



## Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

### MBA 301C HUMAN VALUES AND PROFESSIONAL ETHICS

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		L	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment	END SEM University Exam	Teachers Assessment				
MBAI301C	Human Values and Professional Ethics	60	20	20	-	-	4	-	-	4

**Legends:** L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical; C - Credit;

\*Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

#### Course Objective

The objective of the course is to disseminate the theory and practice of moral code of conduct and familiarize the students with the concepts of "right" and "good" in individual, social and professional context

#### Course Outcomes

1. Help the students to understand right conduct in life.
2. To equip students with understanding of the ethical philosophies, principles, models that directly and indirectly affect personal and professional life.

### COURSE CONTENT

#### Unit I: Inculcating Values at Workplace

1. Values: Concept, Sources, Essence
2. Classification of Values.
3. Values in Indian Culture and Management: Four False Views, Value Tree
4. Eastern and Western Values; Values for Global Managers

#### Unit II: Professional Ethics

1. Ethics: Concept, Five P's of Ethical Power, Organisational Tools to Cultivate Ethics
2. Theories of Ethics: Teleological and Deontological
3. Benefits of Managing Ethics in an Organisation
4. Ethical Leadership

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### Unit III: Indian Ethos and Management Style

1. Indian Ethos and Workplace
2. Emerging Managerial Practices
3. Ethical Considerations in Decision Making and Indian Management Model
4. Core Strategies in Indian Wisdom and Ethical Constraints

### Unit IV: Human Behavior – Indian Thoughts

1. Guna Theory
2. Sanskara Theory
3. Nishkama Karma
4. Yoga: Types, Gains; Stress and Yoga

### Unit V: Spirituality and Corporate World

1. Spirituality: Concept, Paths to Spirituality
2. Instruments to achieve spirituality
3. Vedantic Approach to Spiritual and Ethical Development
4. Indian Spiritual Tradition.

### Suggested Readings

1. Kausahl, Shyam L. (2006). *Business Ethics – Concepts, Crisis and Solutions*. New Delhi: Deep and Deep Publications Pvt. Limited
2. Murthy, C.S.V. (2012). *Business Ethics –Text and Cases*. Himalaya Publishing House: Mumbai
3. Chakraborty, S. K. (1999). *Values and Ethics for Organizations*. Oxford university press
4. D.Senthil Kumar and A. Senthil Rajan (2008). *Business Ethics and Values*. Himalaya Publishing House: Mumbai

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# Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

## MMM302 MEDIA PLANNING

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		L	T	P	CREDITS
		END SEM University	Two Term	Teachers Assesme	END SEM University	Teachers Assesment*				
MMM302	Media Planning	60	20	20	-	-	4		-	4

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical; C - Credit;

\*Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

### Course Objective

The goal of this course is to equip the students with systematic knowledge on what advertising actually is, as a technique at the disposal of any commercial organization, to transmit and enhance to consumers, its brands, products and services.

### Course Outcome

1. Understand the different advertising market segments. Analyze the media trends, brands and products.
2. Create media plans appropriate to the objectives of brands/products, attempting to optimize the use of advertising media to minimize costs and maximize income.

## COURSE CONTENT

### Unit I Introduction to Media Planning

1. Changing Face of Media Planning,
2. Changing Role of Media Planners,
3. Classes of Media,
4. General Procedures in Media Planning,
5. Principles for selecting media vehicles,
6. Problems in Media Planning

### Unit II Sample Media Plan Presentation

1. Background to Hypothetical Plan,
2. Media Objectives,
3. Competitive Analysis,
4. Target Audience Analysis,
5. Media Habits, Media Selection Rationale, Media Strategy,

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6. Flowchart and Budget, Post-Buy Evaluation.

### Unit III The Relationship among Media, Advertising and Consumers

1. How Consumers choose media, Consumer Perception towards internet Advertising,
2. How Audience Process information from media, Media's Importance in the Buying Process,
3. Media Planning and Marketing Mix,
4. Exposure - The Basic Measurement of Media Audiences, Need for better media vehicle measurements, Response Function, Measuring audiences to Advertising in Vehicles.

### Unit IV Basic Measurements and Calculations

1. How Media Vehicles are measured,
2. How the data are interpreted,
3. General uses of Vehicle Audience Measurements,
4. Various Concepts of Audience Measurements.

### Unit V Advanced Measurements and Calculations

1. Gross Rating Points, Gross Impressions,
2. Reach, Frequency, Effective Frequency, Brief History of Effective Frequency.
3. Marketing Strategy and Media Planning

### Suggested Readings

1. Menon, Arpita (2015). *Media Planning and Buying*. New Delhi; McGraw Hill Education.
2. Sissors, Jack Z. and Baron, Roger B. (2016). *Advertising Media Planning*. New Delhi; McGraw Hill Education.

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## MBAIEM307 ADVERTISING MANAGEMENT

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		L	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment nt**	END SEM University Exam	Teachers Assessment nt*				
MBAIEM307	Advertising Management	60	20	20	-	-	4		-	4

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

\*Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

### Course Objectives

To give a thorough working knowledge of Advertising and Marketing communication and how they inter-relate.

### Course Outcomes

1. To introduce the students, the Concepts and Principles of Advertising,
2. To understand the role of Ad Agency Management Media planning

## COURSE CONTENT

### Unit I: Understanding Advertising

1. Concept, Nature, Definitions, Evolution and History
2. Role, Objectives, Functions, and Significance " Basic Theories and Applications "
3. Types and Classification of Advertising
4. Factors Determining Advertising Opportunity of a Product/Service/Idea

### Unit II: Advertising industry

1. Advertisers
2. Agencies, media companies and other organizations
3. The communication model: communication process
4. Advertising Environment: Economic, Social, Ethical and regulatory aspects of advertising

### Unit III: Advertising message

1. Types of Appeals and Advertising Message
2. Message objectives, recall, attitude, emotions and feelings
3. Message tactics: creative approaches, copy writing
4. Creative aspects of advertising: copy writing, advertising artwork, copy in conventional media and cyberspace

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### Unit IV: Media Strategy

1. Budgeting, approaches and allocation.
2. Media planning types, class,
3. Media vehicle,
4. Media scheduling

### Unit V: Advertising Effectiveness

1. Advertising effectiveness - measure
2. Pro and post launch research
3. Advertising in the evolving marketing environment
4. Social media as an advertising tool
5. Brief overview of global advertising Practices

### Suggested Readings

1. Kazmi, S. H. H. & Batra, Satish K (2010). *Advertising & Sales Promotion*. New Delhi: Excel Books.
2. Shah, Kruti (2009). *Advertising and Promotions: An IMC Perspective*. New Delhi: TMH.
3. Batra, Rajeev (2010). *Advertising Management*. New Delhi: Pearson.
4. Jefkins, France (2010). *Advertising*. New Delhi: Pearson.
5. Lane-Kleppner's (2010). *Advertising Procedure*. New Delhi: Pearson.
6. Wells, Willaim D (2010). *Advertising: Principles and Practice*. New Delhi: Pearson

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## Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

### MMM303 NEW MEDIA AND DIGITAL MARKETING

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		L	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment <sup>nt*</sup>	END SEM University Exam	Teachers Assessment <sup>nt*</sup>				
MMM303	New Media and Digital Marketing	60	20	20	-	-	4		-	4

**Legends:** L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical; C - Credit;

\*Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

#### Course Objective

To give a thorough working knowledge of Advertising and Marketing communication and how they inter-relate.

#### Course Outcomes

1. To introduce the students, the Concepts and Principles of Advertising,
2. To understand the role of Ad Agency Management Media planning

#### COURSE CONTENT

##### Unit I: Digital Media

1. Introduction to digital media - E-mail, Online PR, Social media
2. Advantages of digital medium over other media
3. Online and display advertising
4. Digital medium in today's marketing plan

##### Unit II: Web Analytics

1. Website planning and creation
2. Digital measurement landscape
3. Introduction to Google Analytics
4. Measure, monitor and evaluate the website traffic

##### Unit III: Online Advertising

1. Search Engine Optimization
2. Online Advertising: Display Advertising
3. Pay-Per-Click Marketing
4. Email Marketing

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### Unit IV: Social Media Marketing

1. Different social media channels
2. Social media for various businesses: Business to Customer and Business to Business
3. Measuring social media ROI
4. Content marketing: Storytelling in social media

### Unit V: Mobile Marketing

1. Different kinds of mobile marketing
2. The mobile marketing ecosystem
3. The basics of email marketing
4. SMS Marketing
5. Google Adwords

### Suggested Readings

1. Fleur De, Everette, E. Dennis, Melvin, L. (2010). *Understanding media in the digital age: connections for communication, society, and culture*. New York: Allyn & Bacon.
2. Flew, Terry (2002). *New Media: An Introduction*. United Kingdom; Oxford University Press,

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## MMM304 MEDIA PRODUCTION

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME							
		THEORY			PRACTICAL		L	T	P
		END SEM University Exam	Two Term Exam	Teachers Assessment	END SEM University Exam	Teachers Assessment			
MMM304	Media Production	60	20	20	-	-	3		2

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical; C - Credit;

\*Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

### Course Objectives

1. The objective of this subject is to provide basic overview of media production like story board, budgeting, location survey, various production techniques, studio and outdoor production, importance of lights, various art direction costumes and make ups.
2. Students also will be benefitted by learning editing of media.

### Course Outcomes

1. Understand basics of media production like story board, budgeting, location survey, various production techniques, studio and outdoor production.
2. Understand importance of lights, various art direction costumes and make ups.
3. Students also will be benefitted by learning editing of media.

## COURSE CONTENT

### Unit I: Stages of Production

1. Three stages of Production
2. Storyboard and budgeting, location survey
3. Responsibilities and duties of the Production Staff.
4. Planning and production of radio programmes
5. Recording talk and interview in studio

### Unit II: Production Techniques

1. Basic production techniques.
2. Studio and Outdoor productions.
3. Types of audio recorders
4. Dubbing systems and mixing techniques
5. Audio consoles and various sound effects
6. Sound monitoring system: VU meter, PPM

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### Unit III: Types of Lighting

1. Types of lighting and its accessories, light mounting devices
2. Art Direction
3. Costumes
4. Make up and its types

### Unit IV: Editing

1. Editing- online, offline, linear, non-linear
2. Principles of picture composition-(rule of thirds, imaginary line)
3. Audio Editing and Dubbing
4. Graphics.


### Unit V: Special effects, Studios and their Types

1. Types of special effects
2. Basics of editing software- Avid, Final Cut Pro, Velocity, Premiere
3. Various types of studios and their nature
4. Accoustic treatment of a radio studio, Cues, commands and signals of studio
5. Introduction to various audio connectors and cords

### Suggested Readings

1. Smethurst, TV-William (2009). *How to Write for Television*. United Kingdom; Little, Brown Book Group.
2. Fossard, Esta de and Riber, John (2005). *Writing and Producing for TV and Film*. India; Sage Publications.
3. Andrew (2013). Utterback- Studio Television Production and Directing. Boston; Focal Press.
4. Gormly, Eric K. (2004). *Writing and Producing TV News*. New Delhi; Surjeet Publications.
5. Straubhaar, Joseph D. (2007). *World TV from Global to Local*. New Delhi; Sage Publications.
6. Aleksandar, Louis (2006). *Todorovic - TV Technology Demystified*. Boston; Focal Press.
7. Kauffmann, Sam (2000). *Avid Editing*. Boston; Focal Press.

  
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### MMM305 ENTREPRENEURSHIP

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		L	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment	END SEM University Exam	Teachers Assessment				
MMM305	Entrepreneurship	60	20	20	-	-	4		-	4

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical; C - Credit;

\*Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

#### Course Objectives

1. Introduce students to the process of venture creation
2. Discuss core issues in creating a successful business.
3. Examine the major strategic decisions that entrepreneurs must make when creating a business.

#### Course Outcomes

1. Understanding the major strategic decisions that entrepreneurs must make when creating a business.
2. Familiarize the students with operational and organizational challenges during the start-up phase

### COURSE CONTENT

#### Unit I: Introduction to Entrepreneurship

1. Meaning and concept of entrepreneurship,
2. History of entrepreneurship development,
3. Role of entrepreneurship in economic development,
4. Agencies in entrepreneurship management
5. Future of entrepreneurship.

#### Unit II: The Entrepreneur

1. Meaning of entrepreneur,
2. Skills required to be an entrepreneur,
3. Entrepreneurial decision process, and role models,
4. Mentors and support system.

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### Unit III: Business Opportunity Identification

1. Business ideas,
2. Methods of generating ideas,
3. Opportunity recognition

### Unit IV: Preparing a Business Plan


1. Meaning and significance of a business plan, components of a business plan, and feasibility study,
2. Financing the New Venture: Importance of new venture financing, types of ownership securities, venture capital, types of debt securities, determining ideal debt-equity mix, and financial institutions and banks


### Unit V: Launching the New Venture

1. Choosing the legal form of new venture, protection of intellectual property, and marketing the new venture,
2. Managing Growth in New Venture: Characteristics of high growth new ventures, strategies for growth, and building the new venture capital

### Suggested Readings

1. Dorf, R.C. (2007). *Technology Ventures: From Idea to Enterprise with Student DVD*. New York; McGraw-Hill Higher Education
2. Shane, S. and Ventakaraman, S. (2000). *The promise of entrepreneurship as a field of research*. Academy of Management Review
3. Baron, J.N. and Hannan, M.T. (2002) *Organizational Blueprints for success in High-Tech start-ups*. California Management Review.
4. Swiercz, P.M. and Lydon, S.R. (2002). *Entrepreneurial leadership in high-tech firms: a field of study*. Leadership and Organization Development.
5. Berry, M.M.J. and Taggart, J.H. (1994). *Managing technology and innovation: a review*. Journal of R& D Management Journal.

  
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