



**DEPARTMENT OF INTERNATIONAL BUSINESS  
SCHOOL OF MANAGEMENT**

**MBA (Logistics and Supply Chain Management)**

**COURSE CURRICULUM**



**PONDICHERY UNIVERSITY  
PONDICHERY 605 014**

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- MLSM 313 Logistics Documentation Procedure
- MLSM 314 Handling Dangerous and Hazardous goods

**DEPARTMENT OF INTERNATIONAL BUSINESS  
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PONDICHERRY UNIVERSITY**

**The University**

The Pondicherry University (A Central University) was established by an Act of Parliament, which was enforced by a Notification of the Government of India in October 1985. The campus is spread over 800 acres of land which is rolling down to the Bay of Bengal sea beach. The inner landscape is featured by sprawling lawns, well nurtured gardens, picturesque road shapes, and lush green belt with eco-forest mostly flavoured by Cashew-nuts. The tranquil setting makes Pondicherry University Campus a unique one with exquisite natural beauty with sea shore that captures viewers' imagination and provides an ideal atmosphere for persuading study and research. On the University Campus, 15 Schools and 37 Departments with ample number of students across the globe who undertake post-graduation program under Choice Based Credit System (CBCS). The University is a member of the Association of Commonwealth Universities and signed MoU with several foreign Universities/ Institutions.

**School of Management**

The School of Management is the first School to be established in the University in the year 1986 and is one of the popular Schools of Excellence in the campus primarily focusing on the business-related courses since the very inception of this University. The School is offering five MBA programs – MBA (International Business), MBA (Logistics and Supply Chain Management), MBA (General), MBA (Business Analytics), MBA (Tourism Studies), MBA (Banking Technology), MBA (General, Karaikal Campus) (Insurance Management, Karaikal Campus).

## **Department of International Business (DIB)**

In response to the changes that are taking place on the face of the world business scenario and the needs of the industry at national and international level, on the recommendations of duly constituted advisory committee, Pondicherry University established the Department of International Business during the academic year 2006 – 2007 to offer a specialized MBA program in International Business under the roof of the School of Management. The MBA program is to prepare leader-managers with competencies in international business operations.

**Vision:** Vision of the Department is to shape management education with international orientation by generating new leading-edge knowledge and preparing upright, dependable, socially sensitive leader-managers highly committed to the progress of mankind.

**Mission:** To support business organizations in India and other developing countries by enriching the best practices in international business. It shall seek to do this by preparing risk-taking leader-managers who will pioneer emerging global business operations and set new benchmarks.

### **Objectives**

- I. To Provide a congenial learning and training environment to potential aspirants to gain deep insight in Logistics and Supply Chain Management.
- II. To Enhance knowledge through innovative teaching and research, conceptual and applied, relevant to Logistics and Supply Chain
- III. To Gain Command on the key factors in new business models based on e-commerce and an insight into how they affect traditional systems of Logistics Management
- IV. To Analyze and organize Global Network Logistics for trade and transport systems, sourcing and procurement and Supply chain management.
- V. To Address LSCM Problems in a Holistic approach by considering general management concepts, human resources, environmental concerns and quality, technological and economic aspects

## **About MBA (Logistics and Supply Chain Management) Program**

Rapid developments in the Logistics and Supply Chain business on one hand and the consequential impact of the same on India's domestic market on the other, call for a professional approach and sensitivity to Logistics and Supply Chain business environment.

The MBA: Logistics and Supply Chain Management is a specialized program for developing a competent cadre of business executives to meet the country's growing requirements of training personnel in the field of Logistics and Supply chain management.

The main academic focus is on equipping the participants with an in-depth knowledge of Logistics and Supply Chain business and to instill in them an urge to take up competitive global challenges in the Logistics and Supply Chain business environment. The program also focuses on equipping its students with all the knowledge and expertise in dealing with the Logistics and Supply Chain business world ranging from International Logistics and Management; Procurement, Storage and Warehouse Management; Distribution Management for Global Supply Chain; Port and Airport Management for Logistics; Containerization and multimodal transport; Maritime Logistics Law & Documentation and software related to Logistics and supply chain management.

The program aims to provide students with the knowledge, mind-set and skills necessary in building a successful career in global logistics and supply chain management. The program will enable students to:

- Take-up positions in managerial capacities in manufacturing, retailing, e-commerce companies and export & import houses.
- Work as merchandizing and logistics managers in import and export operations.
- Work as system designers, packaging, warehousing and other operations for domestic and international logistics.
- Develop entrepreneurship capabilities and empower them to work on their own as logistics and supply chain providers.

This is a specialized program in Logistics & Supply Chain Management (L&SCM). It is a multi-disciplinary program having focus on design, planning and management of L&SCM functions, networks, processes and systems. It will have two pathways:

1. Domestic and International logistics and supply chain for import-export operations.
2. Supply chain management and optimization for transport systems like airways, shipping, railways and inland containers/cargos.

The overall educational aim of MBA - Logistics & Supply Chain Management is to equip students with knowledge, understanding, skills and experiential learning in Logistics, Packaging Logistics, Modelling & Simulation of Supply Chains, Cross-Functional Process Integration and Handling of Cargos and Clearance at Airports, Ports, Dry Ports, Customs, Export Processing Zones (EPZs), etc. In addition, students will be exposed to various facilities of L&SCM for hands-on training.

## **Program Features**

The MBA: Logistic and Supply Chain Management Program – a multidisciplinary and integrative curriculum reinforcing the strategic, international and ethical dimensions of business – has the following salient features:

- With experienced teachers on the Faculty, the program equips the students with the practical nuances of conducting international business in a competitive environment;
- The Course is meticulously designed to meet the growing international business challenges, and to develop a competent cadre of business executives.
- The University has a well-equipped library along with the school library, with online databases and Computer Centers with a 24 -hour Internet access.
- Using lectures, case studies, problem-based learning and group projects, the program prepares students to manage, motivate and innovate.
- Periodical Guest Lectures by Executives from different MNCs; Industry Visits; Port Visits, Summer and a Final Project in MNCs are the USPs of the program.

## **Program Thrust Areas:**

### **Logistics and Supply Chain Management**

- Basics of Logistics and Supply Chain Management
- Distribution Management for Global Supply Chain
- Procurement, Storage and Warehouse Management
- Port and Airport Management for Logistics
- International Logistics and Management
- Containerization and Multi modal Transport
- Supply Chain Risk Modeling and Management
- Applied GIS and Spatial Data Analytics
- Public Private Partnership and Port Development
- Supply Chain Software's
- Inventory Management & Material Requirements Planning

### **Career opportunities for Logistics Professionals**

Logistics involves so many critical business activities that nearly every Fortune 500 and Global company can be considered a potential employer for logistics managers. The same can be said for smaller public and private companies around the world. From the largest automobile manufacturers to the smallest zipper producers, any company that purchases and /or sells products has a need for logistics professionals to manage the flow of product and information locally, nationally, and internationally.

Service firms like hospitals and restaurant chains must also manage logistics activities. LOGISTICS function functions as the integrator of the supply chain. Hence, an agile supply chain is managed by the skillful logisticians to get the product to the market – At the right time, At the Right place and At the right quantities.



### **Common Career path in Logistics**

No single career path dominates logistics management. In fact, there are hundreds of potential career paths. Your career path will be largely influenced by your skills, interests, and personal decisions. It will also be impacted by the size, type, geographic scope, and organizational structure of the firm that you choose to work for.

A broad base of business skills, knowledge of the logistics process, and relevant internship/work experience will give you ample opportunity to begin your career with a manufacturer, retailer, carrier, third party logistics firm, or other organization. You will likely begin as a management trainee, analyst, or first line supervisor. As you demonstrate your managerial capabilities, you can progress to logistics positions of greater responsibility. You may also decide to gain experience in other parts of the organization. One key to your success in this field is flexibility. You will work with people throughout your company- logistics, manufacturing, and marketing. Depending on the size of your company, your initial responsibilities may deal with one or more logistics functions. Some positions will require you to specialize in a specific area of logistics. There are numerous opportunities and career paths in this field it is up to you to seek them out and develop the appropriate skills to be successful.

### **Job profiles in the logistics industry**

- Analyst
- Consultant
- Customer Service Manager
- International Logistics Manager
- Inventory Control Manager
- Logistics Engineer
- Logistics Manager
- Logistics Services salesperson
- Logistics Software Manager
- Materials Manager
- Production Manager
- Purchasing Manager
- Supply Chain Manager
- Systems Support Manager(MIS)
- Transportation Manager
- Vendor Managed Inventory Coordinator
- Warehouse Operations Manager

## **Employability / Placement**

With literally hundreds of career paths to follow, working in the supply chain provides opportunities in every field, in both the private and public sector. From fashion, film production and video gaming, to health care, emergency services and aviation, there is an exciting and demanding supply chain role in virtually each and every area.

Whether it's sourcing materials, manufacturing goods, or the warehousing and distribution of products, more than three quarters of a million Canadians already work in supply chain roles for private companies, governments, charities and other organizations.

The supply chain sector labor force by sub-functions are:

- Senior management.
- Logistics information systems.
- Warehousing.
- Transportation.
- Inventory/material Control.
- Purchasing.
- Marketing and Sales.
- Customer Service

## Faculty Profile

Academically highly vibrant and professionally committed core faculty is participating in the program. They have excellent credentials in their own field of specialization through publications and consultant activities.

<p><b>Dr. P.G. Arul</b>, M.Com, M.Phil, MBA (IB), Ph.D., Professor &amp; Head Experience: 22 Years</p>	<p>International Trade &amp; Logistics Foreign Exchange Management. International Human Resource Management</p>
<p><b>Dr. P. Sridharan</b>, M. Com, M.Phil., Ph.D. Professor Experience :25 Years</p>	<p>International Banking, Financial Management, Management Accounting,</p>
<p><b>Dr. Bushan D. Sudhakar</b>, MIM, Ph.D. Professor &amp; Head i/c Experience: 22 Years</p>	<p>Global Marketing, Advertising &amp; Branding, Business Communication and Negotiation Skills</p>
<p><b>Dr. Y. Srinivasulu</b>, MBA, M.Phil, Ph.D Professor Experience: 23 Years</p>	<p>Marketing Management, Services Marketing, Brand Management, Industrial Marketing</p>
<p><b>Dr. M. Banumathi</b>, MA, MBA, M.Phil., Ph.D. Professor Experience: 21Years</p>	<p>Strategic Management, Green Marketing, International Trade, International Economics, Digital Marketing</p>
<p><b>Dr. Rajeesh Viswanath</b> MA, MBA, Ph.D Professor Experience: 19 Years</p>	<p>Organizational Behaviour Performance Management Systems Cross Cultural Management</p>
<p><b>Dr. S. Thiyagarajan</b> M.A., MBA, M.Com., M.Phil, Ph.D Assistant Professor Experience: 12 Years</p>	<p>Quantitative Techniques Operations Research Research Methodology Accounting, Advertising</p>
<p><b>Dr. K. Ilangovan</b>, MBA., M.Com., LL.M., PGDIPSY., Ph.D., Assistant Professor Experience: 7 Years</p>	<p>Marketing Management, Services Marketing Accounting and Finance, Financial Services</p>

# **COURSE CURRICULUM GUIDELINES**

## **Course Details**

Two-year, four semesters full time Programme (Intake of 72) with dual specialization in any of the four functional areas namely Marketing, Finance, Human Resource and Operations & Systems.

## **Eligibility criteria:**

Any graduate degree with 50% marks is eligible. For reservation candidates belonging to SC/ST, 5% relaxation is applicable.

## **Selection process:**

Candidates will be short listed based on their performance in the pan India Entrance examination conducted by Pondicherry Central University. Kindly watch out for the university notification for MBA admissions in the 3rd week of January 2019. The NRI and foreign nationals are exempted from undergoing the regular selection process. However, foreign nationals are requested to route their applications through ICCR/MHRD, Government of India. The NRI candidates shall apply directly to the Head of the Department with proof of NRI status. The NRI status of the father/mother alone will be considered.

**Choice Based Credit System (CBCS):** The MBA (Logistics and Supply Chain Management) Degree program is offered through a unique 'Choice Based Credit System'. Under Choice Based Credit System, subjects are classified into Hard Core and Soft-Core Papers. Hard Core subjects are compulsory. The students have a choice to select from among the list of Soft-Core papers offered within the department and by other departments.

**Weightage of Marks:** The weightage of marks between continuous Internal Assessment and End Semester Examination shall be 40 and 60 respectively.

**Passing Minimum:** A student is declared to have passed a given subject only when he/ she secures a minimum of 40 marks in the end-semester examination and an aggregate of 50% marks (both Internal and End-Semester Examination put together). There is no minimum passing marks for the internal assessment component.

**Internal Assessment Components:** The weightage of 40 marks for Internal Assessment Components shall consist of the following components.

**Evaluation of End Semester Written Examination:** The answer scripts of the End Semester

1. Two Class Tests (15+15)	: 30 marks
2. Two Written Assignments (5+ 5)	: 10 marks
<b>Total</b>	<b>: 40 marks</b>

Examination shall be evaluated for a weightage of 60 marks and this will be evaluated by one External Examiner and one Internal Examiner (course in-charge) separately. The average of the marks awarded by both Internal and External examiners shall be taken for providing the Grades. The list of External Examiners is to be approved by the Dean, School of Management from a panel of External Examiners to be given by the Course in-charge for each subject and the consolidated panel of examiners shall be forwarded to the Dean by the Head of the of the Department.

**Comprehensive Viva-voce Examination:** The End Semester Comprehensive Viva-Voce Examination shall carry a weightage of 50 marks and this will be evaluated by two Internal Examiners. The list of Internal Examiners is to be approved by the Dean, School of Management from a panel of Internal Examiners to be submitted by the Head of the Department.

**Summer Project:** Every student of MBA: **Logistics and Supply Chain Management** shall carry out a project in any leading business organization (preferably in an MNC) for a period of 8 weeks during summer vacation (May& June) under the guidance of a Faculty Member in the Department. Once guides are allotted to the students, the students should contact the respective guides periodically and get necessary guidance and feedback on the project work. At the end of the project period, every student shall make a presentation of his/ her project work and shall submit a structured project report as approved by the Faculty Guide within 15 days from the date of the completion of the project period.

The Summer Project Report and Viva-Voce examination will be evaluated by two Internal Examiners. The list of Internal Examiners is to be approved by the Dean, School of Management from a panel of Internal Examiners to be submitted by the Head of the Department. Summer Project Report will be valued for a weightage of 100 marks and Viva – Voce examination for the Summer Project shall carry a weightage of 50 marks (Total 150 Marks). The Summer Project marks obtained by the students will be recorded in the mark statement issued to them in the Third Semester (along with the third semester marks).

**Internship:** Every student of MBA: **Logistics and Supply Chain Management** shall undergo Internship training during the Third Semester of the program. This Internship shall be for 2 days (Fridays & Saturdays) in all the weeks of the entire Third Semester. During this Internship, every student should attach himself/ herself with any organization carrying on any type of international operations or transactions. The objective of the Internship training is to give the students a hands-on experience of real-life business operations. At the end of the Third Semester, each student should submit an Internship Training Report explaining clearly what each student has learnt during the Internship period. The Internship Report and the Viva-Voce Examination will be evaluated by the internal Faculty Guide. The Weightage for the Internship Report shall be 75 marks and weightage for Viva-Voce Examination shall be 25 marks (Total 100 marks).

**Final Project:** Every student of MBA: **Logistics and Supply Chain Management** should carry out a project in any leading business organization (preferably in an MNC) for a period of 8 weeks during the first part of the Fourth Semester till the third week of February. Once the guides are allotted to the students, the students should contact the respective guides periodically and get necessary guidance and feedback on the project work. At the end of the project period, every student shall submit a structured project report as approved by the Faculty Guide within the period specified by the Department.

The Final Project Report and Viva-Voce examination will be evaluated by two Internal Examiners. The list of Internal Examiners is to be approved by the Dean, School of Management from a panel of Internal Examiners to be submitted by the Head of the Department. Final Project Report will be valued for a weightage of 150 marks and Viva –Voce examination for the Final Project shall carry a weightage of 50 marks (Total 200 Marks).

### **Question Paper Pattern:**

The question paper pattern for each of the subjects for the End-Semester Written Examination **(For 60 Marks)** shall be as given

#### **Part A**

Consist of 10 short answer questions each carrying two (02) marks (two questions should be asked from each Unit). **(10 X 2 = 20 marks)**

#### **Part B**

Five questions are to be answered (Either/Or pattern) each carrying six (06) marks (two questions will be asked from each Unit). **(5 X 6 = 30 marks)**

#### **Part C**

A compulsory question consisting a Case study/ Problem in the relevant Subject.

**(1 X 10 = 10 marks)**

**Industrial / Port Visits:** Industrial Visit (Industrial Study Tour) shall be the compulsory component of the MBA: International Business Program. Such tour will be organized with the approval from the appropriate authorities of the University. It is also resolved that one- three teachers along with few Ph.D full time scholars of the Department by rotation will be accompanying the students.

**Attendance:** Each student shall obtain 70 per cent attendance to be eligible for appearing for the Semester-End Examination.

**Grading:** Grading of the marks obtained by the students shall be made as per the norms of Choice Based Credit System (CBCS) in the same manner as followed in other Departments of Pondicherry University.

## PROGRAM DETAILS

### (MBA – Logistics and Supply Chain Management)

Total Number of Credits	-	106
Total Number of Theory Papers	-	30
Total Number of Project Work	-	2
Total Number of Internship	-	1
Total No. of Comprehensive Viva-Voce	-	4

Mode of Evaluation for Continuous Internal Assessment (Weightage of Marks-40):

Two Class Tests, Two Written Assignments, and any of these following components: Attendance/ Mini Projects / Seminars / Quizzes (announced and / or unannounced case analysis and case discussion / Term Paper Class Participation / Assessment of Class Notes etc. End-Semester Examination (Weightage of Marks – 60):

At the end of the Semester a three-hour written examination will be conducted covering the entire syllabus



## DETAILED COURSE STRUCTURE

### FIRST SEMESTER

Code	Course	Credits	Marks	Hard/Soft Core
MLSM 101	Principles of Management	4	100	H
MLSM 102	Managerial Economics	4	100	H
MLSM 103	Accounting for Managers	4	100	H
MLSM 104	Statistics for Decision Making	4	100	H
MLSM 105	Global Business Environment	4	100	H
MLSM 106	IT Tools and Techniques for Logistics & SCM	4	100	H
MLSM 107	Comprehensive Viva-Voce	2	100	H
	<b>Total</b>	<b>26</b>	<b>700</b>	

### SECOND SEMESTER

Code	Course	Credits	Marks	Hard/Soft Core
MLSM 108	Marketing Management	4	100	H
MLSM 109	Human Resources Management	4	100	H
MLSM 110	Financial Management	4	100	H
MLSM 111	Research Methods for Business	4	100	H
MLSM 112	Productions and Operations Management	4	100	H
MLSM 113	Logistics and Supply chain Management	4	100	H
MLSM 114	Comprehensive Viva-Voce	2	100	H
	<b>Total</b>	<b>26</b>	<b>800</b>	

### THIRD SEMESTER

Code	Course	Credits	Marks	Hard/Soft Core
MLSM 201	Strategic Management in Logistics	3	100	H
MLSM 202	Procurement, Storage and Warehouse Management	3	100	H
MLSM 203	Sea Port and Airport Management for Logistics	3	100	H
MLSM 204	International Trade Procedures and Documentation	3	100	H
MLSM *	Elective – I	3	100	S
MLSM *	Elective – II	3	100	S
MLSM *	Elective – III	3	100	S
MLSM 205	Internship on LSCM	2	100	H
MLSM 206	Comprehensive Viva-Voce	2	100	H
MLSM 115	Summer Project – 6-8 Weeks (May- June)	6	100	H
	<b>Total</b>	<b>31</b>	<b>900</b>	

\* The Code Number for Elective Subjects will be followed as per the Elective Course in the specialization stream chosen by the students.

### FOURTH SEMESTER

Code	Course	Credits	Marks	Hard/Soft Core
MLSM 207	Containerization and Multi Modal Transport	3	100	H
MLSM 208	Supply Chain Risk Modeling and Management	3	100	H
MLSM *	Elective – IV	3	100	S
MLSM *	Elective – V	3	100	S
MLSM *	Elective – VI	3	100	S
MLSM 209	Comprehensive Viva-Voce	2	100	H
MLSM 210	PROJECT WORK (8 Weeks) (Project Report – 75 Marks + Viva-Voce – 25 Marks)	<b>6</b>	100	H
	<b>Total</b>	<b>23</b>	<b>700</b>	

\* The Code Number for Elective Subjects will be followed as per the Elective Course in the specialization stream chosen by the students.

<b>LIST OF ELECTIVES</b>				
<b>Course Code</b>	<b>Course Title</b>	<b>Credits</b>	<b>Marks</b>	<b>Soft Core</b>
MLSM 301	Applied GIS and Spatial Data Analytics	3	100	S
MLSM 302	Public Private Partnership and Port Development	3	100	S
MLSM 303	Modelling Techniques and IT for Operations Management	3	100	S
MLSM 304	Customer Relationship Management	3	100	S
MLSM 305	Inventory Management & Material Requirements Planning	3	100	S
MLSM 306	Distribution Management for Global Supply Chain	3	100	S
MLSM 307	Enterprise Resource Planning	3	100	S
MLSM 308	Package and Transportation	3	100	S
MLSM 309	Warehousing and Distribution Management	3	100	S
MLSM 310	Material Handling	3	100	S
MLSM 311	Third party Service providers	3	100	S
MLSM 312	Procurement and Negotiation skills	3	100	S
MLSM 313	Logistics Documentation Procedure	3	100	S
MLSM 314	Handling Dangerous and Hazardous goods	3	100	S

# **FIRST SEMESTER**



## **Logistics and Supply Chain Management**

## MLSM 101: PRINCIPLES OF MANAGEMENT

### Objectives:

- To give a comprehensive view on management process
- To think logically to plan, organize and Control
- To understand the basic issues and challenges in management models.
- To Effectively make the decision

Unit	Description	Hours
1	Introduction to Management - Role of Manager and Challenges, History of Management - FW Taylor, Elton Mayo, MP Follett, Max Weber, Peter Drucker & Douglas McGregor, Decision Making Models	09
2	Basics of Managing in Today' s Workplace - Influence of the External and the Organizations Culture, Managing in a Global Environment, Managing Diversity, Managing Change and Development	09
3	Planning - Foundations of Planning, Types of Plans, Contemporary Issues in Planning, Managing Strategy, Entrepreneurial Venture - Start up Planning and issues, Organizing Issues, Leading Issues, Control Issues	09
4	Organizing & Leading - Designing Organization Structures, Managing Human Resources, Managing Groups and Teams, Understanding and managing Individual behaviour, Motivating Employees, Leadership Theories	09
5	Controlling - Control Process, Controlling for Organizational and Employees Performance, Tools of Measuring Individual and Organizational Performance Contemporary Issues in Control	09

### Text Books:

1. Management - Stephen P Robbins, Coutler, Amy & Rajeesh Viswanathan 15<sup>th</sup> Ed 2023, Pearson
2. Principles of Management - Rajeesh Viswanathan, Himalaya Publication, 1<sup>st</sup> Ed 2010
3. Management - Hitt Black Porter & Rajeesh, 2<sup>nd</sup> Ed, Pearson

### Reference Books:

1. The John Adair Handbook of Management and Leadership by Neil Thomas, Viva Books Pvt Ltd
2. Strategic Leadership How Leaders at All Levels Prepare Themselves, Their Teams, and Organizations for the Future
3. The One Minute Manager, Ken Blanchard, Pearson

## MLSM 102: MANAGERIAL ECONOMICS

### Objectives:

1. To help in managerial decision making in order to achieve desired economic goals.
2. To think systematically while solving business issues and also to forecast the future.
3. To enhance the ability to apply fundamental economic concepts to complex business realities.

Unit	Description	Hours
1	Introduction: Nature and Scope of Managerial Economics - Significance of Economics in Management - Objectives of a firm - Managerial economist's role and responsibilities - Fundamental economic concepts.	09
2	Demand Analysis: Individual and Market demand functions - Law of demand - Determinants of demand - Elasticity of demand - Price elasticity, income elasticity and cross elasticity - using elasticity in managerial decisions - Demand forecasting techniques - Law of supply.	09
3	Production analysis: Factors of production - Production function - Law of variable proportion - Economies of scale - Law of Returns to scale. Cost analysis: Types of costs - Cost of production - Cost output relationship in the Short run and long run - their nature, shape and inter relationship - Break-even analysis.	09
4	Market Structure: Price determination under perfect competition - Monopoly Market - Duopoly - Monopolistic competition - Oligopoly - Game theory - Pricing methods.	09
5	Macro-Economic Environment: National income concepts, measurement -In India - International Comparison - uses of National Income - difficulties in calculation - Nature and phases of Business cycle - Theories of Business cycle. Inflation - Demand pull and cost-push inflation - effects of inflation and control measures- Government Policies - Fiscal and Monetary Policy - External Sector Policies	09

### Text Books:

1. Karl E. Case and Ray C. Fair (2015), "Principles of Economics" , 3rd edition, Pearson Education.
2. Christopher R Thomas, S. Charles Maurice (2014) "Managerial Economics" ,10th edition, TaTa Mc Graw Hill.

### Reference Books:

1. Craig H. Peterson and Cris W. Lewis (2005) "Managerial Economics" , Pearson Education,

2. Michael R. Baye (2006) “Managerial Economics and Business Strategy” , Mc.Graw Hill
3. Dominick Salvatore (2009) “Managerial Economics – Principles and worldwide application” 6th edition, Oxford Higher Education.
4. Gregory N Mankiw (2012) “Principles of Economics” Cengage Learning.
5. Robert J Michaels (2011) “Economics for Managers- Transaction and Strategy” Cengage Learning.
6. William A Mc. Eachern A Indira (2012) “Macro Economics” A south Asian Perspective, Cengage learning

## MLSM 103: ACCOUNTING FOR MANAGERS

### Objectives:

1. To acquaint the students with the fundamental principles of financial, Cost & Management Accounting.
2. To enable the students to take decisions using management accounting tools.
3. To expose the students to financial management for making efficient investment decisions.

Unit	Description	Hours
1	Book-Keeping and Accounting - Objectives of Financial Accounting - Branches of Accounting : Financial, Cost and Management Accounting - Accounting Conventions - Journal - Ledger- Trial Balance - Preparation of Trading, Profit and Loss Account and Balance Sheet - Capital and Revenue Expenditure- Deferred Revenue Expenditure - Capital and Revenue Receipts - Depreciation - Causes and need for depreciation - Different Methods of Calculating Depreciation - Depreciation Accounting.	09
2	Financial Statements Types of Financial Analysis - Techniques of Financial Analysis - Comparative Statements, Common Size Statements -Ratio Analysis - Profitability Ratios - Coverage Ratios - Turnover Ratios -Financial Ratios - uses and limitations of Ratio Analysis - Funds Flow Analysis - uses and limitations - Cash Flow Analysis - uses and limitations - Difference between funds flow and cash flow analysis.	09
3	Marginal Costing -Cost Volume Profit Analysis - Breakeven Analysis - Key Factor - Profit Planning - Decisions involving Alternative Choices: Determination of sales mix, exploring new markets and Make or Buy decisions. Costing - Elements of Cost - Cost Accounting - Objectives - preparation of Cost Sheet (Problems) - Classification of cost - Cost Unit and Cost Centre - Methods of Costing - Techniques of Costing.	09
4	Nature and Scope of Finance - Finance Functions - Changing Role of Finance Manager - Objectives of Finance - Profit Maximization Vs Wealth Maximization - Major Financial Decision Making Areas - Sources of Funds - Short-Term & Long-Term Funds.	09
5	Time Value of Money - Cost of Capital - Calculation of Cost of Capital - Capital Structure - Theories of Capital Structure - Capital Budgeting - Dividend Policies - Working Capital Management.	09

### Text Books

1. Grewal T S (2016) Management Accounting, Sultan Chand & Sons Private Limited
2. Maheswari S.N (2014) Cost & Management Accounting, Sultan Chand.
3. Bhattacharyya (2012), Essentials Of Financial Accounting, Prentice



**Reference Books**

1. Anthony R.N, (2010) Management Accounting- Text And Cases, Irwin.
2. Horngren T. Charles, (2000) Cost Accounting, Prentice Hall.
3. Kaplan D (2012) Introduction To Financial Statement Analysis, Kaplan Group

## MLSM 104: STATISTICS FOR DECISION MAKING

### Objectives:

1. To expose the students to various Statistical and Operations research tools for data analysis.
2. To enable the students to interpretation the results.
3. To facilitate them to take objective decisions based on the models.

Unit	Description	Hours
1	Measures of Central Tendency: Arithmetic Mean, Weighted Arithmetic Mean, Mean, Median Mode - Measurement of Variance: Range, Quartile deviation, Average deviation, Standard deviation, Coefficient of variance - Probability: Concept and theorems, Binomial, Poisson and Normal distribution - Determinate of Confidence interval	09
2	Hypotheses testing: Errors in testing - one tail & two tail testing - one sample t test and two sample t tests - paired t test - F test - ANOVA: one way and two way.	09
3	Non-Parametric statistics: Sign test, Runs test - Chi Square test - Mann Whitney - Wilcoxin test - Krushal Wallis - Friedman tests - Spearman's Rank Correlation.	09
4	Pearson Correlation and Regression analysis - Basics of Multivariate Analysis: Factor analysis - Cluster analysis - Discriminant Analysis - Multiple Regression - Multiple Analysis of variance.	09
5	Linear programming: Problem formation, Graphical Method, Simplex - Transportation: Basic feasibility solution, Optimization Methods - Assignment - Game Theory: Saddle point, Dominance and Mixed strategy.	09

### Text Books

1. Sharma J. K, (2012) Operations Research: Theory And Application, Macin
2. Gupta S. P, (2006) Statistical Methods” , Sultan Chand & Co., New Delhi.
3. Mustafi C. K, (2008) STATISTICAL METHODS IN MANAGERIAL DECISIONS ”

### Reference Books

1. Levin, I Richard, (2006) Statistics For Managers, Prentice-Hall, India.
2. Siegal Sidney and Castellan N. John, (1988) Non-Parametric Statistics For The Behavioural Sciences, McGraw Hill College, India.
3. Hair Joseph and Anderson Rolph (2010) Multivariate Data Analysis, Prentice Hall, India.
4. Anderson R David et. al., (2009) South-Western College Pub Quantitative Methods For Business South Western College, India.

## MLSM 105: GLOBAL BUSINESS ENVIRONMENT

### Objective:

1. To understand about various factors that are having impact on the functioning of business
2. To study the impact of International factors that influences the business
3. To know about the important bilateral and multi-lateral economic cooperation agreements

Unit	Description	Hours
1	Basics of International Business, Modes of entry in to International Business; Frame work for analyzing international business environment; Institutional support to International Business-- UNO, IMF, World Bank; UNCTAD; WTO.	09
2	Factors affecting Socio-Cultural environment, Impact of Socio-Cultural environment on Business, Factors affecting Technological environment, Impact of Technological environment on Business, International Technology Transfers - importance and types, Foreign Technology Acquisition.	09
3	Economic Environment-- International financial system, Foreign Exchange Markets: Determining exchange rates; Fixed and flexible exchange rate system; Participants in the Foreign exchange markets; Cash and Spot exchange market; Exchange rate quotes; LERMS; Factors affecting exchange rates - spot rates, forward exchange rates, forward exchange contracts; Foreign Exchange Risk: Transaction exposure, translation exposure and economic exposure, Management of exposures.	09
4	Political and legal environment - Legislature, Executive, Judiciary - Multinational Corporations: Conceptual Frame work of MNCs - MNCs and Host and Home Country relations - Foreign investment flows and barriers. Ecological issues.	09
5	Regional Economic Co-operation and Integration between Countries; Different levels of integration between Countries; European Union, NAFTA, ASEAN, EFTA, SAARC, SAPTA, The ANDEAN community, MERCOSUR.	09

### Text Books:

1. F.Adhikary, Manab, Global Business Management, Macmillan, New Delhi
2. Black and Sundaram: International Business Environment, PHI New Delhi.
3. F. Buckley, Ardin: The Essence of International Money, PHI New Delhi

**Reference Books:**

1. Bhattacharya, B: Going International Response Strategies for Indian Sector, Wheeler
2. Gosh, Biswanath, Economic Environment of Business, South Asia Book, New Delhi
3. Letiche, John M: International Economics Policies and Theoretical Foundations, Academic Press, New York
4. Tayeb, Monis H: The Global Business Environment - An Introduction, Sage Publication, New Delhi

<b>MLSM 106: IT TOOLS AND TECHNIQUES FOR LOGISTICS &amp; SCM</b>		
<b>Objectives:</b>		
<ol style="list-style-type: none"> <li>1. To understand the critical role and applications of Information Systems Tools</li> <li>2. To enable the students with technological advancements</li> <li>3. To achieve operational excellence with the business tools and techniques</li> </ol>		
<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	Concept of Management Information System: Concepts of Information System and Management information systems- Information System design and development-Implementation testing and conversion-Evolution and element of MIS - Definition - Characteristics and basic requirements of MIS - Structure of MIS- Approaches to MIS development- Computerized MIS- Pre- requisites of an effective MIS- Limitations	09
2	MIS and Decision support System (DSS): MIS Vs data processing -MIS and decision support system - MIS and information resource management - MIS and Operations Research- Executive information and decision support systems - Artificial intelligence and expert system - MIS in Indian organizations - Recent developments in information technology	09
3	Computers and Communication: Information technology and Global integration -On-line information services - Electronic bulletin board systems - The internet, electronic mail, interactive video - Communication Channels - Communication networks - Local area networks - Wide area networks - Video conferencing- Relevance to MIS	09
4	Functional Information systems: MIS for Research Production - MIS for Marketing - MIS for Personnel - MIS for Finance - MIS for Inventory- MIS for Logistics- MIS for Product Development- MIS for Market Development.- Enterprise resource planning systems (ERP Systems) - Inter- organizational information systems - Value added networks - Networking.	09
5	Client/ Server Computing: Communication servers - Digital networks - Electronic change and its applications. Electronic Commerce and Internet: E-Commerce bases - E- Commerce and Internet - M-Commerce- Electronic Data Inter-change (EDI)- Applications of internet and website management.	09
<b>Text Books</b>		
<ol style="list-style-type: none"> <li>1. Anthony, Dear den&amp; Bedford, Management Control Systems</li> <li>2. N.P. Srinivasan &amp; Gupta, Management Control Systems</li> <li>3. O' Brien, James A, Management Information System, Golgotha Publications Ltd.</li> <li>4. Sadagopan, S., Management Information System, Prentice Hall of India.</li> </ol>		

# **SECOND SEMESTER**



## **Logistics and Supply Chain Management**

## MLSM 108: MARKETING MANAGEMENT

### Objectives:

1. To understand the basic concepts of Marketing
2. To gain the knowledge of marketing management in the international perspective
3. To develop marketing strategies for the dynamic international markets.

Unit	Description	Hours
1	The Concept of marketing - Evolution of marketing: From transaction-based to relationship marketing- Marketing research and Decision support systems. Market Segmentation, Targeting and Positioning.	10
2	Product Mix - Product management decisions, Branding and Packaging, Product Life Cycle strategies - New Product Development - Pricing considerations and approaches, Base Methods of setting Price, pricing strategies and Policies.	10
3	Distribution channels and physical distribution. Marketing communication and Promotion mix Strategies. Nature of international marketing: meaning, Framework for International Marketing-Barriers for International Marketing	10
4	Marketing Decisions: product Planning, Designing and Development for international markets-Pricing Decisions: Pricing Strategies and Price setting For International Markets. Distribution: Channel Management and Physical distribution	10
5	Management in International Marketing. Promotion: International Advertising Programs, Sales Management And Sales Promotion For Foreign Markets.	10

### Text Books:

1. Philip Kotler, Marketing Management- The South Asian Perspective, Pearson Education
2. Warren J. Kegan: Global Marketing Management' Pearson Education
3. Svend Hollensen: Global Marketing: A Decision-Oriented Approach- , Pearson Education.
4. Ramasamy, Namakumari: Marketing Management, McMillan Publishers
5. Saxena: Marketing Management (Tata McGraw-Hill) International

## MLSM 109: HUMAN RESOURCE MANAGEMENT

### Objectives:

- To provide a thorough understanding of the HRM Practices from Indian Perspective

### Learning Outcome:

- Towards the end of the course students should be able apply HRM models and come out with strategies to enhance efficiency.

Unit	Description	Hours
1	Introduction: Nature and Scope, Objectives and Functions of HRM. Role and responsibilities of Human Resource Manager, Concept of International HRM and Strategic HRM, Trends in HRM, Challenges faced by HRM.	09
2	Human Resource Planning: Meaning, Process of HRP- Job Analysis- Job Evaluation- Job Description- Job Specifications- Methods of Recruitment- Selection- Concept of Induction, Placement, Promotions and Succession Planning.	09
3	Human Resource Development: Meaning and Importance of HRD- Competency Mapping- Training: Need and Objectives, Methods of Training- Career Planning and Development- Performance Appraisal- Techniques of Performance Appraisal	09
4	Compensation and Welfare Measures: Wages and Salary Administration: P.F., ESI Schemes- Quality of Work Life Quality Circles- Health and Safety measures- Absenteeism- Employee Turnover, Employee Retention and Performance Management.	09
5	Management of Industrial Relations: Objectives and Importance of Industrial Relations- Prevention and Settlement of Industrial Disputes, Grievance Redressal - Trade Unions: Evolution and responsibilities, Collective Bargaining and Worker' s Participation in Management.	09

### Text Books:

- Rajeesh Viswanathan, Strategic Human Resource Management, . (1st Ed). Himalaya Publishing House. Mumbai
- Biju Verkey & Garry Dessler, Human Resource Management, Pearson Publishers



## MLSM 110: FINANCIAL MANAGEMENT

### Objectives:

- The course provides an analytical framework of Financial Management
- It enables how cross-border financing, valuation, risk management analysis
- It analyses exchange rates, tax and legal issues and country risk.

Unit	Description	Hours
1	Financial Management in a global perspective - IFM basic concept & challenges - International monetary system - Overview of international financial markets (Bond markets, Equity markets, Forex Market)- International Flow of Funds- International Portfolio Investments	09
2	Foreign Exchange Exposure and risk management- Exchange rate forecasting- volatility-Exposure types- Transaction Exposure, Translation exposure, Economic Exposure-Currency Derivatives-forward, futures & options-usage in firms as hedging tool.	09
3	Financial management of the MNC: Multinational Capital Budgeting - subsidiary Vs parent-MNC capital budgeting inputs and calculations-Multinational cost of capital - capital structure-factors influencing decisions-Long-term and Short-term financing decisions- Cash Management	09
4	International Project Appraisal - Traditional and Modern Techniques (Present value approach) Country Risk Analysis -importance-risk factors and assessment -risk ratings - incorporating risk in capital budgeting. Understanding global economic indicators.	09
5	Introduction to valuation - Principles and practices - Tools and techniques - CAPM- Estimating discount rates-Estimating cash flows - Equity DCF models.	09

### Text Books

1. Jeff Madura, International Financial Management, 7th Edition, Thomson India.
2. Jeff Madura, International Corporate Finance, 8<sup>th</sup> Edition, SWcengage Indian Edition.

### Reference Books:

1. Cheol S.Eun and Resnick, International Financial Management, SIE 4<sup>th</sup> Edition, TMH
2. Allen Shapiro, Multi-National Financial Management, Prentice-Hall of India
3. Apte, P.G. International Financial Management, Fourth edition, Tata McGraw-Hill
4. Aswath Damodaran, Corporate Finance -Theory and Practice, Wiley & Sons Inc, 2<sup>nd</sup> Edn.
5. Aswath Damodaran, Investment Valuation, Wiley ,2<sup>nd</sup> Edition.

## MLSM 111: RESEARCH METHODS FOR BUSINESS

### Objectives:

- To familiarize students with the techniques and tools of Business Research.
- To develop research report writing skills among students.
- To introduce them to software packages widely used in research analysis.

Unit	Description	Hours
1	Over view of Research methodology: Meaning and purpose – Types of research: Exploratory, Analytical, Descriptive, Experimental and Case study.	09
2	Research Focus: Problem definition, Selection and formulation – Review of Literature – Delimitation of the scope of the study – Setting Objectives – Definition of the concepts – Formulation of hypothesis – Preparation of Research design – Field work and Data collection.	09
3	Meaning of Hypothesis – Types of Hypothesis – Sources of hypothesis – Testing of Hypothesis – Errors in Testing – Measurements – Scaling techniques and Scale Construction – Sample size – Sampling error – Sampling Methods and Applications.	09
4	Data Collection: Primary and Secondary Data: Observation, Interview, Telephonic Interview, Questionnaire – Internal and External source of Secondary data – Construction of Interview schedule and Questionnaire – Pre testing and Pilot Study – Reliability and Validity tests – Processing and data analysis: Checking, Coding, transcription and tabulation of data – Report writing: Types of report, Contents of report, Styles and Conventions in report writing - Steps in drafting a report: Cover page, Introduction, Text, Bibliography and Appendix	09
5	Data Analysis using Computers: Software Packages – Parametric and Non Parametric hypothesis testing – Correlation and Regression analysis – Time Series – Basic Multivariate analysis.	09

### Text Books

1. Krishnaswamy O R and Ranganatham M. (2014) Methodology of Research in Social Sciences, Himalaya Publication, India.
2. Kothari C R (2014), "Research Methodology: Methods and Techniques", New Age India.
3. Sekaran Uma and Bougie Roger (2010) Research Methods For Business: A

**Reference Books**

1. Kerlinger Fred and Lee B Howard (1999), Foundations Of Behavioural Research, S.Chand
2. Hatt K Paul and Goode J William, (2016), Methods In Social Research, Asia Law House.
3. Cooper R Donald and Schindler (1998) Pamela Business Research Methods Irwin Professional Publishing

<b>MLSM 112: PRODUCTION AND OPERATIONS MANAGEMENT</b>		
<b>Objectives</b>		
<ul style="list-style-type: none"> <li>• To introduce the production Process and Planning Process</li> <li>• To Familiarize the concepts of Operations</li> <li>• To expose the students to various models and techniques</li> </ul>		
<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	System concept of production –Production system – Productivity – World class manufacturing- process planning and design- selection of process-value analysis/value engineering-make or buy decision- capacity planning and forecasting- Demand pattern- Forecasting model-selection of forecasting techniques-SMA-WMA-Simple exponential smoothing, Linear regression – Delphi method	09
2	Facility location; factors influencing plant location-break even analysis-facility layout-basic formats-classification- process layout, Product layout and Group technology layout- advantages and limitation- systematic layout planning (SLP) – Concept of CRAFT, ALDEP, CORELAP- Assembly Line – Line balancing concept-Concept of mass production. Material management and inventory control – Components of material management- Purchase model with instantaneous replenishment and without shortage – Manufacturing model without shortage – Material handling system- unit load concept- material handling principle-classification of material handling equipment.	09
3	Aggregate sales and operation planning – Introduction – overview-Production planning environment. Material Requirement planning (MRP) - Product Structure/ Bill of material (BOM) – MRP System and overview-Production planning control- Planning phase-action phase- the control phase. Single machine scheduling (SMS); types of scheduling-concept of SMS-SPT rule to minimize mean flow time-minimizing weighted mean flow time – EDD rule to minimize maximum lateness-flow shop scheduling-Introduction to Johnson Problem – Extension of Johnson’s rule.	09
4	Project management: CPM – PERT – GANTT chart/Time chart – work study-method study- time study – motion study. Quality control: Introduction- need to control quality- quality system- QC techniques-control charts for variables and attribute- Acceptance sampling – Operating characteristic curve – Single sampling plan.	09
5	Maintenance - planning and control - Maintenance Objectives –Types – Basic reasons for replacement- reliability – reliability improvement-reliability calculations- Modern production management tools- JIT	09

	manufacturing - Introduction to Six sigma concepts- TQM- Lean manufacturing. -Kaizen.	
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**Text Books**

1. Chary S, (2017) “Production and Operations Management”, McGraw Hill Education
2. Chunawalla S A and Pate D R, (2016), “Production and Operation Management”, Himalaya Publishing House.
3. Panneerselvam (2012) “Production and Operations Management”, Prentice Hall India

**Reference Books:**

1. William J. Stevenson, (2017), “Operations Management”, McGraw-Hill Education

**MLSM 113: LOGISTICS AND SUPPLY CHAIN MANAGEMENT**

**Objectives:**

- To study the importance of Logistics operations and its competitive edge.
- To impart the knowledge on the procurement and vendor management for regular supply of goods.
- To understand the various necessity of multi storage points and suitable delivery system for making operations more efficient.
- To study the nuances in invoice management and fulfilling customer orders.

<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	Concept and Scope: Concepts of Logistics and supply chain- Importance of Logistics in these days global Sourcing, Production and consumption- Dimension of Logistics: Macro and Micro aspects- Supply chain contours: Backward and forward linkages- Supply chain efficiency- Logistics as a competitive edge driver- Peculiarities and diversity of needs of Logistics.	09
2	Logistics and Procurement: Logistics as a Support function of Procurement and Vendor Facilitation - Logistics as interface function of Demand Forecasting, Global procurement, Tracking inward shipments and Storage Planning- Logistics as an enabler of Just-in-Time (JIT), Kanban (A scheduling system for lean inventory), Vendor Managed Inventory (VMI) for Vendors and the firm.	09
3	Logistics and Marketing: Logistics as a Support function of Order Fulfilment, Assembling & Labelling from Multi-storage points and Delivery- Logistics as an interface of Market forecasting, Stock level management, invoice or sales documentation, picking products, consolidation, transport-packaging, packing, marking, preparing outbound documentation and shipping out by loading into containers- customer facilitation tracking out-bound shipments.	09
4	EXIM Logistics: Importance of Global Logistics- Export Logistics: Special Aspects of EX-IM logistics- Picking, Packing, Vessel Booking [Less-than Container Load(LCL) / Full Container Load (FCL)], Customs, Documentation, Shipment, Delivery to distribution centres, distributors and lastly the retail outlets- Import Logistics: Documents Collection- Valuing-Bonded Warehousing- Customs Formalities- Clearing- Distribution to Units- Security & Insurance- Multimodal Transport- UN International convention on MT of Goods- Terminal Networks: Types and Roles.	09
5	Invoice management, call centres, warehouse/distribution facilities - Carrier management- 4PL Specialties: Implementation Centre: Business process analysis/scoping, Development of all activities into an open systems framework- Product/Skill Centres: Supply chain engineering –4PL Value Added services: Knowledge Transfer, Business Development and	09

Functional Support. Special Logistics: Inter-modal and Multimodal Logistics- Logistics for Trade Fairs and Events - Consolidation and Groupage- Logistics of Time Perishable and Logistics of Quality Perishables- GS1 System of world-wide supply-chain standards system- E-Logistics –Warehouse Logistics- Reverse Logistics.	
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**References**

1. Sahay B.S, Supply Chain Management for Global Competitiveness, Macmillan India Ltd., New Delhi.
2. Reguram G , Rangaraj N , Logistics and Supply Chain Management Cases and Concepts, Macmillan India Ltd., New Delhi..
3. Coyle, Bradi & Longby, T h e Management of Business Logistics, West Publishing Co. Martin Christopher, Logistics and Supply Chain Management
4. Paul R. Murphy Jr. and Donald Wood, Contemporary Logistics
5. Harvard Business Review, Managing Supply Chains
6. Alan E. Branch, Global Supply Chain Management and International Logistics
7. Simchi-Levi, Kaminsky & Simchi-Levi, Managing the Supply Chain: The Definitive Guide

# **THIRD SEMESTER**



## **Logistics and Supply Chain Management**



**MLSM 201: STRATEGIC MANAGEMENT IN LOGISTICS**

**Objectives:**

1. To describe the conceptual and theoretical backgrounds of strategy and strategic management.
2. To help the students understand and appreciate the process of strategic planning and execution.
3. To facilitate application of strategy in logistics function ranging from planning to execution and control.

<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	Strategy: Introduction - Strategic planning and strategic management: Levels of strategic planning - Process of strategic planning - dimensions of strategic decisions - Strategic management process	09
2	Environmental analysis: environmental scanning - Industry analysis - Competitive analysis -Internal analysis: Resource Based view, SWOT / PEST / ETOP analysis, Value Analysis. Strategy formulation / alternatives: Corporate strategies: grand strategies- stability, expansion, retrenchment and combination	09
3	Business level strategies: - acquiring core competencies – Porter’s Generic Strategies Model – Functional level strategies: Production and Operations – Finance – HR – Marketing and R & D Strategies	09
4	Strategic analysis and choice: Portfolio Analysis-BCG Growth- Share Matrix, GE Business Screen, Shell’s Directional Policy Matrix, Hofer’s Product – Market Matrix Strategic implementation: Steps- structural issues- behavioral issues- strategic leadership.	09
5	Strategic evaluation and control: Balanced Score Card approach – EVA and MVA - ERP– Stake holder analysis – Systems thinking approach, Strategic control - operational control - process and techniques.	09

**References:**

1. Azhar Kazmi, (2007), “Strategic Management and Business Policy – 3rd Edition”, Tata MC GRAW HILL New Delhi
2. R. Srinivasan, (2007), “Strategic Management - 3rd Edition”, Prentice Hall India, N. Delhi
3. Thomson, Strickland and Pearson, (2005), “Strategic Management”, Tata Mcgraw Hill, New Delhi
4. V.S. Ramasamy and S. Namakumari, “Strategic Planning-Formulation of corporate strategy”, Macmillan India Pvt Ltd

**MLSM 202: PROCUREMENT, STORAGE AND WAREHOUSE MANAGEMENT**

**Objectives:**

1. Provides know-how required to operate an efficient and cost-effective warehouse as also the role of inventory in warehouse management.
2. It provides guidance on using the latest technology, reducing inventory, people management, location and design and manage uncertainty risks of customer markets
3. Define the right structure of the supply network and inventory control and warehouse management system

Unit	Description	Hours
1	Objectives of Procurement System, Principles of Procurement, History of procurement function: from administrative to strategic, value added role, Procurement Cycle, Procurement Planning, Purchasing Mix: Six Rights, Selecting the right supplier, Source of information and process, Supplier appraisal/vendor capability, Bidding process.	09
2	Introduction to Warehousing Concepts -Role of warehouse-types of warehouse- warehouse location- Need for warehousing- Supply chain trends affecting warehouse -Warehouse functions- Role of warehouse manager-Warehouse process: e-commerce warehouse- Receiving and put away- Warehouse process - pick up preparation-Receiving - Pre-receipt - In- handling - Preparation - offloading - Checking - Cross-docking - Quality control - Put-away - Pick preparation - Pick area layout - Picking strategies and equipment -order picking methods - Warehouse processes- Replenishment to dispatch- Value adding services - Indirect activities - Stock management - Stock or Inventory counting - Perpetual inventory counts - Security - Returns processing - Dispatch.	09
3	Storage Management system - Storage Inventory Management - Functions of storage & Inventory - Classification of Inventory- Methods of Controlling Stock Levels- Always Better Control (ABC) Inventory system- Warehouse Management Systems (WMS) - choosing a WMS- the process implementation-cloud computing- Warehouse layout-Data collection-space calculation-aisle width- finding additional space.	09
4	Storage and Warehousing Information system -Storage Equipment: storage option - shuttle technology - very high bay warehouse - warehouse handling equipment - vertical and horizontal movement - Automated Storage/ Retrieval System (AS/RS)-specialized equipment- Technical advancements- Resourcing a warehouse- warehouse costs- Types of cost - Return on Investment (ROI) - Charging for shared-user	09

	warehouse service - Logistics charging methods Warehousing Information System (WIS)- Performance management- outsourcing decisions.	
5	Material Handling and Warehouse safety Material handling- Product movement- concept- costs-product load activity–dispatch activity-unload activity-control device-impact of the computer technology-automatic identification-issues and trends in product transport-- Packaging - Pallet - Stretch wraps - Cartons - Labeling- Health and safety- Risk assessment - Layout and design - Fire safety- Slips and trips - Manual handling - Working at height - Vehicles - Forklift trucks - Warehouse equipment legislation. Warehouse safety check list- Warehouse Environment- Energy production - - Product waste - waste disposal - Hazardous waste- Sustainable warehouse Management.	09
<p><b>Text Books:</b></p> <ol style="list-style-type: none"> <li>1. Gwynne Richards (2014) Warehouse Management: A Complete Guide to Improve Efficiency and Minimizing Cost in the Modern Warehouse. The Chartered Institute of Logistics and Transport, Kegan page limited.</li> <li>2. David E. Mulchy &amp; Joachim Sidon (2008) A Supply Chain Logistics Program for Warehouse Management. Auerbachian Publications</li> </ol> <p><b>References:</b></p> <ol style="list-style-type: none"> <li>1. Bowersox, D.J., Closs, D.J., Cooper, M.B., &amp; Bowersox, J.C. (2013). Supply Chain Logistics Management. (4 th ed.), McGraw Hill/Irwin.</li> <li>2. Arnold, J.R., Chapman, S.N. (2012). The Introduction to Materials Management. (7th ed.), Prentice-Hall. Coyle, J.J., Jr. Langley, C.J., Novack, R.A, &amp; Gibson, B.J. (2013). Managing Supply Chains: A Logistics Approach. (9th ed.), McGrawHill. Edward, F. (2002).</li> <li>3. World-Class Warehousing and Material Handling. (International ed.), McGraw-Hill. Muller, M. (2011). Essentials of Inventory Management. (2nd ed.), American Management Association.</li> </ol>		

## MLSM 203: SEA PORT AND AIRPORT MANAGEMENT FOR LOGISTICS

### Objectives:

1. To understand the nature of Port and Airport Management and their application in the Logistics Environment.
2. To understand the issues and deal with the peculiarities, diversity of the needs of the Port Logistics and their significance role in various Logistics Operation

Unit	Description	Hours
1	Port Structure and Functions: Definition - Types and Layout of the Ports – Organizational Structure-Fundamental observations. Main functions and features of ports: Infrastructure and connectivity Administrative functions - Operational functions. Main services: Services and facilities for ships - Administrative formalities - Cargo transfer - Services and facilities for cargo - Additional “added value” service- Ports and their stakeholders like PHO, Immigration, Ship agents, Stevedores, CHA.	09
2	Port Operations: Berths and Terminals - Berth Facilities and Equipment - ship Operation – Pre-shipment planning, the stowage plan and on-board stowage - cargo positioning and stowage on the terminal – Developments in cargo/container handling and terminal operation - Safety of cargo operations - Cargo security: Measuring and evaluating performance and productivity.	09
3	Port Development: Phases of port development - Growth in world trade - Changes in growth Development in terminal operation. Shipping technology and port: Ship knowledge Ship development and port development - Port time and ship speed - Other technical development affecting port.	09
4	Port Administration Ownership and Management Port ownership structure- Types of port ownership and administration – Organizations concerning ports - Boards governing the ports - Port management development Rise and fall of Ports - information technology in ports. Port ownership in Indian context: Acts governing the Ports in India - Port ownership structure in India. Port reform: Framework for port reform - Evolution of ports in a competitive world Alternative Port Management Structure and Ownership Models.	09
5	Air Transport: Introduction to Air Transport – Air Freight – IATA – Cargo Handling at Goods at Air Port – Information Management of AirCargo – System and Modules – Distribution of Goods.	09

### Text Books:

1. Patrick M. Alderton. 2008, Port Management and Operations. Information Law Category, U.K.

### Reference Books:

1. World Bank. 2007, Port Reform Tool Kit. World Bank, Washington.

2. Maria G. Burns. 2014., Port Management and Operations. CRS Press, U.K.
3. Alan E. Branch. 2008, Elements of Shipping. Chapman and Hall, Fairplay Publications, U.K.
4. De Monie. 1989., Measuring and Evaluating Port Performance and Productivity. UNCTAD, New York.

**MLSM 204: INTERNATIONAL TRADE PROCEDURES AND DOCUMENTATION**

**Objectives**

1. To understand India's contribution in International Trade and Services
2. To know the Export and Import Documents used in Global Trade
3. To identify future opportunities and challenges of India's Foreign Trade

**Learning Outcomes:**

1. To identify future opportunities and challenges of India's Foreign Trade.
2. Students gain the knowledge of Export and Import Documents used in Global Trade.

<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	<b>International Trade:</b> Need and importance of International Trade– Recent Trends in World Trade – Leading players – India's Foreign Trade – Commodity composition and Destination – India's Export and Import position in World merchandise trade and services –Project Exports- Deemed Exports -India's Foreign Trade Policy– India Trade Agreements and tariff benefits	09
2	<b>Starting an Export Organization:</b> Starting an export firm – Selection of an export product – Market selection –Buyer selection - Registration procedure with GST and Customs and Excise Authorities and various Commodity Boards and Export Promotion Councils- IEC Number – Export Contract – Content – Global Rules as UCP 600 of ICC, INCOTERMS.	09
3	<b>Export Documentation:</b> Need and Significance - Types of documents – Primary Documents – Regulatory Documents - Transport, Negotiation and Insurance documents – E- Databases and Documents – Terms of payment and Letter of Credit – Payment and Settlement of Exports and Imports	09
4	<b>Export Finance:</b> Sources of Export Finance - Role of Commercial Banks - EXIM Bank – Developments Banks – ECGC - SIDBI and others – Export Promotion Schemes – Insurance for Export– Types Export Credit Insurance - Export Risk Management –Types of Export Risks – Risk Mitigation Methods.	09
5	<b>Import Procedure and Documentation:</b> Global sourcing – Types of Global Procurement – Tender – Negotiation – Contract and others – Customs regulations and import clearance formalities – Types of Import Licenses - Export Promotion Capital Goods Scheme (EPCG) license- Duty exemption scheme–Import formalities for EOUs and SEZs–CEZ- Import Risk Management.	09

**Text Books:**

1. Aseem Kumar(2007) “Export and Import Management”, Excel Books Publications, New Delhi
2. David Stewart (2008)” International Supply Chain Management”, Cengage Publications,
3. Ram Singh (2008) “Export Management” Indian Institute of Foreign Trade, New Delhi

**Reference Books:**

1. P. K. Khurana (2010): Export Management, Galgotia Publication, New Delhi
2. Jeevanandam C (2002) “Foreign Exchange: Practices Concepts and control” Sultan Chand Publications, Delhi
3. Foreign Trade Policy - Ministry of Commerce, Government of India.

# **FOURTH SEMESTER**



## **Logistics and Supply Chain Management**



## MLSM 207: CONTAINERISATION AND MULTIMODAL TRANSPORT

**Objectives:** This subject is tailored to deliver theoretical and practical knowledge in handling methods, transportation modes and various conventions pertaining to carriage of cargo. Containerisation is taught in the perspective of growing importance of transportation in world trade.

Unit	Description	Hours
1	Basic concepts of Containerisation :Meaning - Major Container Trades - Container Operators - Container Ships - Terminal- Consideration of Container Terminal Planning - Container Distribution - Container types - ISO Container Dimension by types - Non- Containerisable cargo - Features of Containerization - Equipment for non-containerisable cargo.	09
2	Cargos: International Trade Distribution - Stowage: Meaning - Stowage of cargo - Factor Consideration - Types of cargo - Characteristics - Cargo and Container handling equipment - Types of Packing- Marking of cargo - Dangerous Cargo - IMDG Code -Classes.	09
3	Multi modalism: Multi-modal Trade Routes - Evolution - Basic Intermodal System - Modal Interface Factors outline why shipper favour Multi-modalism - Factors in Development Features -Multi-Modalism Strategy - Components.	09
4	Physical multi modal operations: Liners - Tramps - Specialized Vessels - Terms - Road transport vehicle - Road Transport Weight and Measurement - Rail Transport Vehicle and Equipment - Air Transport - Ports - LCL - FCL - NVOCC - Freight forwarders - Consolidator - ICD CFS- Free Trade Area - SEZ - Factors affecting mode and route choice.	09
5	Conventions relating to multimodal transport: Cargo Liability Convention: International Conventions relating to Bill of Lading (The Hague and Hague/Visby Rules (Appendix 8) - Hamburg Rule - Convention relating to Through Transport operation by Land, Rail, Air - Conventions relation to Dangerous Cargo - Carriage of Perishable Goods - International Convention for safe containers1972 (CSC).	09

**Text Books:**

1. Alan E Branch & Michael Robarts (2014) Branch' s Elements of Shipping, 9th Edition, Routledge Publication.
2. Claus, Hyldager (2013) Logistics and Multi-modal Transport. 2013 Edition, Institute of Chartered Shipbrokers.

**Reference Books:**

1. Hariharan, K. V. (2002) A Text Book on Containerization and Multimodal Transport. Shroff Publishers and Distributors: New Delhi.
2. Hariharan, K. V. (2002) Containerization, Multimodal Transport and Infrastructure Development in India. 5th edition, Shroff Publishers and Distributors Private Ltd.,

**MLSM 208: SUPPLY CHAIN RISK MODELING AND MANAGEMENT**

**Objectives:** As the nature of supply chains evolves with increasing globalization, consolidation and just in time inventories, the amount of risk continues to increase. This course enables the students to get an insight on valuable perspectives on supply chain vulnerabilities. With emphasis on data, models and modelling systems the students can analyze supply chain planning problems.

<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	Supply Chain Management - Integrated Planning and Models - Supply Chain Models & modeling Systems - Supply Chain Decision Databases - Data Aggressions, Facility Data, Transportation Network data, Supplier Data - Integrating Supply Chain & Demand Management, Price & location Sensitive Revenue Curves,	09
2	Fundamentals of Optimization Models - Linear programming Modelling - Resource Allocation Model, Infeasible & Unbounded Models, Multipored Resource Allocation Model, Network Models., Properties of Linear Programming Models, Dual Linear Programming Model, Parametric 7 Sensitivity Analysis., Spread sheet and Multiple Objective, unified Optimization, Stochastic Programming. Mixed Integer Programming Modelling, Distribution Centre Location Models, Supply Chain Network Optimization Models, Optimization Software.	09
3	Optimization Models for Competitive Analysis, Scenario Planning, Decision trees & Stochastic Programming, Supply Chain Strategies for managing Product Variety. Simulation Models & Systems - Deterministic Simulation, Monte Carlo Simulation, Simulation Software, Simulation Vs Optimization, Inventory Theory Models -Deterministic Models, Probabilistic Models, ABC Classification.	09
4	Risk and Management - Risk in the Supply Chain, Features of Risk, Decisions & Risk, Structure of Decisions, Decisions with uncertainty, Risk, ignorance, Managing Risk Structure of a Supply Chain, Increasing Risk, Trends in Supply Chain Management. Integration of supply Chains, Cost Reduction, Agile logistics, E - Business, Globalization, Outsourcing, Changing practices in Logistics. Approaches to Risk Management.	09
5	Identifying Risks - Types of Risks, Tools for analyzing past events, Operations, Problems with Risk Identification, Measuring Risk, Consequences of Risk, Responding to Risk - Alternative responses, Defining Options, Choosing the best response, Implementation & Activation, A Network view of Risk - Shared Risks, Achieving an Integrated approach, Analyzing & responding to risks.	09

**Text Books:**

1. Gregory L. Schlegel, Robert J. Trent Supply Chain Risk Management: An Emerging Discipline (Resource Management) Hardcover - Import, 3 Nov 2014.
2. Donald Waters - Supply Chain Risk Management, Published by the Chartered Institute of Logistics & Transport, U.K
3. Jeremy F.Shapiro, Modelling the Supply Chain, Duxbury.

# **ELECTIVES**

<b>LIST OF ELECTIVES</b>				
<b>Course Code</b>	<b>Course Title</b>	<b>Credits</b>	<b>Marks</b>	<b>Soft Core</b>
MLSM 301	Applied GIS and Spatial Data Analytics	3	100	S
MLSM 302	Public Private Partnership And Port Development	3	100	S
MLSM 303	Modelling Techniques and it for Operations Management	3	100	S
MLSM 304	Customer Relationship Management	3	100	S
MLSM 305	Inventory Management & Material Requirements Planning	3	100	S
MLSM 306	Distribution Management for Global Supply Chain	3	100	S
MLSM 307	Enterprise Resource Planning	3	100	S
MLSM 308	Package and Transportation	3	100	S
MLSM 309	Warehousing and Distribution Management	3	100	S
MLSM 310	Material handling	3	100	S
MLSM 311	Third part service providers	3	100	S
MLSM 312	Procurement and negotiation skills	3	100	S
MLSM 313	Logistics Documentation Procedure	3	100	S
MLSM 314	Handling Dangerous and Hazardous goods	3	100	S

**MLSM 301: APPLIED GIS AND SPATIAL DATA ANALAYTICS**

**Objectives:** To understand trends and patterns of trade and also to manage business information effectively. To map manufacturing, clients, processing units, supplier locations, distribution centers, and routing of vehicles.

<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	GIS -Definition - Principles - Concepts -Components of GIS, Functions of GIS, Uses of GIS; Important GIS Vendors - ESRI - ArcGIS, MAPINFO, GEOMEDIA - Open source GIS-QGIS	09
2	Data sources (Open Source for Vector data - GLCF, Google Earth, Bing Maps, Bhuvan for Raster data) Data acquisition from data sources - (Topographic, Cartographic, remotely sensed, Census, other records and Surveys). Data input -Scanning, Registration, Digitizing, Editing.	09
3	GIS data- Spatial and Attribute data. Data types- spatial, attribute, topology - Spatial data models - Raster and vector - advantages and disadvantages Data conversion. R2V, V2R. shp, dxf etc., Attribute data models - Hierarchical, relational and network. Database Management Systems: types -merits and demerits.	09
4	GIS data analysis - Query (onscreen query, attribute query, spatial query) Classification, reclass, Overlay, Buffer, interpolation Advanced analysis - Network analysis, Terrain analysis, Morphometric analysis, creation of TIN and DEM and multi criteria evaluation (MCE)	09
5	GIS Application: GIS as a Decision Support System, GIS for Business solutions, application of GIS in Land Information System and site suitability analysis, probability analysis, Location and Network analysis Application of mapping in Retail business and international trade. Tracking. Environmental Management, coastal management, Emergency Response System.	09

**Text Books:**

1. Burrough P.A. Principles of Geographic information Systems for Land Resource Assessment Oxford University Press, New York, 1986
2. Aronoff S. Geographic Information Systems: A Management Perspective, DDL Publication Ottawa, 1989.
3. Chang, & K.-T. (2008). Introduction to geographic information systems. Boston: McGraw-Hill.

**Reference Books:**

1. Davis, B. E. (2001). GIS: A visual approach. Albany, NY: Delmar Thomson Learning.
2. Fraser Taylor D.R. Geographic information Systems. Pergamon Press, Oxford, 1991.

3. Maquire D.J.M.F. Goodchild and D.W. Rhind (eds.). Geographic information Systems: Principles and Application. Taylor & Francis, Washington, 1991.
4. Mark S Monmonier. Computer-assisted Cartography. Prentice-Hall, Englewood Cliff, New Jersey, 1982.
5. Peuquet D.J and D.F. Marble, Introductory Reading in Geographic Information Systems. Taylor & Francis, Washington, 1990.
6. Star J and J. Estes. Geographic Information Systems: An Introduction. Prentice Hall, Englewood Cliff, New Jersey, 1994.



**MLSM 302: PUBLIC PRIVATE PARTNERSHIP AND PORT DEVELOPMENT**

**Objectives:** To introduce the unique characteristics, models, financial approach, institutional and legal framework and lessons learned from the PPP projects.

<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	Introduction to Public Private Partnership: Definition - History - Roles - Benefits - Output-based approach - PPP and Privatization- PPP Models - Indian Scenario - Stumbling Blocks - Government initiative – Policy framework - Partnership architecture - Procedural network - Institutional structure.	09
2	Risk Identification and Financial Approach: Risk: Identification - Mitigation - Allocation. Financial Approach: General Factors Deciding determinants - Financial involvements - Sources and tools – Cost components and financing sequence.	09
3	Contractual, Legal and Regulatory Framework: Contractual Framework: Concession contract's Features - Concession contract and a Commercial contract - Concession arrangement - Critical issues – Unsolicited proposals - Contractual Structure. Legal Framework: Existing legal framework Infirmities. Regulatory Framework: Regulatory body - Functions Contracting out regulatory functions - Regulation by contract - Indian Scenario – Independent regulators.	09
4	Infrastructure: Salient Features - Importance - Types - Commercialisation of Infrastructure - Infrastructure and Environment - Infrastructure and the poor- Policy framework Indian Scenario - Phases of project development - Slow progress.	09
5	Indian Port Sector and PPP projects: Indian Ports: Major ports - Corporate ports - Non-major ports - Changing Trends Port Management Models. Indian Ports and PPP: Nhava Sheva International Container Terminal - Kakinada Deep Water Port - Gangavaram Port.	09

**Text Books:**

1. JOSHI, R. N. (2013) Public Private Partnership in Infrastructure: Perspectives, Principles and Practices. Vision Books: New Delhi.
2. Asian Development Bank (2008) Public-Private Partnership Handbook. ADB: Manila.

**Reference Books**

1. Asian Development Bank (2012) Public - Private Partnership Operational Plan 2012 - 2020. ADB: Manila
2. World Bank (2007) Port Reform Tool Kit. World Bank: Washington.
3. Infrastructure Development Finance Company Limited (2012) Evolving Perspectives in the Development of Indian Infrastructure Vol. I&II. Orient Blackswan Private Limited: Hyderabad, India.

**MLSM 303: MODELING TECHNIQUES AND IT FOR OPERATIONS MANAGEMENT**

**Objectives:** To help students to understand the modelling techniques like business modelling, Linear programming, Decision trees, Dynamic programming and IT in operations management. To learn the features of Enterprise Resource Planning To understand the significance of IT in operations Management

<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	Introduction to Business Modeling: Modelling - meaning and process, Certainty and uncertainty in models, importance of understanding data before modelling, Modelling with spreadsheet in simple decision-making situations.	09
2	Linear Programming: Application of LPP in operations management, Formulation of LPP, simplex method, duality, Sensitivity Analysis. Trans-shipment problems. Concept of Goal programming, Goal programming model formulation.	09
3	Decision Trees: Concept, Application of Decision Trees in operations management. Sequencing problems: Concept, Application- Job Sheet Scheduling: Priority Dispatching rules, None-Delay schedule generation algorithm	09
4	Concept and Introduction- Salient features of ERP systems offered by leading vendors, prerequisites and process of implementation. Dynamic Programming: Terminologies of Dynamic Programming- Applications in Capital Budgeting Problems, Reliability improving problems. Simulation- types of Simulation, Steps of stimulation, Flow Chart for single server queuing Model, Flowchart for Parallel Server queuing model.	09
5	IT in Operations: Importance of IT in operations, IT as a competitive edge, Role of IT in - Design, Production Planning, Layout and Logistical operations- Software in operations: Introduction, characteristics and key features of software' s for Project Scheduling, Logistics / Supply chain management and Quality management	09

**Text Books:**

1. N.D. Vohra, (2009) "Quantitative Techniques in Management" , McGraw Hill Education; 4th edition
2. Bal Krishnan, Render, Stair, (2012) "Managerial Decisions Modelling with Spreadsheets, Pearson; 3rd edition

**Reference Books:**

1. Chase, Aquilano, Jacobs, Agarwal, (2006) “Operations Management for Competitive Advantage” the McGraw-Hill; 11th edition
2. Gillette B.E, (1976) “Introduction to Operations Research” McGraw-Hill Inc., US
3. Taha Hatndy, (2010) “Operations Research” An Introduction- Pearson; 9th edition
4. Render, Stair, (2014) Jr “Quantitative Analysis for Management” Pearson; 12th edition

## MLSM 304: CUSTOMER RELATIONSHIP MANAGEMENT

**Objectives:** To Understand the shifting focus from Conquest Marketing to Relation Marketing. To Analysis of how to maintain relationships with the customers in order to retain them. To help the students to Correlate the Customer Data Analysis

Unit	Description	Hours
1	Definitions - Concepts and Context of relationship Management - Evolution of CRM Transactional Vs Relationship Approach - CRM as a strategic marketing tool - CRM significance to the stakeholders	09
2	Customer information Database - Customer Profile Analysis - Customer perception, Expectations analysis - Customer behaviour in relationship perspectives; individual and group customer' s - Customer life time value - Selection of Profitable customer segments	09
3	Elements of CRM - CRM Process - Strategies for Customer Acquisition - Retention and Prevention of defection - Models of CRM - CRM road map for business applications.	09
4	Strategic CRM planning process - Implementation issues - CRM Tools- Analytical CRM - Operational CRM - Call centre management - Role of CRM Managers.	09
5	e- CRM Solutions - Data Warehousing - Data mining for CRM - an introduction to CRM software packages.	09

### **Text Books**

1. G.Shainesh, Jagdish, N.Sheth, Customer Relationships Management Strategic Prespective, Macmillan.
2. Alok Kumar et al, Customer Relationship Management: Concepts and applications,

### **Reference Books**

1. H.Peeru Mohamed and A.Sahadevan, Customer Relation Management, Vikas Publishing
2. Jim Cathcart, The Eight Competencies of Relationship selling, Macmillan India,
3. Assel, Consumer Behavior, Cengage Learning, 6th Edition.
4. Kumar, Customer Relationship Management - A Database Approach, Wiley India.
5. Francis Buttle, Customer Relationship Management: Concepts & Tools, Elsevier

**MLSM 305: INVENTORY MANAGEMENT & MATERIAL  
REQUIREMENTS PLANNING**

**Objectives:**

1. To introduce the fundamental nature of inventory from a financial, physical, forecasting, and material requirement planning standpoint
2. To emphasize the significance of inventory management for smooth operation of business
3. To introduce various inventory management and requirement planning techniques and tools to students

Unit	Description	Hours
1	Inventory Management: Inventory concept; need for inventory; types of inventory, functions, use; Dependent and Independent Demand, Responsibility for inventory management. Strategic Inventory Management: Objectives and Importance of the inventory management function about Profitability, Strategy, customer satisfaction and Competitive Advantage.	09
2	Inventory Control Techniques: Inventory classification and its use in controlling inventory, Setup time and inventory control, safety stock determination considering service level. Strategies to increase Inventory Turns, reduce through put time, Reduce WIP, eliminate waste, and reduce inventory level in service and manufacturing organizations.	09
3	Inventory Models: Inventory models - Fixed Order Versus Fixed Interval systems - Developing Special Quantity Discount Models - Inventory Model for Manufactured Items - Economic Lot Size when Stock Replenishment is instantaneous - Non-instantaneous Replenishment Models - Inventory Models with uncertainty - Probabilistic Inventory Models - Models with Service Levels and Safety Stock.	09
4	Material Requirement Planning Systems (MRP): Meaning, purpose and advantage of MRP, Data Requirements and Management - Updating Inventory Records - Bill of Materials, types of BOM, Modular BOM	09
5	Materials Management in JIT Environment: Zero inventory concept, Excess Inventory: A Roadblock to World-Class Manufacturing, Materials management in JIT environment, Vendor Managed Inventory, vendor relationship in JIT context. Performance: Evaluation of Performance of Materials Function - Criteria and methodology of evaluation, AHP for Vendor Evaluating and Selection.	09

**Text Books**

1. Zipkin (2000), “Foundations of Inventory Management” , McGraw-Hill Higher Education

2. Seetharama L Narsimhan, Dennis W McLeavy, Peter J Billington,(1994) “ Production Planning and Inventory Control” ; Prentice Hall
3. J. R. Tony Arnold, Stephen N. Chapman (2010), “Introduction to Materials Management” -

**Reference Books**

1. Richard J. Tersine, (1993) “Principles of Inventory and Materials Management” Prentice Hall; 4th edition
2. Max Muller, (2011) “Essentials of Inventory Management” , AMACOM; 2 editions
3. Plossl,(1994) “Orliky’ sMRP” McGraw-Hill; 2 edition
4. J H Greene, Homewood III: Richard D Irwin, (1986) “Production and Inventory Control” McGraw-Hill US

<b>MLSM 306: DISTRIBUTION MANAGEMENT FOR GLOBAL SUPPLY CHAIN</b>		
<b>Objectives:</b>		
<ol style="list-style-type: none"> <li>1. To understand the strategic role of logistics management</li> <li>2. To study the important modes of logistics operations</li> <li>3. To Know supply chain techniques in an international perspective.</li> </ol>		
<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	Need for physical distribution - functions of distribution -marketing forces affecting distribution. The distribution concept - Systems perspective. Physical distribution trends.	09
2	Channels of distribution: role of marketing channels - channel functions - channel structure -designing distribution channel -choice of distribution channels - factors affecting. Intermediaries: functions of intermediaries - types of intermediaries - variables in selecting channel members - motivating - training - evaluating channel members - modifying channel arrangements.	09
3	Distribution control & Evaluation: Distribution control - stages of control process - standards & goals- performance report - measurement - monitoring - corrective action. Organization for Distribution: Distribution Organization structure - Private & Public organizations - conflict resolution - rising costs& need for control - complexities of physical distribution	09
4	Role of Material Handling in Logistics - Material Handling Guide lines - Material Handling Equipment and Systems - Automated Material Handling, Benefits of Logistics Outsourcing - Third Party Logistics - Fourth Party Logistics - Value Added Services	09
5	Role of Logistics in Distribution Channel - Distribution Channel Structure - Logistic Requirements of Channel Members - Logistics Support to Distribution Channel.	09
<b>Text Books:</b>		
<ol style="list-style-type: none"> <li>1. Kapoor Satish K., and Kansal Purva, ‘Basics of Distribution Management: A Logistical Approach, Prentice Hall of India</li> <li>2. D K Agrawal, Distribution and Logistics Management: A Strategic Marketing Approach , Macmillan publishers India</li> <li>3. Alan Ruston, Phil Crouches, Peter Baker, The Handbook of Logistics and Distribution Management kogan page</li> <li>4. Kapoor Satish K., and Kansal Purva, ‘Basics of Distribution Management: A Logistical Approach’ , prentice hall off India</li> <li>5. D K Agrawal, ‘Distribution and Logistics Management: A Strategic Marketing Approach’ , Macmillan publishers India</li> </ol>		



## MLSM 307: ENTERPRISE RESOURCE PLANNING

### Objectives:

1. To make the students to participate in planning and implementation of advanced enterprise wide systems and technologies in their career.
2. To grasp the activities of ERP project management cycle.
3. To understand the emerging trends in ERP developments

Unit	Description	Hours
1	Overview of ERP Systems - Definition and concept - Evolution and importance of ERP in modern business - Problems of Systems islands – Need for system integration and interface. Process of ERP Implementation - Benefits and Challenges of ERP Implementation - ERP Modules and Functional Areas - Change Management - Preparing IT infrastructure	09
2	ERP System Architecture and Integration: Layers and components of an ERP system's architecture - Data Integration and Data Migration - Interfaces and APIs in ERP - Cloud-Based ERP Solutions - Mobile ERP and Remote Access - Data Security and Privacy in ERP – ERP Analytics	09
3	ERP Implementation and Configuration: ERP modules to align with organizational processes; data migration from legacy systems to ERP - Strategies for a successful ERP system launch - ERP Upgrades and Maintenance - System Stability and Data integrity during maintenance - ERP Implementation Case Studies	09
4	ERP and Business Process Integration: Business Process Reengineering - Integration of SCM, CRM, HRM, F&AM - Challenges and Benefits of ERP in International SCM - Analytics and Business Intelligence (BI) in ERP - IoT and Industry 4.0 Integration with ERP - Cross-Border Logistics and ERP Integration - Cost Management and ERP in International Procurement - - ERP for International Transportation Management	09
5	ERP Strategies for Global Business Operations - ERP System Evaluation and ROI Assessment - ERP Selection and Vendor Evaluation - ERP-enabled risk assessment and contingency planning - ERP Systems and Sustainability Role of ERP in managing sustainable supply chains	09

### Text Books:

1. Alexis Leon (2014), ERP Demystified, 3rd Edn, McGraw Hill Education
2. Veena Bansal (2013), Enterprise Resource Planning: A Managerial Perspective, Pearson

**Reference Books:**

1. Dimpi Srivastava (2020), ERP Systems, Dreamtech Press,
2. Dr. Vinod Waiker (2021) ERP implementation Issues and Challenges, Notion Press
3. Dimitris N. Chorafas (2018) Integrating ERP, CRM, Supply Chain Management, and Smart Materials, Auerbach Publications
4. Carol A Ptak (2016) ERP: Tools, Techniques, and Applications for Integrating the Supply Chain, Second Edition (Resource Management) 2nd Edition, CRC Press

## MLSM 308: PACKAGE AND TRANSPORTATION

### Course Objectives:

- To understand the significance of transportation in logistics process
- To know the importance of packaging and different types of packaging
- To understand the documents required for transportation of goods

Unit	Description	Hours
1	<p><b>UNIT- I</b></p> <p>Introduction to elements of Logistics – Transportation and different types of transportation and its significance – Transportation cost – International Trade and modes of Transportations - Role of Ministry of Ports, Shipping and Waterways in Transportations.</p>	09
2	<p><b>UNIT-II</b></p> <p><b>Basics of Transportation</b>, Transportation Functionality and Principles; Multimodal Transport: Modal Characteristics; Modal Comparisons; International Air Cargo Transport; Coastal and Ocean transportation, Characteristics of shipping transport- Types of Ships. Containerization: Genesis, Concept, Classification, Benefits and Constraints; Inland Container Depot (ICD): Roles and Functions, CFS, Export Clearance at ICD; CONCOR; ICDs under CONCOR;</p>	09
3	<p><b>UNIT- III</b></p> <p><b>Packing and Packaging:</b> Meaning, Functions and Essentials of Packing and Packaging, Packing for Storage- Overseas Shipment- Inland-Transportation- Product content Protection, Packaging Types: Primary, Secondary and Tertiary- Requirements of Consumer Packaging, Channel Member Packaging and Transport Packaging - Shrink packaging – Identification codes, barcodes, and electronic data interchange (EDI)- Universal Product Code- GS1 Standards- package labels- Symbols used on packages and labels.</p>	09
4	<p><b>UNIT- IV</b></p> <p><b>Sourcing and Planning Transportation Networks in Supply Chain:</b> Sourcing decision in supply chain : Role of sourcing – in-house or outsource – Third and Fourth – Party Logistics providers – Supplier scoring and assessment – Transportation in Supply Chain : role- modes-performance characteristics – Logistics - Design options- role of IT- risk – Trade-offs in transportation design.</p>	09

5	<p><b>UNIT - V</b></p> <p><b>Special Aspects of Export Logistics:</b> Picking, Packing, Vessel Booking [Less-than Container Load(LCL) / Full Container Load (FCL)], Customs, Documentation, Shipment, Delivery to distribution centres, distributors and lastly the retail outlets- Import Logistics: Documents Collection-Valuing- Bonded Warehousing- Customs Formalities- Clearing ,Distribution to Units.</p>	09
<p><b>Text Books:</b></p> <ol style="list-style-type: none"> <li>1. Bowersox, Closs, Cooper, Supply Chain Logistics Management, McGraw Hill.</li> <li>2. Burt, Dobbler, Starling, World Class Supply Management, TMH.</li> <li>3. Donald J Bowersox, David J Closs, Logistical Management, TMH</li> <li>4. Pierre David, —International Logistics, Biztantra.</li> </ol> <p><b>Reference Books:</b></p> <ol style="list-style-type: none"> <li>1. Sunil Chopra, Peter Meindl, Supply Chain Management, Pearson Education, India.</li> <li>2. Liu, J., Supply Chain Management and Transport Logistics, Routledge, 2011.</li> <li>3. Sinha, A. and Kotzab, H., Supply Chain Management: A Managerial Approach, Tata McGraw-Hill Education, 2011.</li> <li>4. Sople, V.V., Supply Chain Management: Text and Cases, Pearson, 2011.</li> </ol>		

**MLSM 309: WAREHOUSING AND DISTRIBUTION MANAGEMENT**

**Objectives:**

1. To provide in-depth understanding of Warehouse Management in Supply Chain.
2. To help the students understand various decision parameters for efficient warehouse Management.
3. To know the cost factors and performances in warehouse management.
4. To provide in-depth understanding of Distribution Channels in Supply chain and logistics
5. To have basic understanding of various modes of transportations and its uses.

<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	<b>UNIT 1:</b> Warehouse Management: Importance of Warehousing and Warehousing Functions, Types of Warehouses, Specialized Warehouse Services, Developing Warehouse Strategies, Establishing Warehouse Standards, Receiving and Stocking, Order Picking and Shipping. Sizing the Warehouse, Warehouse Layout, Stocking Inventory in Warehouse Locations. Warehouse Automation, Warehouse Management and Environmental Sustainability, Today's Warehouse Challenges. Case Studies and Latest Updates.	09
2	<b>UNIT 2:</b> Warehouse Management Process : Receiving and Put Away, Picking Strategies and Equipment, Order Pick Method, Replenishment, Stock Counting, Cycle Counting, Return Processing and Dispatch, Documentations. Case Studies and Latest Updates	09
3	<b>UNIT 3:</b> Warehouse Costs and Performance Management: Types of Costs in Warehousing, Return on Investment, Traditional vs Activity Based Costing, Logistics Charging Methods, Selecting Right Performance Measures, Traditional and New Productivity Matrices, Integrated Performance Model, Benchmarking and Balance Scorecard. Health and Safety issues in Warehousing. Case Studies and Latest Updates	09
4	<b>UNIT 4:</b> The Distribution Management Environment: Defining the Distribution Function, Basic Supply Chain Distribution Formats, Alternative Distribution Channel Formats, Role of Distribution Channels, Service Outputs and Functions of Distribution Channels, Distribution Channel Transaction Flows, Distribution Channel Inventory Flows, Substituting Information for Inventory. Reverse Logistics, Sustainability in Distribution. Case Studies and Latest Updates	09

5	<p><b>UNIT 5:</b>  Various Modes of Transportation: Importance of Various Modes of Transport-Rail, Road, Water, Air, Pipeline with their Characteristics and Cost Structure, The Carrier Selection Decision, Determinants of Carrier Selection, Legal Classification of Carriers, Role of Couriers as Carriers. Transportation Costs - Fixed, Variable, Joint and Common Costs, Product Related &amp; Market Related Factors Influencing Transport Cost. Case Studies and Latest Updates</p>	09
<p><b>Text Books:</b></p> <ol style="list-style-type: none"> <li>1. Gwynne Richards, Warehouse Management: A Complete Guide to Improving Efficiency and Minimizing Costs in the Modern Warehouse (Kogan Press)</li> <li>2. David Frederick Ross, Distribution Planning and Control Managing in the Era of Supply Chain Management (Springer)</li> </ol> <p><b>Reference Books:</b></p> <ol style="list-style-type: none"> <li>1. David J. Bloomberg, Stephen LeMay &amp; : Logistics, Prentice-Hall of India Pvt Ltd., Joe B. Hanna New Delhi,</li> <li>2. Donald J. Bowersox &amp; David J. Closs : Logistical Management, Tata McGraw Hill Publishing Co. Ltd, New Delhi</li> <li>3. Satish C. Ailawadi &amp; Rakesh Singh : Logistics Management, Prentice-Hall of India Pvt Ltd., New Delhi</li> <li>4. Donald Waters : Logistics. Palgrave Macmillan, New York,</li> <li>5. Sarika Kulkarni : Supply Chain Management, Tata McGraw Hill Publishing Co Ltd., New Delhi,</li> </ol>		

## MLSM 310: MATERIAL HANDLING

### Objectives:

- To know the significance of material handling
- To understand the Process involved in material handling
- To identify the problems during the material handling process

Unit	Description	Hours
1	<p><b>UNIT -I</b></p> <p>The purchasing and supply process - Introduction to purchasing and SCM - Strategic supply management roles and responsibilities - Improving the procure to pay process - Approval, contract and purchase order preparation - Types of purchases - Purchasing policy and procedures -Policy overview - Purchasing policies Policy defining- Role and conduct of purchasing, Buyer supplier Relationship, operational issues- Purchasing procedures.</p>	09
2	<p><b>UNIT -II</b></p> <p>Organizing the purchasing function: Purchase function position within the organization structure, factors affecting purchasing's position, reporting of purchasing function, organizing of purchasing, separating operational and strategic purchasing- advantages and disadvantages of centralized-decentralized purchasing, hybrid purchasing structure.</p>	09
3	<p><b>UNIT -III</b></p> <p>Concept of Integrated Materials Management (IMM) – Organising for IMM – Types of Inventories – Inventory Problems in India. Codification – Computerisation and Information Systems – Standardisation and Variety Reduction – Value Analysis: ABC, VED, XYZ and other methods of Selective Analysis.</p>	09
4	<p><b>UNIT-IV:</b></p> <p>Q-Based Inventory System – P-Based Inventory System – S-S based Inventory System – Practical Inventory Models – Inventory Valuation. Purchasing – Source Selection – Vendor Rating – Purchase Budget – Systems – Tenders – Price Negotiations – Forward Buying – Purchasing Capital Equipment – Seasonal Goods – Special Items – Deferred Payment Schemes – Lending Institutions – Global Purchases – Government Buying – EGS &amp; D – Rate Contract – Insurance – Legal Aspects in Purchasing – Evaluation of Purchase Performance.</p>	09

5	<b>UNIT -V:</b> Stores Layouts – Stores Accounting Procedures and Forms – Stock Verification – Practical Problems in Management of Dead Stocks – Surplus and Scraps – Evaluation of Stores Performance – Materials Handling and Transportation Management.	09
<p><b>Text Books:</b></p> <ol style="list-style-type: none"> <li>1. John Wiley, —Global Operations &amp; Logistics: Text &amp; Cases-Dornierl, Pearson Education, 2nd Edition 2013.</li> <li>2. Gopalakrishnan, P &amp; Sundaresan, M: Materials Management – An Integrated Approach; Prentice Hall of Indian Private Ltd.</li> </ol> <p><b>Reference Books:</b></p> <ol style="list-style-type: none"> <li>1. David Simchi-Levi, —Designing &amp; Managing Supply Chain-Concepts, Strategiesl, TataMcGraw- Hill, 8th Edition, 2000.</li> <li>2. Ammer, D.S, Materials Management; Irwin.</li> <li>3. Datta, A.K: Materials Management – Procedures, Text And Cases; Prentice Hall of India Private Ltd.</li> <li>4.Gokaran, P.R: Essentials Of Materials Management; Somaiya Publications.</li> <li>5.Menon, P .G: Materials Management And O.R. In India; M.M.J. Publication.</li> </ol>		



## MLSM 311: THIRD PARTY SERVICE PROVIDERS

### Objectives:

1. To study and understand the role of 3PL in Logistics Industry
2. To find out the need and emergence of 3PL , 4PL etc., in the logistics industry
3. To understand about 3PL and performance related issues in logistics and supply chain

Unit	Description	Hours
1	Logistics Services: Introduction – general approaches –detailed steps in the context of outsourcing and use of 3PL - E-Commerce and Emergence of 3 Party Logistics Services (3PL) – Selection of right 3PL – Cost benefit analysis of 3PL	09
2	Role of Third-Party Logistics (3PL) Service Providers – Types of 3PL service providers – Transportation Carriers – Warehousing Providers – Logistics Management Providers – Emergence of 4PL service providers.	09
3	Major 3PL Service Providers: Introduction – Overall 3PL Market – Broad Services and Type of Services – Value Added Services of 3PL – Key Derivers of 3PL: Introduction – Outsourcing context – Business derivers- Logistics derivers and drawback – the critical factors of choice: Current issues and influences: External and Internal outsourcing issues	09
4	Standard 3PL Providers - Service Developer 3PL- Customer Adapter 3PL- Customer Developer 3PL: Advantages and Disadvantages of 3PL – Future of 3PL in Logistics Industry	09
5	Emergence of 4PL services: Benefits of 4PL (End-to-end Solution, Resource Management and Data analytics) 3PL Vs. 4PL, Kitting, Bundling, Packaging and Drop shipping- Logistics Strategy- Sourcing/ Fulfilment of Freight Strategy- Inventory Planning & Management Support- Management of Inbound, Outbound, and Reverse Logistics	09

### References:

1. Changsen Zhang: Third Party Logistics Management, Logos-Verlag, 2005
2. Alan Rushton, Steve Walker: International Logistics and Supply Chain Outsourcing: From Local to Global, Kogan Page Publishers, 2007

## MLSM 312: PROCUREMENT AND NEGOTIATION SKILLS

### Objectives:

1. To provide advance understanding about the Procurement Management and Sourcing.
2. To help the students understand the processes in Effective Procurements & Sourcing.
3. To provide conceptual understanding for Vendor Selection for efficient SCM.
4. To provide an understanding for integrated approach for Inventory Decisions.
5. To help the students understand the latest aspects of Global Sourcing

Unit	Description	Hours
1	Unit 1: Framework of Procurement Management: Introduction to Sourcing, Sourcing v/s Procurement, Purchasing: Purchasing Cycle, 8 R's of Purchasing, Role of a Purchasing Manager, Risks associated with purchasing process and its mitigation, Placing Orders, Budgets and Expense Allocation, Establishing Concept and applications of Make or Buy Decision, Types and Methods of Sourcing in Retail, Centralized vs Decentralized Approaches, Single Sourcing vs Multiple Sourcing, Day-to-Day vs Long Term Sourcing, Case Studies and Latest Updates.	09
2	Unit 2: Processes in Procurements: Market Analysis and Supplier Research, Identifying Prime Sources of Suppliers' Information, Request for Proposal, Different Methods of Buying, Fundamental Steps of the Buying Process, Terms and Condition of Purchase, Buying Documentation, Negotiation in Procurement, Use of IT in Sourcing, Global Tenders and E-Procurement, Reverse Auctions, Overview of Global Purchasing, Case Studies and Latest Updates.	09
3	Unit 3 Vendor Selection in Procurement: Vendor Selection Process, Evaluation of Existing Vendors, Developing Vendor Performance Measures, New Vendor Development Process, Working with Suppliers to Manage Quality, JIT and TQM in Sourcing, Key Supplier Account Management, Vendor Relationship Development, Vendor Monitoring, Promoting SME suppliers. Case Studies and Latest Updates.	09
4	Unit 4 : Aligning Inventory Objectives with Procurement (7 Hours) What are the objective of purchasing management at strategic in alignment of Material Management with Supply Chain , Role of purchasing in Supporting Inventory Objectives, Hedging vs. Forward Buying, Managing Price Fluctuation and Volatility in International Finance, Payment Modes, Matching Supply with Customer Demand, Managing Inward Logistics. Case Studies and Latest Updates.	09
5	Unit 5 Global Procurement Management: Global Trade Barriers, Dealing with International Suppliers, UNO and GATT conventions, Legal, Socio-Cultural Issues in International Buying, Environmental Issues & Green Purchasing, Industry Best Practices, Measurement of Sourcing Performance, Benchmarking in Retail Purchasing. Case Studies and Latest Updates.	09

<p><b>Text Books:</b></p> <ol style="list-style-type: none"><li>1. Sollish, F. and Semanch, J. Strategic Global Sourcing: Best Practices, Wiley Publications</li><li>2. Chopra and Miendl, Supply Chain Management: Strategy, planning and operation, Pearson Books</li></ol> <p><b>Reference Books:</b></p> <ol style="list-style-type: none"><li>1. by Sherry R. Gordon, Supplier Evaluation and Performance Excellence: A Guide to Meaningful Metrics and Successful Results.</li><li>2. B S Sahay, Emerging Issues in Supply Chain Management (McMillan)</li><li>3. Alan Harrison, Logistics Management and Strategy (Pearson)</li></ol>		

## MLSM 313: LOGISTICS DOCUMENTATION AND PROCEDURE

### Objectives:

1. To understand the significance of logistics in domestic and international trade
2. To know the different documentation process followed during the logistics process
3. To identify the nuances of strategic logistics and documentation process

Unit	Description	Hours
1	<b>Unit 1:</b> Introduction of Contracts and its Importance in Supply Chain: Essentials of a Contract, Void Agreements and Contingent Agreements, Performance and Discharge, Remedies for Breach and Quasi Contracts, Consideration and Legality of Object, Bailment and Pledge, Carriage of Goods, Indemnity and Guarantee. Overview of Contracts in Supply chain. Latest Updates and Case Studies	09
2	<b>Unit 2:</b> Preliminaries for Exports and Imports : Classifications and Types of Export and Import, Export Licensing, Selection of Export Product, Methods of Exporting, Pricing Quotations, Payment Terms, Letter of Credit., Liberalization of Imports, Negative List for Imports, Categories of Importers. Latest updates and Case Studies.	09
3	<b>Unit 3:</b> Documents for Shipping Logistics: Commercial Invoice, Shipping Bill, Certificate of Origin, Consular Invoice, Bill of Lading, GR Form, ISO 9000, Procedure for obtaining ISO 9000, BIS 14000 Certification, Types of Marine Insurance Policies., Import Documents, Transport Documents, Bill to Entry, Certificate of Inspection, Certificate of Measurements, Freight Declaration. Latest updates and Case Studies	09
4	<b>Unit 4:</b> Procedure and Regulatory Compliances in Export-Import: Steps in Export Procedure, Export Contract, Forward Cover, Excise Clearance, Pre-shipment Inspection, Methods of Pre-shipment Inspection, Marine Insurance, Role of Clearing and Forwarding Agents, Shipping and Customs Formalities, Customs EDI System, Realisation of Exports Proceeds. Pre-Import Procedure, Steps in Import Procedure, Legal Dimensions of Import Procedure, Customs Formalities for Imports Exchange Control Provisions for Imports. Latest Updates and Case Studies	09
5	<b>Unit 5:</b> International Trade Policy and GST: Latest Foreign Trade Policy, Anti-dumping & Countervailing Laws, Trade Secrets and Intellectual property Rights. Provisions for Air Cargo Supply Chain and Contract of the Carriage. Various Provisions of Goods and Service Acts (GST) with reference to Logistics. Latest Updates and Case Studies	09

### Text Books:

1. Ruwantissa Abeyratne, Law and Regulation of Air Cargo(Springer)
3. Ram Singh, Export and Import Management (Sage)
3. Thomas E. Johnson, Export Import Documentation and procedure (AMCOM)

**References Books:**

1. Nabhi's Board of Editors, How to EXPORT(Nabhi Publications)
2. S. D.Majumdar , GST: Explained for Common Man (Niyogi Book)
3. M. I. Mahajan, Import – Do it Yourself, Snow White Publications, New Delhi
4. D C Kapoor, Export Management (Vikas Publishing House)
5. Chawla, Garg & Sarin, Mercantile Law, (Kalyani Publishers)
6. Handbook of Import-Export Procedures – Ministry of Commerce, -, Government of India, New Delhi

**MLSM 314: HANDLING DANGEROUS AND HAZARDOUS GOODS**

**Objectives:**

- This course is intended for those persons and facilities that receive handle air or ship hazardous materials.
- Transportation’s hazardous materials transportation training requirements for: (1) general awareness and familiarization; (2) general safety; (3) hazardous materials security awareness; and (4) function specific training for the following transportation and pre-transportation functions:

<b>Unit</b>	<b>Description</b>	<b>Hours</b>
1	Handling and transport of Dangerous Cargo: Objective, What are dangerous goods? - Classification of dangerous goods , IATA dangerous goods regulations, Responsibilities of consignor and freight forwarder, Shippers declaration for transport of dangerous goods, Trained personnel., Right , Duties and Responsibilities for Carriage of Goods by Road, Rail , Sea and Air	09
2	National and international laws and regulations - Multi-modal transport of dangerous goods - Classification of dangerous goods - Stowage of dangerous goods on board ships - Separation of dangerous goods on board ships - Requirements for packaging for dangerous goods - Declaration of hazardous and other transport documents - Emergency measures in case of accidents and incidents	09
3	Determining the hazard class of a dangerous goods; - Selecting a limited quantity dangerous goods packaging; - Filing a limited quantity dangerous goods packaging; - Securing a closure on a filed or partially filled limited quantity dangerous goods package; - Marking a package to indicate that it contains a dangerous goods in limited or excepted quantities; - Preparing a shipping paper for limited or excepted quantities, if applicable Providing and maintaining emergency response information, when required;- Reviewing a shipping paper to verify compliance with the HMR - Certifying that a hazardous material conforms to the requirements of the HMR and the	09
4	International Civil Aviation Organization - Loading, blocking, and bracing a hazardous materials package	09
5	Hazardous Material Shipping Procedure: International and National regulations for transportation of Hazardous material in bulk and packaged form (IMDG code), Environment protection requirements involved in transportation of Hazardous Cargo, Responsibilities of importer / exporter, shippers and agents, dangerous goods declaration, classes of dangerous goods, procedures for handling dangerous materials; Security:	09

	Port Security, Marine Security, Cargo Security, Traffic Control, Technology and Equipment used in port security, Maritime frauds	
<p><b>References:</b></p> <ol style="list-style-type: none"><li>1. Wendy Buckley: Hazardous Materials Transportation: A Guide to Success for Environmental, Health, &amp; Safety Students and Professionals Paperback – Import, 13 August 2021</li><li>2. Michael S Hildebrand Gregory G Noll : Hazardous Materials Managing The Incident Managing The Incident 4Th Edition, Publisher: Jones &amp; Bartlett (2012)</li></ol>		