Single Courses

Course Curriculum

Advanced Instructional Design

1. Bloom's Taxonomy– A Critical Appreciation
2. Component Display Theory
3. Instructional Design – Various Schools of Thought
4. Learner Analysis − Learning Styles and Demographics
5. The Design of Instruction for Organizations
6. Learning Models and Theories of Teaching
7. Delivery of Instruction and Assessment Methods
8. Distance Learning and E-Learning – Exploring Mechanisms and Possibilities
9. Technology in the Context of Electronic Learning
10. The Technological Environment and E-Learning Standards for Content
11. The Technological Environment, Standards for E-Learning, LMS and Rapid Authoring Tools
12. Instructional Design at the Frontier
13. ID Types and Modes
14. ID Tools/Rapid Authoring Tools

Cloud Computing

1. Introduction to Cloud Computing
2. Principles of Parallel Computing
3. Principles of Distributed Computing
4. Virtualization
5. Virtualization- Technology Examples
6. Cloud Computing Architecture
7. Aneka: Cloud- Application Platform
8. Concurrent Computing: Thread Programming
9. Concurrent Computing: Multithreading with Aneka
10. High-Throughput Computing: Task Programming
11. Cloud Platforms in Industry – I
12. Cloud Platforms in Industry – II
13. Cloud Applications – I
14. Cloud Applications – II

Customer Relationship Management (CRM)

1. Introduction to customer Relationship Management
2. Customer Satisfaction and Loyalty
3. Relationship and Retention
4. Services Marketing and CRM
5. Data Management
6. Sales Force Automation
7. Implementing a CRM Programme
8. Effective CRM Today and Tomorrow

Cyber Law in Corporate Practice

1. Introduction to Information and Communications Technology
2. Cybercrimes and You
3. Introduction to Indian Law and Legal System
4. Introduction to Cyber Law
5. Cyber Authorities in India
6. E-Commerce and Legal Issues
7. Intellectual Property Rights in Cyberspace
8. Law Related to Unauthorized Access
9. Liability of Intermediaries Under the Information Technology Act
10. Offences and Powers of Government Under the Information Technology Act, 2000
11. Protection of Critical Information Infrastructure and Powers of Government
12. Sample Policies
13. Sample Documentation
14. Landmark Cases
15. Information Security Lifecycle Management

Financial Management

1. Finance Function
2. Forms of Business Organisation
3. Financial Statements
4. Interpretation of Financial Statements (Ratio Analysis)
5. Interpretation of Financial Statements (Funds Flow/Cash Flow statements
6. Capitalisation
7. Sources of Long Term and Medium Term Finance
8. Capital Structure
9. Leverages and Theories of Capital Structure
10. Capital Market
11. Capital Budgeting
12. Working Capital Management
13. Management of Cash
14. Management of Receivables
15. Management of Inventory
16. Dividend Policy

Single Courses

Course Curriculum

HR Development & Training

1. Introduction to Human Resource Development
2. Training and Organisation Environment
3. Training Needs Analysis
4. Learning Principles and Conditions
5. The Training Program: Selection, Design & Delivery
6. Assessing the Effectiveness of Training
7. Training Audit and Cost Benefit Analysis
8. Training for a New Economy & Skills of a Trainer
9. Emerging Trends in Training
10. Recruitment and Selection
11. Performance Appraisal, Feedback and Reward Systems
12. Quality of Work Life and Career Development

Human Resource Management

1. Nature of Human Resource Development
2. Human Resource Planning
3. Job Evaluation
4. Recruitment, Selection, Promotion and Transfer
5. Training and Development
6. Performance Improvement
7. Performance Appraisal
8. Career and Succession Planning
9. Total Quality Management
10. HRD Audit
11. Managing Change through Continuous Improvement
12. Good HR Practices
13. Recent Techniques in Human Resource Management
14. Human Resource Practices in Information Technology Industry

Industrial Relations and Labour Laws

1. Industrial Relations – Evolution, Concept and Approach
2. Evolution of Industrial Relations Policies
3. Industrial Disputes
4. Mediation, conciliation, Arbitration and Adjudication
5. Grievance Procedure
6. Industrial Relations in Public Sector Units
7. Trade Union and Collection Bargaining
8. Workers Participation in Management
9. Domestic Enquiry
10. The Regulative Labour Legislation
11. The Protective Labour Legislation
12. Wage Related Labour Legislation
13. Labour Legislation

Instructional Design

1. Introduction to Instructional Design
2. Interactive Learning
3. Learning theories
4. Learning Models and Styles
5. Instructional Design Process
6. Instructional Objectives
7. Content
8. Niceties of English Writing
9. Writing Styles 10.Storyboard and the Script

Introduction to R Programming

1. Introduction to R
2. Data Types and Data Structures
3. Loops and Functions in R
4. Mathematics in R
5. Graphs
6. String Manipulation and Input/output
7. Object Oriented Programming – I
8. Object Oriented Programming – II
9. Debugging and Condition Handling
10. Introduction to Parallel Computing in R

Machine Learning with R and Python

1. Basics of Machine Learning
2. Supervised Machine Learning
3. Unsupervised Learning
4. Regression Algorithms
5. Clustering Models
6. R Markdown, Knitr, Rpubs
7. ggplot2
8. Computation with Python – NumPy, SciPy
9. Pandas
10. Aggregating and Analysing Data with dplyr
11. Data Visualisation in Python – Matplotlib
12. Introduction to scikit-learn
13. Web Scraping in Python – Beautiful Soup
14. Introduction to (Py) Spark

Single Courses

Course Curriculum

Marketing Management

1. Basic Concepts of Marketing
2. The Marketing Environment
3. Market Oriented Strategic Planning
4. Competition and Competitive Strategy
5. Market Research and Demand Forecasting
6. Consumer Behavior
7. Market Segmentation and Selecting Target Markets
8. Positioning
9. Product Concepts
10. Distribution Channels and Marketing of Services
11. Strategic Pricing
12. Integrated Marketing Communications

Material Management

1. Introduction to Materials Management
2. Materials Planning
3. Purchase Management: An Overview
4. Buying Policies
5. Buying at the Right Price
6. Project and Capital Goods Purchasing
7. Transport and Traffic Management
8. The Stores Function
9. Stores Operations
10. Fundamentals of Inventory Management
11. Economic Lot Size
12. Replenishment Systems
13. Just-in-Time (JIT)
14. Computerisation of Materials Management
15. Evaluation of Materials Department

Performance & Potential Management

1. Performance Management System
2. Performance Planning and Goal Setting
3. Performance Appraisals
4. Performance and Training
5. Performance Feedback, Coaching and Counselling
6. Performance Parameters and Key Principles in Human Performance Improvement
7. Current Trends in Performance Management System
8. Performance Competencies
9. Self-Motivation for Managing Super Self Performance
10. Performance Appraisal Format and 360 Degree Sample

Production / Operations Management

1. The Production (Manufacturing) Function
2. Manufacturing Methods
3. Facilities (Plant) Location
4. Facilities (Plant) Layout
5. Production Planning and Control (PPC)
6. Aggregate Planning
7. Master Production Schedule
8. Operations Scheduling
9. Production Activity Control
10. JIT and Kanban
11. Project Planning & Control: Critical Path Analysis (PERT/CPM)
12. Maintenance of the Plant
13. Quality Management- I
14. Quality Management - II
15. Six Sigma
16. Work Study - I (Method Study)
17. Work Study - II (Work Measurement)
18. Operations Management in Service Sector

Project Management (IT)

1. Software Project Management Concepts
2. Project Initiating
3. Managing Scope of the Project
4. Estimating and Scheduling
5. Managing Cost
6. Managing Quality
7. Managing Team
8. Managing Communication
9. Managing Risks
10. Software Configuration Management (SCM)
11. Update yourself: Current Trends

Python Programming

1. Introduction to Python
2. Variables, expressions and statements
3. Control Structures, Data structures- Arrays and Linked lists, Queues
4. Functions
5. Conditionals, recursion and iteration
6. Strings
7. Lists and Tuples
8. Dictionaries
9. Object Oriented Programming
10. Files and Error Handling
11. Testing, Debugging and Profiling
12. Handling data with Python
13. Python Graphical User Interface Development

Sales and Distribution Management

Part-I

1. Introduction to Sales Management
2. Personal Selling
3. Effective Sales Executive
4. Sales Planning and Budgeting
5. Sales Forecasting
6. Sales Organisation
7. Recruitment and Selection of Sales Force
8. Sales Training
9. Sales Quota and Compensating Sales Personnel
10. Leading and Motivating the Sales Personnel
11. Evaluation and Control of Sales Force
12. Sales Territory
13. Key Account Management

Part-II

1. Introduction to Distribution Management
2. Retailing
3. Wholesaling
4. Warehousing
5. Transportation
6. Distribution Channels in Services
7. Distribution Planning and Control

Strategic Management

1. Introduction to Strategic Management
2. Understanding Strategy
3. The Strategic Management Process
4. Environmental Appraisal and SWOT
5. Corporate Level Strategies: I
6. Corporate Level Strategies: II
7. Tools for Strategic Analysis and Choice: I
8. Tools for Strategic Analysis and Choice: II
9. Implementing Strategy: I
10. Implementing Strategy: II
11. Implementing Strategy: III
12. Strategic Evaluation and Control

Research Methodology and Statistical Quantitative Methods

Section-I Research Methodology

1. Understanding Research
2. Scientific Methods and Research
3. Formulating Research Problem and Hypothesis
4. Hypothesis Testing
5. Research Design
6. Data Collection and Measurement
7. Sampling and Sampling Technique
8. Observation
9. The Interview Method
10. The Questionnaire Method
11. The Survey Method
12. The Experimental Method
13. Scaling Techniques and Attitudes Measurement Techniques
14. Data Presentation, Processing and Analysis

Section – II Statistical Quantitative Methods

15. Arranging Data to Convey Meaning
16. Measures of Central Tendency (Mean, Median & Mode)
17. Correlation
18. Probability
19. Queuing Theory
20. Game Theory & Decision Theory