

<b>Course title:</b> Introduction to management techniques – II					
<b>Course code:</b> ENR 142		<b>No. of credits:</b> 2		<b>L-T-P:</b> 21-9-0	
<b>Learning hours:</b> 30					
<b>Pre-requisite course code and title (if any):</b> NA					
<b>Department:</b> Department of Energy and Environment					
<b>Course coordinator:</b> Dr. Naqui Anwer			<b>Course instructor:</b>		
<b>Contact details:</b> naqui.anwer@terisas.ac.in					
<b>Course type:</b> Elective			<b>Course offered in:</b> Semester 3		
<b>Course description</b>  With the felt need of the industry to have professionals that are not only technically sound but also well conversant with the best management practices, this course has been designed to equip M.Tech (REEM) students to tackle basic management of business units and resources. This course will give the students a basic exposure to the world of business and management. They will also be taught some financial tools and techniques so as to equip them with the understanding of business sustainability.					
<b>Course objectives</b> <ul style="list-style-type: none"><li>▪ To develop awareness of basic business and management principles.</li><li>▪ To develop some skills to handle some basic financial business problems</li></ul>					
<b>Course contents</b>					
<b>Module</b>	<b>Topic</b>	<b>L</b>	<b>T</b>	<b>P</b>	
1	<b>Corporate Social Responsibility</b>  Strategic use of CSR to develop equity	2	0	0	
2	<b>Corporate Financial Reporting</b>  Accounting Information systems Sourcing Financial Information for Decision-making Balance Sheet, Income Statement and Cash-flow Statement Annual Reports Unaudited Quarterly Financial Statements	3	1	0	
3	<b>Financial Performance Analysis</b>  Intra and Inter-firm comparison Profit projection	3	1	0	
4	<b>Cost Estimation, Accounting and Absorption</b>  Cost Classification and Cost Sheet Materials, Labour and Overheads	4	2	0	
5	<b>Cost-Volume-Profit Analysis:</b>  Break-even Analysis Management Decisions based on Marginal Costing	4	2	0	
6	<b>Budgetary Control</b>  Functional Budgets and Master Budget Flexible Budgeting Variance Analysis	3	3	0	

7	Case studies relevant to RE business enterprises.	2	0	0
	<b>Total</b>	<b>21</b>	<b>9</b>	<b>0</b>
<b>Evaluation criteria</b> <ul style="list-style-type: none"> <li>▪ Quizzes: 40%</li> <li>▪ Written Test 1: 15%</li> <li>▪ Written Test 2: 15%</li> <li>▪ Written Test 3: 30%</li> </ul>				
<b>Learning outcomes:</b> <ul style="list-style-type: none"> <li>▪ To understand the basics of management principles and organization behavior.</li> <li>▪ To understand the optimization of financial resource allocation and its use.</li> <li>▪ To understand the business perspective of the emerging sector of renewable energy.</li> </ul>				
<b>Pedagogical approach</b> A combination of class-room interactions, tutorials, assignments and projects.				
<b>Materials References</b> Management Principles and Practice, by Koontz and Weihrich Organization Behaviour, by Robbins Financial Accounting: a managerial perspective, by Narayanswamy Cost Accounting: Theory and Practice, by B. Banerjee				
<b>Additional information (if any): NA</b>				
<b>Student responsibilities</b> Attendance, feedback, discipline: as per university rules.				

#### Course reviewers

1. Dr G.C. Tripathi, NTPC Ltd.
2. Mr Mahesh Vipradas, Suzlon Energy Ltd.