

Course code: 104	Principles of Management	Credit :02	Marks:50 (Internal -10 External -40)
Course Outcomes	After completion of this course student should be able - 1. To understand the concept of management. 2. To understand leadership and motivational theories.		
UNIT No.	Description	No. of Periods	
I	<p>Management Perspectives A. Introduction to Management: Concept of Management, nature and importance of management, Functions of Management, Levels of management, Contribution of F.W. Taylor, Henry Fayol .</p> <p>B. Functions of Management:- <u>Planning:</u> Meaning, Definition & Planning Process. <u>Organising:</u> Meaning, Definition & Types of Organisations. <u>Staffing:</u> Meaning Definition & Functions <u>Directing:</u> Meaning Definitions & Techniques <u>Controlling:</u> Meaning, Steps & Techniques of controlling.</p>	15	
II	<p>Leadership and Motivation : <u>Leadership:</u> Meaning & Definition, styles of Leadership, Qualities of Leadership <u>Motivation:</u> Meaning, definition & importance of motivation, Theories of motivation –Maslow’s Hierarchy Theory, Herzberg’s theory & Theory X & Y</p>	15	
	<p>Books Recommended: 1 Principles of Management : T. Ramasamy 2. Management Concepts and Practices : Dr. Manmohan Prasad 3. Principles of Management- P. Subba Rao 4. Management –L.M.Prasad 5. Essential of Management by Kncotz & O’ Donnel.</p>		