hines and Douglas C. Montgomery, Probability and Statistics in Engineering and Management Science, Wiley India Pvt. Ltd., 2003 T.Veerarajan, Probability, Statistics and Random Processes, Tata McGraw Hill Pub. Co. Ltd., 2009 	
Learning Outcomes	Upon successful completion of this course, students will	
	have a good understanding of elementary probability	

Title of the Course: Programming in Python

Number of Credits: 6

Total Contact Hours: 48L+48P

<u>Prerequisite</u> <u>s for the</u> <u>course:</u>	Same as programme pre-requisites	
<u>Objectives:</u>	The aim of the course is to provide an exposure to solve common computing problems through programming using Python language. The course is designed with a lab component to give the student hands-on experience of the basic concepts of programming.	
<u>Content:</u>	Introduction to computer systems and data representation: Functional units of a Computer, Characteristics of a Computer, Data representation and Storage,Evolution of Programming Languages, Compilation and Interpretation, Structured and Procedural Programming languages The Problem Solving Process: – Requirement Analysis, Algorithmic Construction, Identifying Test Cases, Desk Checking, Implementation, Testing and maintenance issues, Data verification and validation.	(3 hours) (4 hours)
	Python Programming Environment: Python overview, Structure of Python program, character Set, variable declarations and data types, Program Statements, Types of Instructions, Expression Evaluation rules, Type Conversions. Managing I/O operations	(4 hours)
	Selection and Iterative Constructs :Writing conditions, IF-ELSE constructs Conditional operators, SWITCH ,WHILE and FOR loops, Use of BREAK and CONTINUE statements. Nested Loops	(9 hours)
	Advance Data types: Lists, Tuples, Set, Dictionaries, Strings, Unicode, formatting strings, docString. Searching and sorting algorithms without using library functions.	(6 hours)
	Modular Programming: Importance of User Defined Functions, Hierarchy charts, fan-in/out, cohesion and coupling and loosely coupled modules. Fan-in – Fan-out concepts.	(5 hours)

	User Defined Functions: Local and Global Variables, Scoping Rules, Parameters & arguments. Function with variable arguments. Modules, packages, scope. Recursion & Recursive Functions. Recursive v/s Iterative Functions.	(7 hours) (4 hours)
	Custom Data Types and File Management: Object of a Class and basic concept of classes & OOP, Files, Exceptions in file handling.	(6 hours)
	Introduction to Packages: Python packages for plotting, mathematical computation & linear regression.	
<u>Pedagogy</u> :	Lectures/Practical/ tutorials/assignments/self-study.	
<u>References/</u> <u>R eadings</u>	 Taneja Sheetal, Kumar Naveen, —Python Programming - A modular approach, Pearson 2017 Guttag John V. —Introduction to Computation and Programming 	
	using Python, MIT Press, 2nd Edition 2016.	
	 Maureen Sprankle, Jim Hubbard — Problem Solving and Programming Concepts, Pearson, 9th Edition 2012 	
<u>Learning</u> Outcome S	 Upon successful completion of the course, a student will be able to: Analyze a given problem and develop a Python program to solve it. Identify test cases for a given problem. Understand, test, trace programs written in Python language. Working with python Standard Libraries 	

Suggested Lab Assignments:

Introduction to UNIX environment- Introduction to Fedora/Ubuntu, Basic directory and file handling commands, Editor (vi editor), man pages, installation of Python and Jupyter notebook.

Programs using decision control, branch and loop control structure

- 1. Program to find the largest of three numbers
- 2. Program to print the reverse of a given number.
- 3. Program to check whether a given number is Armstrong or not
- 4. Program to print the prime numbers from 2 to n, where n is an input given by the user.
- 5. Program to print the patterns.

Programs using List, Set, Tuple, Dictionary & Strings

6. Program to find the largest and smallest number in a list of integers (without using

library function).

- 7. Program to sort a given integer list in ascending order(without using library function).
- 8. Program to print the sum and average of the elements of the list(without using library function).
- 9. Program to find the duplicate elements in the list(without using library function).
- 10. Program to reverse a given string and check whether it is palindrome (without using library function).
- 11. Program to read a string and count the number of vowels in it.
- 12. Program to concatenate two strings without using library functions
- 13. Program to arrange the list of names in alphabetical order.
- 14. Program to find the union, interaction and difference between two sets.
- 15. Program to take a sentence as an input from the user and compute the frequency of each letter. Make use of dictionary type to maintain the count.

Programs using functions & Recursion.

- 16. Write functions for addition, subtraction and multiplication of two matrices.Each function has two matrices as parameters and returns the result.
- 17. Program to print the Fibonacci series using recursion.
- 18. Program to find the GCD of two numbers using recursion.
- 19. Program to solve Tower of Hanoi

Programs user-defined data types & file handling

- 20. Program to store the item number, name, rate and quantity of 'n' items in a custom data type, where n is given as input by the user. Display the total value inventory items.
- 21. Program to store employee details in a Custom data type. The data should include employee ID, name, salary, and date of joining. The date of joining should be stored in a structure. The program should perform the following operations based on a menu selection
 - a) Display the details of the employees who have more than 5 years of experience with the company.
 - b) Increase the salaries according to the pay scale rules
- 22. Program to create a custom data type of Student with fields Roll No, Name, course, and Total_Marks. Read the data from the user and store them in a file. Write a function to display the Roll No, name of the student who has secured the highest marks.
- 23. Program to count the number of characters in a file.
- 24. Program to search for a particular word in a file.
- 25. Program to handle various file exceptions.
- 26. Program to implement linear regression method.
- 27. Program to plot graphs.

Title of the Course: Soft Skills : Oral Communication

Number of Credits: 2

Total Contact Hours: 24

<u>Prerequisites for the</u> <u>course:</u>	Same as programme pre-requisites	
<u>Objective:</u>	To introduce the essentials of effective communication in different contexts	
<u>Content:</u>	Difference between formal and informal communication; Communication process, types, Effectiveness in communication – the Roles of Sender, Receiver and the medium; Role of culture in communication; Importance of Non Verbal Communication Oral Communication: Skills required for effective interpersonal and group communication, Effective Public speaking. Noise in communication and its prevention. Barriers and Gateways in Communication;	12 Hours 12 Hours
<u>Pedagogv</u> :	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.	
Learning Outcomes	The participant will be able to facilitate interpersonal Communication, participate in group discussions, and to write effectively.	

References/Readings	1. Business and Professional Communication by Kelly M.	
	Quintanilla and Shawn T. Wahl, 2018, Sage Publications	
	2. Effective Business Communication by Anjanee Sethi	
	,Bhavna Adhikari, 2009; Tata MacGraw Hill Education,	
	India.	
	3. How to be a Great Communicator in Person, On Paper,	
	and on Podiumby Nido Qubein, 2008; Viva Books, India.	

Title of the Course: Perspective Building: Film Appreciation

Number of Credits: 2

Total Contact Hours: 24

Prerequisites for the course	Same as programme pre-requisites	
<u>Objective:</u>	To help the participants appreciate cinema (national and international) as having its own distinct language and philosophy, the way it stimulates people, and helps in making sense of the world.	
<u>Content:</u>	Approaches to Films	7 Hours
	Document, Documentary and Narratives; Thought Orientation in Films; Text, Context and Non-Text	
	Film and Other Art Forms	
	Photography and Representation; Symbolism and Metaphors; Music, Dance and Drama; Presenting Reality and Fiction	8 hours
	Films and our Minds	
	Films and Emotions; Imagination; Identifying the Audience (Spectatorship); Communication and Persuasion	8 hours
	Films and Morality	7 hours
	Lessons from Films; Authorship and Copyright; Film Criticism; Evils and Issues – Pornography, Free Will, Laws and Artistic License	
<u>Pedagogy</u> :	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.	

<u>Learning Outcomes</u>	 After completion of the course, students will develop the ability to 1. Appreciate films as works of art 2. Recognize the impact of films on society 3. Critique films 	
<u>References/Readin</u> g <u>s</u>	 Jim Piper (2014) The Film Appreciation Book, 1st Edition; Allworth Publishers, USA Satyajit Ray (2006) Speaking of Films, International Edition Penguin, India Gregory Currie (1995) Image and Mind, Film, Philosophy and Cognitive Science; Cambridge University 	
	Press.	

Title of the Course: Business Analytics (Finance)

Number of Credits: 2

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Total Contact Hours: 24

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Prerequisites	Programme requisites	
for the course:		
Objective:	To introduce fundamentals of financial data analysis.	
Content:	Reading of Annual Report, Balance Sheet, Profit and Loss Account, Vertical Form, Cash Flow statements, Comparative statements, Common Size Statements, Profitability Ratios. Basic Accounting Standards. Directors' Report, Auditor's Report, Notes to Accounts.	8 hours
	Understanding Annual Reports of Companies with Ratio Analyses and making basic performance decisions.	8 hours
	Time Value of Money, Forecasting cash flows, Estimation of Project Cost, Techniques of Capital Budgeting, Net Present Value (NPV), Internal Rate of Return (IRR), Discounted Payback, profitability Index.	8 hours
Pedagogy:	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.	
Learning Outcomes:	 The participants will be able to analyze financial information that facilitates long term and short term financial decisions. 	
	The participants shall be able make primary basic assessment of making capital investment decisions.	
References/Re adings:	 N. Ramchandran, Ram Kumar Kakani: 'How to Read A Balance Sheet', Tata McGraw-Hill Professional: Finance Made Easy Series, 2009. 	
	N. Ramchandran, Ram Kumar Kakani: 'How to Read A Profit and Loss Account', Tata McGraw-Hill Professional:	

Finance Made Easy Series, 2017.
3. N. Ramchandran, Ram Kumar Kakani: 'How to Read A
Cash Flow Statement', Tata McGraw-Hill Professional:
Finance Made Easy Series, 2017.

Title of the Course: Microeconomics

Number of Credits: 4

Total Contact Hours: 48

Prerequisites	Programme requisites	
for the Course:		
Objective:	Equip the students to understand consumer and firm	
	behavior under profit and non-profit maximizing framework.	
Content:	Module 1: Introduction and Basic Concepts	10 hours
	Nature and scope of micro economics – concept of	
	equilibrium – static, dynamic and neutral equilibrium –	
	Partial Vs. General equilibrium – role and limitations of price	
	mechanisms in a free market economy	
	Module 2: Theory of Demand	14 hours
	Theory of Consumer Behavior- Utility, indifference curve,	
	[income and substitution effects, Slutsky's theorem,	
	compensated demand]; Revealed preference; consumer	
	surplus;	
	Module 3: Theory of production and costs	
	Production function -short period and long period; law of	
	variable proportions and returns to scale; Isoquants –	14 hours
	least cost combination of inputs; Returns of factors;	
	Economies of scale; Elasticity of substitution; Euler's	
	Theorem; Cobb-Douglas, Constant Elasticity of Substitution	
	(CES), Variable Elasticity of Substitution (VES) and Translog.	
	Cost functions, cost curves, Elasticity of supply.	
	Module 4: price and output determination	10 hours
	Demand and supply equilibrium; Cobweb theorem. Market	
	forms – perfect and imperfect forms – equilibrium under	
	perfect, monopoly, monopolistic, duopoly and oligopoly –	
	importance of time element in price theory – price	
	discrimination and measure of monopoly power – control	
	and regulation of monopoly.	
Pedagogy:	Lectures/ tutorials/assignments/self-study	

Reference/Read	1. Hal Varian, W. W. Norton and Company, Intermediate
ings:	Microeconomics 2010, Sixth Edition or later
	 S.A. Greenlaw and D. Shapiro, Principles of Microeconomics, OpenStax Resource, Rice University, Second edition, 2017
Learning	Understand the factors that determine consumption and
Outcomes:	production decisions under different market structures.

Title of the Course: Linear Algebra

Number of Credits: 4

Total Contact Hours: 48

Prerequisites	Programme requisites	
for the course:		
Objectives:	To provide students an introduction to vectors and matrices	
	and their use in Data Sciences.	
Content:	Linear Equations in Linear Algebra: Systems of linear equations, row reduction, and echelon forms, Vector equations, matrix equation, solution sets of linear systems, linear independence, Matrix of linear transformation.	
	Matrix Algebra: characteristics of invertible matrices, Partitioned matrices, matrix factorizations, application to computer graphics, dimension and rank.	4 hours
	Determinants: Properties, Cramer's rule, volume and linear transformations.	4 hours
	Vector Spaces: vector spaces and subspaces, linear transformations, Bases, coordinate systems, Dimension of a vector space, rank, change of bases	8 hours
	Eigenvalues and eigenvectors: Characteristics equation, diagonalization, eigenvectors and linear transformations, discrete dynamical systems	8 hours
	Orthogonality: inner product, length, and orthogonality, orthogonal sets, orthogonal projections, Gram-Schmidt process, inner product spaces	8 hours
	Symmetric matrices and quadratic forms: diagonalization of symmetric matrices, quadratic forms, constrained optimization, Singular Value Decomposition (SVD).	8 hours
Pedagogy:	Lectures/ tutorials/assignments/self-study	

References/Re	1. David C. Lay, Steven Lay, Judi Mc Donald, Linear	
adings:	Algebra and its Applications, Pearson, 2016.	
	2. Jim DeFranza and Daniel Gagliardi, Introduction to	
	Linear Algebra with Application, McGraw Hill	
	Education (India), 2015.	
	3. Steven J. Leon, Linear Algebra with Applications 8th	
	Edition, Pearson, 2009	
	4. Gilbert Strang, Introduction to Linear Algebra 5th Ed.	
	South Asian Edition, Wellesley-Cambridge Press, 2016.	
Learning	The student will be able to use computational techniques	
Outcomes:	and algebraic skills essential for the study of systems of	
	linear equations to understand, formulate and solve	
	problems.	

Title of the Course: Algorithms and Data Structures

Number of Credits: 6 (4L+2P)

Total Contact Hours: 48L + 48P

Prerequisites for the course:	IMC104 : Programming in Python	
Objectives:	To introduce the fundamental concepts of data structures and to emphasize the importance of data structures in developing and implementing efficient algorithms.	
Content:	Introduction: Three level Approach - Application/User level, Abstract/Logical level, Physical/Implementation level; Concept of Abstract Data Types (ADTs), Data Structure definition, Data type vs. data structure, Applications of data structures,	4 hours
	Algorithms analysis and its complexity, Best case, worst case, and Average case performance, time-space tradeoff, Asymptotic Analysis, Big-O notation.	4 hours
	Linear Data Structures: Array and its application: Polynomials, Sparse matrices, String-pattern Matching. Linked Lists, Doubly linked list, Circular linked list, Stack and Queues.	10 hours
	Nonlinear Data Structures: Trees: Binary tree representation, Binary Search Trees, AVL Trees, M-way Search Trees, B-trees. B tree algorithms, Heap Structures; Graphs: Graph representations; Graph Traversals	12 hours
	Complexity of Searching & Sorting algorithms: Bubble sort, Quick sort, Selection sort, Insertion sort, Merge sort and Heap sort. An Empirical Comparison of Sorting Algorithms, Lower bounds for Sorting. Linear search, binary search.	12 hours
	Dynamic programming and Greedy algorithms: Assembly line scheduling, Matrix-chain multiplication; Prim's Algorithm, Kruskal's Algorithm	6 hours

Pedagogy:	lectures/Practical/ tutorials/assignments/self-study	
References/Rea dings:	 Horowitz, Ellis, Sartaj Sahni, and Susan Anderson-Freed. "Fundamentals of data structures in C". WH Freeman & Co., Latest edition. Benjamin Baka, Basant Agarwal, "Hands on Data Structure and Algorithms with Python", Second Edition, O'Reilly, 2018. Cormen Thomas, L. Charles, R. Ronald, S. Clifford, "Introduction to Algorithms", Second Edition, EEE, PHI. Allen, Weiss Mark. "Data structures and algorithm analysis in C". Pearson Education India, 2011. Dasgupta, Papadimitriou, and Vazirani. "Algorithms". McGraw-Hill, 2006. 	
Learning Outcomes:	 Upon successful completion of the course, a student will be able to Implement common data structures such as lists, stacks, queues, graphs, and binary trees for solving programming problems. Identify and use appropriate data structures in the context of solution to a given problem. 	

Suggested Lab Assignments:

Object-Oriented Design Goals, Object-Oriented Design Principles.

1. The programming assignment should introduce and enforce the concepts of encapsulation, polymorphism and Inheritance.

ADT Specifications and Implementation of following basic data structures

- 2. Singly Linked Linear Lists
- 3. Singly Linked Circular Lists
- 4. Doubly Linked Linear Lists
- 5. Doubly Linked circular Lists
- 6. Stack using linked list

7. Queue using linked list

ADT Specifications and Implementation of following non-linear data structures

- 8. Binary Trees
- 9. Binary Search Trees
- 10. AVL Trees
- 11. B-Trees and its variants

Application of stack

- 12. Program to convert the given infix expression to postfix expression using stack.
- 13. Program to evaluate a postfix expression using stack.
- 14. Program to traverse a binary tree in the following way: Pre-order, In-order, Post-order

Applications of Binary Trees

- 15. Write a program to implement Huffman encoding using Binary tree.
- 16. Write a program to create a binary tree for the given infix expression.

Applications of AVL Trees

17. Write a program that reads a list of names and telephone number from a text file and inserts them into an AVL tree. Write function to allow the user to search the tree.

Searching and sorting

- 18. Program to implement Binary search technique using Iterative method and Recursive methods.
- 19. Programs to implement following sorting algorithm- Bubble sort, Selection sort, Insertion sort, Quicksort, Merge sort and Heap sort

Implementation of Dynamic programming

- 20. Assembly line scheduling
- 21. Matrix-chain multiplication

Implementation of Greedy algorithms

- 22. Prim's Algorithm
- 23. Kruskal's Algorithm

Title of the Course: Probability & Statistics - II

Number of Credits: 4

Total Contact Hours: 48

Prerequisites		
for the course:	IMC 103: Probability and Statistics - I	
Objectives:	To introduce the basic theory and techniques of parameter estimation and tests of hypotheses.	
Content:	Module 1: Continuous distributions: Uniform, exponential, normal, standard normal, T-distribution, Chi-Square and F-distribution	12 hours
	Module 2: Sampling distributions, Parameter Estimation of mean and proportion.	12 hours
	Module 3: Hypothesis tests about mean and proportion, Chi- square tests, analysis of variance, least squares curve fitting, the coefficient of Determination, Confidence Intervals	12 hours
	Module 4: Non parametric tests: sign test, Rank test, Median test	12 hours
Pedagogy:	Lectures/ tutorials/assignments/self-study	
References/Rea dings:	 David M. Levine, David F. Stephan, Timothy C. Krehbiel, and Mark L. Berenson, Statistics for Managers: Using Microsoft Excel, Pearson Education, Inc., (2008) Fifth Edition or later 	
	 Christian Heumann, Michael Schomaker, and Shalabh, Introduction to Statistics and Data Analysis: With Exercises, Solutions and Applications in R, Springer, (2016). 	
	 James T. McClave, P. George Benson, Terry Sincich Statistics for Business and Economics, Perason, (2018). 	
	 Robert S. Witte and John S. Witte, Statistics, Wiley, Eleventh Editio, (2017). 	
Learning	Students will be able to design samples for data collection,	
Outcomes:	summarise data visually and in tabular form, and execute statistical analyses with spreadsheet software.	

Title of the Course: Soft Skills: Written Communication

Number of Credits: 2

Total Contact Hours: 24

Prerequisites for the course:	Programme requisites	
Objective:	To introduce the essentials of effective communication in different contexts	
Content:	Written Communication: Fundamentals of effective writing; different forms of written communication; report writing; Structure and content of various types of reports; Creativity in Communication.	10 hours
	Content Writing: Writing content for the website, Writing profiles. Writing content for brochures of events, Designing and writing for newsletters. Handling Public relations through Press release/reports/advertisements.	8 hours
	E-Correspondence: Email etiquette (components, formats, attachments, content and language), Maintaining social media presence.	
Pedagogy:	Lectures/ tutorials/outreach activities/vocational training/ 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.	
Learning Outcomes:	Students will be able to communicate effectively in various written forms.	
References/Readin gs:	 Stanton, Nicky. Mastering Communication (5th Edition), Macmillan, 2009. Dalmar, Fisher. Communication in Organisation, West Pub, 1993. Kilian, Crawford. Writing for the Web. Self-Counsel Press, Fifth edition, 2015. Kallos, Judith. Email Etiquette Made Easy, Lulu.com. 2007. 	

Course Code: IMC 301 Title of the Course: Marketing Analysis Number of Credits: 4 from AY: 2020-21

Total Contact Hours: 48Effective

<u>Prerequisites for the</u> <u>course:</u>	Same as programme pre-requisites	
<u>Objective:</u>	At the end of the course, the students would have competence in understanding and using Marketing Frameworks, Theories and analytical tools for analysing and decision making in the area of Marketing.	
<u>Content:</u>	Role of Marketing, Core Concepts of Needs, Wants and Demands, Marketing Orientation of Companies. Strategic Planning and Marketing Management Process. External Environment including Customers and Suppliers.	8 hours
	Consumer Behaviour and Consumer markets, Theories of Consumption Behaviour, Buying Process and decision making process. Types of Buying behavior. Organisational Buying behavior, Industrial Market,	8 hours
	Reseller Markets, Government Markets.	8 nours
	Marketing Information Systems, concepts and components, Market Measurement and Forecasting techniques, Demand Estimation, Segmentation, Targeting and Positioning, Types of segmentation, Basis for Segmentation.	8 hours
	Marketing Plan, Process and evaluation, New Product Development Process, Product Life Cycle concept, different strategies of different stages of PLC, Strategies for Leaders, Followers, Challengers and Nichers. Product Concept and hierarchy, Product decesions,	8 hours

	 Branding and Packaging Decisions, Pricing and setting of Price, Methods of Pricing and initiating responses to Price Cuts. Channels of Distribution, Role and Types of Channel, Distribution Channel design and management and modification. Retailing and Wholesaling. Advertising and Integrated Marketing Communication. Advertising decisions, Media decisions, Sales promotion concept and designing. Sales Management and Personal Selling. Digital Marketing and Social Media Marketing. Marketing Plan, Audits and Control of Marketing Decisions. Annual Plan Control, Profitability Control, Efficiency Control and Strategic Control. 	8 hours
<u>Pedagogy</u> :	Pedagogy includes interactive sessions involving lectures, case studies, presentations, debates and field based work.	
Learning Outcomes	 Ability to identify the market Segments Ability to analyse the market Segments 	
<u>References/Readings</u>	 Majarao, Simon; 'The Essence of Marketing'; Prentice Hall of India Limited; New Delhi; Latest edition. Brand Equity and News Items of Economic Times, Articles from Popular Business Periodicals, etc. Kotler, Philip., Keller Kevin., Koshy Abraham., and JhaMithileshawar; 'Marketing Management: A South Asian Perspective'; Pearson Education India, Latest edition. 	
	 Ramaswami.,Namkumari; Marketing Management, McMilanIndiaLtd. New Delhi. 	

Latest Edition	
5. Baines, Paul; Chris, Fill; Kelly, Page; Sinha, Piyush Kumar: Marketing Management; Oxford Press, India. Latest Edition	

Course Code: IMC 302 Title of the Course: Deductive and Inferential Mathematics

Number of Credits: 4

Total Contact Hours: 48

Prerequisites for	XII Mathematics	
the Course:		
Objective:	On completion of this course, the learner should be able to successfully explore, conjecture and reason logically to arrive at a solution to a given problem using appropriate mathematical methods and will learn to	
	estimate the impact of a policy/decision in the presence of uncertainty	
Content:	Mathematical Logic& Proofs An open sentence, a closed sentence, Definition of proposition or a Statement.Strong emphasis on the Distinction between Inclusive OR and Exclusive OR. Truth tables.Compound Proposition. Algorithms, Truth tables and Tautologies Equivalent statements (\equiv .). Examples and important logical results. De Morgan Laws for negation.Conditional	12 hours
	and Biconditionals, Arguments and Proofs	
	Well-formed-formulae . Equivalence of formulae. Various laws governing the well-formed formulae. Duality law. Normal Form. Disjunctive normal form, conjunctive normal form, Principal disjunctive normal form, Principal conjunctive normal form. Propositional Calculus. Predicate Calculus. Predicate Formula. Equivalence of Predicate Formulae. Inference Theory.	12 hours
	Inferential Statistics Introduction to Probability Theory using Kolmogorov Technique: Definition of an experiment. Outcomes of an experiment. Outcomes which are not decomposable.	12 hours

	Sample space as the set of all non-decomposable outcomes of an experiment.Event as any subset of the sample space of an experiment under consideration. Idea of variations. Standard deviation as the root mean square deviation with respect to the mean. Mathematical Expectation and Expected Values. Random Variables: Idea of Distribution of a Function. Some standard Distributions such as Binomial., Normal, Poisson and Exponential. Their standard properties with the stress on Normal Distribution. Use of Normal Distribution Table to solve problems.	5
Pedagogy		_
Reference/Reading S	 A textbook of Discrete Mathematics by Dr. S. K. SarkarS, Chand & Company, New Delhi. Discrete Mathematics and its Applications by Kenneth Rosen, Tata McGraw Hill. Discrete Mathematics for Computer Scientists by John Truss, Addison Wesley (Pearson Education). Discrete Mathematics and Graph Theory by Purna Chandra Biswal, Prentice Hall of India. Statistics for Management by Richard Levin and David Rubin, Prentice Hall of India. Statistics for Business and Economics by Anderson, Sweeney and Williams, Thomson South Western. Statistics for Management by Anand Sharma, Himalaya Publishing House, Mumbai. Engineering Mathematics Volume II by Kandasamy, Tilagavathy and GunavanthyS. Chand & Company, New Delhi. 	
Learning Outcomes	 Learner will understand how to explore, conjecture and reason logically to model/arrive at a solution to a given problem Learner will be able to use a variety of mathematica methods effectively to solve problems Learner will learn decision making in the presence of uncertainty and will learn to quantify the uncertainty in estimation /the decision 	ל ו

Title of the Course: Macroeconomics

Number of Credits: 4

Total Contact Hours: 48

Prerequisites for the	Same as programme pre-requisites	
<u>course:</u>		
Objectives: Content:	Provide a basic understanding of how aggregate variables like national income, aggregate prices, employment, and exchange rates get determined by interaction of public policy and individual agents <u>Module 1: Introduction to Macroeconomics : What is it</u> <u>about.</u> Aggregate Income and its Dimensions, Measuring output Roal and Nominal Incomes. Savings Ralance of	10
	Output, Real and Nominal Incomes, Savings, Balance of Payments and the Money supply. The sources and Use of Savings, The Balance of Payments, The Money supply Module 2: Consumption & Investment. Keynes on Consumption, Consumption Smoothing, Temporary and Permanent Shocks, Stochastic Income Expectations, Effect of Laboration Payments and Payments	14
	Savings and Portfolio Choice, Profit Maximization and the Optimal Capital Stock, Adjustment Costs and Investment Decisions, Financial Structure and Investment, Residential and Inventory Investment, Irreversibility and Investment, Investment in Developing Countries, Investment in India	
	Module 3: Trade Balance and Exchange rates, Demand for Money, Labour market. The Real Exchange Rate, Other Approaches to the Trade Balance, Exchange Rates and Assets, Purchasing Power Parity, Choice of Exchange Rate Regimes, Money, Bonds, and Private Wealth, Nominal and Real Interest Rates, Financial Assets and the Budget Constraint, Money as a store of value, Seigniorage, Profit Maximization and Labour Demand, Utility and Labour Supply, Aggregate Supply with /	14

without Money illusion, Introducing Unemployment,	
Cyclical Unemployment and the Output Gap, The Static	
Phillips Curve, The Dynamic Phillips Curve	
Module 4: IS-LM model :	
Walras Law, Nominal Versus Real Rate of Interest, The IS	
Curve, The LM Curve, IS and LM - Fiscal and Monetary	
Policy, IS - LM in India, Ricardian Equivalence-	
determination of equilibrium income and interest rates –	
fiscal and monetary policy.	10
Lectures/ tutorials/assignments/self-study	
Essential Reading	
1. Macroeconomics by Errol D'Souza, Pearson	
Education, Delhi Second Edition 2012	
Additional Reading	
2. Macroeconomics: Theories and Policies, by Richard	
T. Froyen, Pearson Education, 10th Edition or later,	
2013	
Understand the factors that determine consumption and	
production decisions under different market structures.	
	 without Money illusion, Introducing Unemployment, Cyclical Unemployment and the Output Gap, The Static Phillips Curve, The Dynamic Phillips Curve Module 4: IS-LM model : Walras Law, Nominal Versus Real Rate of Interest, The IS Curve, The LM Curve, IS and LM - Fiscal and Monetary Policy, IS - LM in India, Ricardian Equivalence– determination of equilibrium income and interest rates – fiscal and monetary policy. Lectures/ tutorials/assignments/self-study Essential Reading Macroeconomics by Errol D'Souza, Pearson Education, Delhi Second Edition 2012 Additional Reading Macroeconomics: Theories and Policies, by Richard T. Froyen, Pearson Education, 10th Edition or later, 2013 Understand the factors that determine consumption and production decisions under different market structures.

Course Code: IMC 304 Title of the Course: Database Management Systems

Number of Credits: 6 (4L + 2P)

Total Contact Hours: 48L+48P

<u>Prerequisite</u> <u>s for the</u> <u>course:</u>	Operating Systems, Data and File Structures, A programming language	
<u>Objectives:</u>	To Provide students with theoretical knowledge and practical skills to effectively design, implement and query a relational database application	
<u>Content:</u>	Basic concepts Database & Database Users, Characteristics of the Database Approach, Database Systems, Concepts & Architecture Data Models, Schemes & Instances, DBMS Architecture of Data Independence, Data Base languages & Interfaces, Introduction to present day Database Systems (NoSQL, GraphDB).	6 hours
	Relational Model The Relational Model, Overview of Design Process, Data Modelling using the Entity – Relationship approach , Structure of Relational Databases, Relational Algebra	10 hours
	SQL-A Relational Database Language Data Data Definition in SQL, structure of SQL queries, Set operations, aggregate functions, Nested Subqueries, Modification of the database, Views Specifying Integrity Constraints & Indexes in SQL. A Relational Database Management System	12 hours
	Relational DataBase Design Features of a Good Relational design, Function Dependencies &Normalization , Normal forms based on primary keys (1NF, 2NF, 3NF, BCNF) Covers of Functional Dependencies, Canonical covers. Loss less join and Dependency preserving decomposition algorithms.	10 hours
	Transactions Concept and states of transactions, Properties of Transactions, issues in Concurrent execution of transactions, concept of serializability, Recovery techniques	10 hours

<u>Pedagogy</u> :	Lectures/ tutorials/assignments/class presentations and debates/peer reviews/workshops/self-study	
<u>References/</u> <u>Readings</u>	 Korth, Silberchartz, "Database System Concepts" McGrawhill Publication. Elmasri and Navathe, "Fundamentals of Database Systems", Addison Wesley, New Delhi. Database Management Systems –R. Ramakrishnan, J.Gehrke – T.McGraw Hill Desai B., "An Introduction to Database Concepts", Galgotia Publications, New Delhi. Rob,Coronel, "Database Systems (Design, Implementation and Management)" Date C. J., "An Introduction to Database Systems", Publication House, New Delhi. 	
<u>Learning</u> <u>Outcomes</u>	 Understand and evaluate the role of database management systems in information technology applications within organizations; Recognise and use logical design methods and tools for databases; Implement a database solution to an information technology problem; Understand the SQL data definition and SQL query languages; Develop sophisticated queries to extract information from databases Understand how the database manages and recovers from concurrent and multiple transactions 	

Suggested Lab Assignments:

A. Installation of DBMS Software

 B. Data Definition Language(DDL) Statements Creating tables, with or without constraints. Understanding Data types. Creating User Defined data Types Altering the structure of the table Dropping tables.. CreatingSequences

C. Query in Data Dictionary

- 1. To view the structure of the table created by the user.
- 2. To view user information.
- 3. To view integrity constraints.

D. Data Manipulation Language(DML) Statements

- 1. Inserting Data into the table.
- 2. Updating Data into the table.
- 3. Deleting Data from the table.

E. Simple SQL statements

- 1. Displaying all the attributes and tuples from the table.
- 2. Displaying selected attributes/tuples from the table.
- 3. Using Logical and comparison operators.
- 4. Ordering data

F. Complex SQL Statements

- 1. Using aggregate functions (using Group by and having clauses).
- 2. Creating SQL Aliases and View.
- 3. Joins and Nested queries.
- 4. Creating temporary tables in SQL statements

G. Transaction Control Language(TCL) statements

H. Embedded SQL statements

- 1. Procedures with and without cursors
- I. Amazon Relational Data Service Setup

Title of the Course: Soft Skills : Interview Facing Skills and Mock Interviews

Number of Credits: 2

Total Contact Hours: 24

<u>Prerequisites for</u> <u>the course:</u>	Same as programme pre-requisites	
<u>Objective:</u>	To introduce the basics of writing resumes and preparatory skills required to face interviews	
<u>Content:</u>	Fundamentals of Resume Writing, Writing effective Cover letters and emails to organizations.	4 hours
	Group Discussions – different types, Different types of interviews and basic competencies required in facing interviews.	4 hours
	Preparation required prior to facing an interview – industry and firm analysis. SWOT analysis; Frequently asked questions in interviews	4 hours
	Mock interviews to assess conceptual clarity, domain knowledge, soft skills, and perspectives held, etc. 4 hours 4 hours 4 hours 1	12 hours
Pedagogy:	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ selfstudy/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning	
Learning Outcomes	An ability to face interviews	

References/Reading	1. Prasad, HariMohan,How to prepare for Group
<u>s</u>	Discussion and Interview, Tata McGraw Hill, Latest Edition
	2. Patnaik, Priyadarshini, Group Discussion and Interview
	Skills, Cambridge University Press, Latest Edition

Title of the Course: Perspective Building: Character Development

Number of Credits: 2

Total Contact Hours: 24

Prerequisites for the course	Same as programme pre-requisites	
<u>Objective:</u>	Have a holistic outlook towards life, to face and solve the challenges in their day to day life by strengthening their Emotional intelligence. Using their Talents to develop their personality and using this to bring happiness in their life and career. Changing their behaviour by becoming passionate and positively energized in doing their studies, job and life.Help them to become productive, proactive and persevere in all that they do in their lives and to become good Managers and professionals	
<u>Content:</u>	Talents you are born with, using Talents to enhance your personality and succeed.	3 hours
	Using the E – Enthusiasm. Using this to build your passion and positive Energy.	3 hours
	E - Efforts – Persevere and reach your goals.	3 hours
	In Efficiency - un Productive and not planned or not Pro active .	3 hours
	Dealing with their negative Self Awareness, Self Regulation, Motivation, Empathy and Social Skill.	3 hours
	E - Positive Emotional Intelligence to reach your goals.	3 hours
	Negative Attitude with regards to oneself, family and Friends.	3 hours

	Positive Attitude	3 hours
<u>Pedagogy</u> :	Use of Presentations, Activities, Discussions	
Learning Outcomes		
<u>References/Reading</u> <u>s</u>	1. Rich Dad Poor Dad – Robert Kiyosaki . Warner books	
	 Think and grow Rich – Napoleon Hill. The Ralston Society 	
	 The Power of now- Eckhart Tolle. Namaste Publishing 	