

<u>Prerequisites for the course:</u>	Nil	
<u>Objective:</u>	Participants will be introduced to management processes and to determinants of people behavior in workplace.	
<u>Content:</u>	Understanding an organization; Introduction to managerial processes of Planning and decision making; Basic tools in Decision making, Importance of Organizing and staffing; Importance of Controlling;	8 hours
	Determinants of people behavior at workplace - The Individual, the Group and the Organisation; Individual determinants of behavior- the concepts of Self, Perception, personality, attitudes and Learning	8 hours
	Determinants of Group and their impact on people behavior - Inter personal Analysis; Group Dynamics; Theories and application of Leadership; Theories and application of Motivation	8 hours
	Determinants of Organization and their impact on people behaviour: Organisation Structure, Climate and Culture; Role of Conflict, Change and Development; Power, Politics and Negotiation in Organization;	6 hours
<u>Pedagogy:</u>	Lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ Case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
<u>References/Readings</u>	<ol style="list-style-type: none"> 1. Weihrich, Heinz and Harold Koontz; 'Essentials of Management: An International Perspective'; McGraw–Hill, Inc.; 2004 or later editions. 2. Robbins, Stephen and Mary Coulter; 'Fundamentals of Management'; Prentice Hall of India Pvt. Ltd.; New Delhi; Latest edition 3. Luthans, Fred; 'Organizational Behavior'; McGraw–Hill, Inc, Latest edition. 4. Robbins, Stephen P; 'Essentials of Organizational Behavior'; Pearson Education India, Latest edition. 5. Sinha J B P; 'Culture and Organizational Behaviour'; Sage Texts, Latest edition 	
<u>Learning Outcomes</u>	<ol style="list-style-type: none"> 1. An ability to use managerial processes and take decisions 2. An ability to understand individual and group behavior at workplace 	