



Central University of Himachal Pradesh

(ESTABLISHED UNDER CENTRAL UNIVERSITIES ACT 2009)

Dharamshala, Himachal Pradesh-176215



NAAC Criterion-I

Key Indicator – 1.3.2

**List of value added courses which are optional
an offered outside the curriculum of the
program**

1.3.2 Evidences



HPKV Business School

School of Commerce and Management Studies

Central University of Himachal Pradesh, Dharamshala,

Kangra



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HPKV Business School

School of Commerce and Management Studies

S. No.	DESCRIPTION	Page No.
1	List of Values added courses	
2	List of Students of different departments taken the courses offered by Department of HPKV Business School	

Course Code	MGT 509
Course Name	Interpersonal Effectiveness
Course Coordinator	Dr. Aditi Sharma
Credits Equivalent	2 Credits: (One credit is equivalent to 10 hours of lectures / organized classroom activity / contact hours; 5 hours of field work / Tutorial / teacher-led activity and 15 hours of other workload such as independent individual/ group assignments, presentations, panel discussion, quizzes, local survey, etc.)
Course Objectives	<p>The course is designed to</p> <ul style="list-style-type: none"> • Enable students to be effective in interpersonal relations • Help students to acquire the attributes of good human being • Develop insight and skills among students for understanding others • Groom skills, attitudes and values to be effective in interpersonal effectiveness
Course Outcome (Cos)	<p>Upon completion of the course the students would be able to</p> <ol style="list-style-type: none"> 1. Develop good interpersonal relations in their individual and organizational lives. 2. Help them become emotionally intelligent individuals 3. Their interpersonal skills would help them become efficient employees, great co-workers and inspiring leaders for their teams.
Attendance	Students are expected to attend all lectures in order to be able to fully understand this course however a minimum of 75% attendance is a must failing which a student will not be permitted to appear in examination.
Evaluation Criteria	<ol style="list-style-type: none"> 10. Mid Term Examination: 25%(25 Marks) 11. End Term Examination: 50%(50 Marks) 12. Continuous Internal Assessment: 25% (25 Marks) <ol style="list-style-type: none"> a. Attendance 5% b. Quiz 5% c. Case study 5% d. Presentation and problem solving 10%

Unit	Course Contents	Hours
I	Self - Awareness and Introspection <ul style="list-style-type: none"> ● Introspection – Concept and Techniques ● Johari Windows- Knowing Yourself ● Management of Time – essential steps ● Using your potential 	3
II	Self - Empowerment <ul style="list-style-type: none"> ● Concept of Self Empowerment ● Managerial Grid 	4
III	Emotional Intelligence, Etiquettes and Manners <ul style="list-style-type: none"> ● Emotional Intelligence- concept and components ● Developing Emotional Intelligence ● Etiquettes and manners 	4
IV	Interpersonal Communication <ul style="list-style-type: none"> ● Communication - Definition and Process ● Barriers in Communication ● Tips for effective communication ● Importance of Body Language 	4
V	Interpersonal Relationships <ul style="list-style-type: none"> ● Interpersonal Relationship - Definition and determinants ● Process of developing interpersonal relations ● Transaction Analysis - Ego States, Stroking and Life Positions 	5
	Prescribed Text Books: <ol style="list-style-type: none"> 1. Rai, U and Rai, S.M.(2011) Personality Development and Communication Skills . Himalaya Publishing House. 2. Armstrong, M.(2012). How to be an even Better Manager ,Koganpage. 3. Dr. Alex, K., 2009, Soft Skills, Second Revised Edition 2011, S. Chand, New Delhi 	
	Suggested Extra Readings <ol style="list-style-type: none"> 1. Covey R. Stephen, (2004) The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change, Free Press 2. Thomas A. Harris,(2004) I'm OK--You're OK. Harper Perennial 3. Onkar, R.M., (2008) Personality Development 4. Narula, S. S.(2013), Personality Development and Communication Skills, Taxman 	
	E Resources http://eppp.inflibnet.ac.in/	

Course Code	MGT 502
Course Name	Self Management & Development
Course Coordinator	Dr. Rita Devi
Credits Equivalent	2 Credits: (One credit is equivalent to 10 hours of lectures / organized classroom activity / contact hours; 5 hours of field work / tutorial / teacher-led activity and 15 hours of other workload such as independent individual/ group assignments, presentations, panel discussion, quizzes, local survey, etc.)
Course Objectives	<p>The course is designed to:</p> <ul style="list-style-type: none"> • Familiarize students to the importance of self management and development. • To understand various approaches of self management and development. • This course gives students an understanding of the concepts and tools needed for understanding and working on the "Self". It is useful for harnessing the immense powers hidden "with in" the self and these are the secret tools for self-change. The powers again emerge in the self as it withdraws from body consciousness activity and attitudes.
Course Outcome (Cos)	<ol style="list-style-type: none"> 1. (KA): Knowledge of Self Management & Development. 2. (UC): Understanding of approaches of Self management & development 3. (DA): Development of 'Self'. 4. (DM): Application of concepts and tools needed for understanding and working on the "Self"
Attendance	Students are expected to attend all lectures in order to be able to fully understand this course however a minimum of 75% attendance is a must failing which a student will not be permitted to appear in examination.
Evaluation Criteria	<ol style="list-style-type: none"> 1. Mid Term Examination: 25 Marks 2. End Term Examination: 50 Marks 3. Continuous Internal Assessment: 25 Marks <ol style="list-style-type: none"> a. Attendance 5% b. Quiz 5% c. Case study 5% d. Presentation and problem solving 10%

Unit	Course Contents	Hours
I	Understanding Self Management <ul style="list-style-type: none"> • Self Management and Self Evaluation • Self Discipline • Self Awareness, Identifying one's strengths and weaknesses • Planning & Goal setting 	04
II	Developing Soft Skills <ul style="list-style-type: none"> • Soft skills: Types, Importance • Communication skills, Developing Positive Attitude • Team building and Teamwork • Time Management, Stress Management 	04
III	Understanding Self Development <ul style="list-style-type: none"> • Concept of Self Development/Personal Development • Personality Development • Theories of Self Development: Cooley's Theory, Mead's Theory, Freud's Theory 	04
IV	Art of Communication <ul style="list-style-type: none"> • Definition and Process • Formal and Informal communication • Barriers to communication • Art of listening, reading and writing 	04
V	Career Management Process and Development <ul style="list-style-type: none"> • Process of career management • Career Path and Development • Career development interventions • Contemporary issues in career management: Work- family conflict, Career management and quality of life 	04
	Prescribed Text Books: <ol style="list-style-type: none"> 1. Onkar, R.M., 2008, Personality Development and Career Management, Third Revised Edition 2011, S.Chand, New Delhi 2. Dr. Alex, K., 2009, Soft Skills, Second Revised Edition 2011, S. Chand, New Delhi 3. Greenhaus, J.; Callanan,G.; Godshalk,V. "Career Management" Sage Publication,Fourth Edition 	
	Suggested Extra Readings <ol style="list-style-type: none"> 1. Pande, S.; Basak, S. "Human Resource Management" Text and Cases. Pearson's Publication. 2. Mankin, D.2009"Human Resource Development" Oxford University Press. 3. Covey R. Stephen, 2004, The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change, Free Press 	

Course Code	MGT 394
Course Name	Entrepreneurship Development
Course Coordinator	Dr. Chaman Lal
Credits Equivalent	4 Credits: (One credit is equivalent to 10 hours of lectures / organized classroom activity/contact hours; 5 hours of fieldwork / Tutorial / teacher-led activity and 15 hours of other workloads such as independent individual/ group assignments, presentations, panel discussion, quizzes, local survey, etc.)
Course Objectives	<p>The course is designed to</p> <ul style="list-style-type: none"> • Develop Entrepreneurship Skills in Students by giving an overview of who the entrepreneurs are and what competencies are needed to become an Entrepreneur. • Enable the students to prepare business plan, successfully launch and subsequently manage their enterprises. • Make students familiar with different financial institutions which support entrepreneurship development.
Course Outcome (Cos)	<p>19. (KA) : Knowledge about entrepreneurship development and various factors affect entrepreneurship</p> <p>20. (SL) : Develop skills to establish and run an enterprise</p> <p>21. (DM) : Devise effective strategies to launch and sustain an enterprise</p>
Attendance	Students are expected to attend all lectures in order to be able to fully benefit from the course. A minimum of 75% attendance is a must failing which a student may not be permitted to appear in the examination.
Evaluation Criteria	<p>4. Mid Term Examination: 25%</p> <p>5. End Term Examination: 50%</p> <p>6. Continuous Internal Assessment : 25%</p> <p> i. Class participation = 5%</p> <p>(Note: Below 75%=0, 75-80%=1, Above 80- 85%=2, Above 85-90%=3, Above 90-95%=4, Above 95%=5)</p> <p> j. Assignments/Presentation = 10%</p> <p> k. Case studies/Field Survey = 5%</p> <p> l. Surprise test/Activity/Quiz = 5%</p>

Unit	Course Contents	Hours
I	<p>Fundamentals of Entrepreneurship</p> <ul style="list-style-type: none"> • Concept of Entrepreneur and Entrepreneurship • Entrepreneur Versus Manager • Why Entrepreneurship? • Theories of Entrepreneurship • Classification of Entrepreneurs/Entrepreneurship 	08
II	<p>Entrepreneurial Development</p> <ul style="list-style-type: none"> • Factors Influencing Entrepreneurial Development & Models of 	08

	<p>Entrepreneurship</p> <ul style="list-style-type: none"> • Entrepreneurship Development Programme • Entrepreneurial Competencies: Areas and Development • Emerging Areas for Entrepreneurship • Success Stories of Entrepreneurs 	
III	<p>Entrepreneurial Support</p> <ul style="list-style-type: none"> • Entrepreneurial Policies in India • Start-up India Campaign • Institutional Support to Entrepreneurs • Clustering: Relevance and Successful Clusters 	08
IV	<p>Creating and Starting the Venture</p> <ul style="list-style-type: none"> • Creativity and Business Idea. • Legal Issues for the Entrepreneur • IPR and Entrepreneurship • Feasibility Analysis • The Business Plan: Formulation and Submission 	08
V	<p>Entrepreneurship Management</p> <ul style="list-style-type: none"> • Selection of types of ownership • Strategies for Growth • Entrepreneurial Sickness & Rehabilitation • Case Study 	08
	<p>Prescribed Text Books:</p> <p>12. Hisrich, R.D., Peters, M.P. & Shepherd, D.A., (2008), Entrepreneurship, Sixth Edition, Tata McGraw-Hill, New Delhi.</p> <p>13. Khanka, S.S., (2012), Entrepreneurial Development, First Edition(Revised). S. Chand & Company Ltd., New Delhi.</p> <p>14. Roy, Rajiv., (2011), Entrepreneurship, Second Edition, Oxford University Press.</p> <p>15. Charantimath P.M., (2008), Entrepreneurship Development & Small Business Enterprise, Third Edition, Pearson Education, New Delhi.</p>	
	<p>Suggested Extra Readings</p> <p>17. Zimmerer, W., Thomas, Scarborough, M., Norman, (2009), Essentials of Entrepreneurship and Small Business Management, Fifth Edition, PHI Learning Private Ltd, New Delhi.</p> <p>18. Barringer, R., Bruce, Ireland, Duane, R., (2011), Entrepreneurship: Successfully Launching New Ventures, Third Edition, Pearson Education, New Delhi.</p> <p>19. Timmons, A., Jeffrey, Spinelli, Stephen, (2009), New Venture Creation: Entrepreneurship for the 21st Century, Seventh Edition, Tata McGraw-Hill, New Delhi.</p> <p>20. Morse, A., Eric, Mitchell, K., Ronald, (2009), Cases in Entrepreneurship: The Venture Creation Process, Fourth Printing, SAGE Publications Inc., New Delhi.</p> <p>21. Desai, Vasant, (2012), Entrepreneurial Development and Management of Small and Medium Enterprises, Second Edition Edition, Himalaya Publishing House, Mumbai.</p>	

Course Code	MGT 356
Course Name	Stress Management
Course Coordinator	Dr. Aditi Sharma
Credits Equivalent	2 Credits: (One credit is equivalent to 10 hours of lectures / organized classroom activity / contact hours; 5 hours of field work / Tutorial / teacher-led activity and 15 hours of other workload such as independent individual/ group assignments, presentations, panel discussion, quizzes, local survey, etc.)
Course Objectives	<p>Course Objectives: The course is designed to make the students</p> <ul style="list-style-type: none"> • Gain insights about the nature, types and sources of stress. • Comprehending the sources and recognizing symptoms of stress in organizational context • Understanding various stress coping strategies for management of stress
Course Outcome (Cos)	<p>On completion of the course, the students would be able</p> <ol style="list-style-type: none"> 1. To recognize the symptoms of stress those are present within and outside. 2. Design individual and organizations interventions for management of stress that arises due to work and non work activities. 3. The course would make them aware about the importance of overall wellbeing of individual and society for leading a fulfilling and wholesome life.
Attendance	Students are expected to attend all lectures in order to be able to fully understand this course however a minimum of 75% attendance is a must failing which a student will not be permitted to appear in examination.
Evaluation Criteria	<p>25. Mid Term Examination: 20% (25 Marks)</p> <p>26. End Term Examination: 50% (50 Marks)</p> <p>27. Continuous Internal Assessment: 25% (25 Marks)</p> <ol style="list-style-type: none"> a. Attendance 5% b. Case study 10% c. Presentation and Assignment 10%

Unit	Course Contents	Hours
I	<p>Introduction to the Concept of Stress</p> <ul style="list-style-type: none"> • Stress- Definition, Nature, Concept • Approaches to Stress • Person-Environment Theory 	4
II	<p>Organizational Stress & Its sources</p> <ul style="list-style-type: none"> • Occupational Stress • Role Stressors • Sources of Stress- Organizational Culture, Mergers and Acquisitions, New Work Arrangements, Job Loss, Dual Career Relationships 	4

III	Organizational Stressors <ul style="list-style-type: none"> • Leadership and Stress • Motivation and Stress • Conflict and Stress 	4
IV	Stress Indicators & Burnout <ul style="list-style-type: none"> • Symptoms of Stress • Burnout 	3
V	Stress Management and Emerging Issues in Stress <ul style="list-style-type: none"> • General and Organizational Approaches • Technology, Behaviour and Work Stress • Stress and Future of Work 	5
Prescribed Text Books: <ol style="list-style-type: none"> 1. Cooper, C.L. (2000). Theories of Organizational Stress, OUP, Oxford, UK. 2. Dewe, P. and Cooper, C.L. (2020). Work and Stress: A Research Overview, Routledge, New York 3. Cartwright, S. and Cooper, C.L. (1997). Managing Workplace Stress, Sage Publications, UK 		
Suggested Extra Readings <ol style="list-style-type: none"> 1. Sharma, R. R and Cooper, C. (2017). Executive Burnout: Eastern and Western Concepts, Models, and Approaches for Mitigation, Emerald Group Publishing Limited, UK 2. Palmer, S. and Cooper, C.L. (2007). How to deal with stress. Kogan Page, UK 3. Cooper, C.L, Dewe, P.J. and O'Driscoll, M.P. (2001). Organizational Stress: A Review and Critique of Theory, Research and Applications, Sage Publications, New Delhi. 4. Ventouratos-Fotinatos, R. and Cooper, C.L. (2015). The Economic Crises and Occupational Stress, Edward Elgar Publishing Limited, UK. 5. Dewe, P. and Cooper, C.L. (2004). Stress: A Brief History, Blackwell Publishing Ltd., UK 6. Seyle, H. (1976). Stress in Health and Disease, Butterworth Publishers Inc., USA 		
E Resources <ol style="list-style-type: none"> 1. http://epgp.inflibnet.ac.in/ 		

Project Management

Course Code:

AFA 502

Course Name:

Project Management

Credits Equivalent: 2 Credits

(One credit is equivalent to 10 hours of lectures / organised classroom activity / contact hours; 5 hours of laboratory work / practical / field work / Tutorial / teacher-led activity and 15 hours of other workload such as independent individual/ group work; obligatory/ optional work placement; literature survey/ library work; data collection/ field work; writing of papers/ projects/dissertation/thesis; seminars, etc.)

Course Objectives: The course is designed to enable the student to know about the steps of project initiation, Project planning, organizing, project monitoring and control, various sources of finance for the projects, project auditing and control.

Attendance Requirements:

Students are expected to attend all lectures in order to be able to fully benefit from the course. A minimum of 75% attendance is a must failing which a student will not be permitted to appear in examination.

Evaluation Criteria:

1. Mid Term Examination: 25%
 2. End Term Examination: 50%
 3. Continuous Internal Assessment: 25%
- Project Report 10%
 - Case study 5%
 - Presentation 5%
 - Quiz 5%

Course Contents

UNIT I Project Initiation

(5 Hours)

- Project Management –Project hierarchy, Project Lifecycle, Project and Strategic Management
- Project Origination – Political, Legal, Economic, Socio-demographic, Technological factors
- Project Feasibility – Market Analysis, Technical Analysis, Financial Analysis, Project Appraisal and Selection

Assignment of Project Report

UNIT II Project Planning

(5 Hours)

- Project Definition – Project Scope, Project Planning model, Work Breakdown Structure, Organizational Breakdown Structure
- Estimating Time and Cost – Factors affecting quality of Estimate, Estimating Guidelines, Cost estimates
- Scheduling, Networking, Theoretical aspects of PERT, CPM
- Resource Allocation – Types of Project Constraints
- Risk Management – Process, Identifications, Analysis
- Case let discussions

UNIT III Project Execution – Monitoring and Control

(3 Hours)

- Project Organization Structure and Culture – Traditional or Functional Organizations, Project management through dedicated team, Matrix Organizations, Choice of Organizations, Organizational Culture, Staffing and related issues
- Project Monitoring and Control – Setting a Baseline, Monitoring and Controlling Time Performance, Indices to Monitor Progress, Forecasting Final Project Cost

Case study

(4 Hours)

UNIT IV Project Financing

- Financing of the Project – Capital Structure, Menu of Financing, Internal Accruals, Equity Capital, Preference Capitals, Debentures, Term Loans, Working Capital Advances

- Venture Capital and Private Equity – Venture Capital Investor, VC & PE comparison, The VC investment appraisal
- **UNIT V Project Audit – Closure and Review**
- Project Audit – When to audit, How to audit, Who should audit, The Audit Report, Project Closure, (3Hours)
- Project Closure Process, Performance Evaluation
- Project Review and Related Aspects
- Submission of project report

Text Books:

1. Khanna R B. (2011). Project Management. PHI Learning Pvt. Ltd. New Delhi.
2. Chandra Prasanna (2011). Project; Planning, Analysis, Selection, Financing, Implementation, and Review. Tata McGraw Hill Education Pvt. Ltd. New Delhi.

Additional Readings:

1. Maylor Harvey (2012). Project Management. Pearson Education.
2. Desai Vasant, (2011). Project Management. Third Edition. Himalaya Publishing House, New Delhi.
3. Goel,B.B,(2009). Project Management-Principles and Techniques. First Edition. Deep & Deep Publications Pvt Ltd., New Delhi.
4. Singh, Narendra, (2009). Project Management and Control. Fifth Revised Edition. Himalaya Publishing House, New Delhi.
5. Pinto,K.,Jeffrey,(2009). Project Management. Pearson Education.
6. Richardson Gary L. (2011). Project Management Theory and Practice. CRC. Taylor and Francis.
7. Meredith, Mantel (2011). Project Management: A Managerial Approach. Wiley India Edition.
8. Koster Katherin (2010). International Project Management. Sage South Asia Edition.

Course Code:

Course Name: Finance and Investment Skills

Credits Equivalent: 2 Credits (One credit is equivalent to 10 hours of lectures / organized classroom activity / contact hours; 5 hours of laboratory work / practical / field work / Tutorial / teacher-led activity and 15 hours of other workload such as independent individual/ group work; obligatory/ optional work placement; literature survey/ library work; data collection/ field work; writing of papers/ projects/dissertation/thesis; seminars, etc.)

Course Objectives: The course is designed to:

- Enable the students to understand the basics of finance and Investment Skills.
- Enable students to manage their own portfolio and help other to design basic portfolio.
- Provide training and exposure to students about Investment skills and Investment markets.
- Provide experience to deal with savings, tax, risk, liquidity, returns and personal finance.

Attendance Requirement:

Students are expected to attend all lectures in order to be able to fully benefit from the course. A minimum of 75% attendance is a must failing which a student may not be permitted to appear in the examination.

Evaluation Criteria:

Mid Term Examination: 25%

End Term Examination: 50%

Continuous Internal Assessment : 25%

- Practical/ Demo
- Virtual Trading
- Visit to Stock Brokers, Mutual Fund Houses
- Guest Lectures from Experts
- Live Projects/Case Study/ Case Work

Course Contents:

(3 hours)

UNIT - I: Introduction to Financial System

- The Financial System, Nature, Evolution and Structure, The Functions of Financial Intermediaries , Financial Instruments
- The Role of Financial System in Economic Development , The Indian Financial System, Meaning of financial services, Importance of financial services, Types of financial services
- Financial services and economic environment, Players in financial services

(4 hours)

UNIT - II: The Origin and Growth of Banking

- History, The Indian Banking system, Types of banks in India
- Challenges and Trends in Banking, RBI Structure, Role of RBI as a regulator
- Banker and customer, Bank's obligation to customers, Types of accounts and customers
- Banks and technology, Various IT products and services, International banking services

UNIT-III: Insurance Sector

(4 hours)

- Introduction, Definition, Need and importance, Life and non - life insurance
- Principles of Insurance, Kinds of Insurance, Life Insurance, General Insurance
- Rationale for opening up of the Insurance sector to Private Sector
- LIC, GIC, A brief introduction to IRDA Act. Insurance Act, 1938

UNIT - IV: Trading and settlement System in Stock Exchanges

(5 hours)

- Meaning and Functions of Stock exchanges
- Organization of Stock Exchanges in India: Traditional structure, Demutualization, Corporatization of Stock exchanges.
- Listing of Securities: Advantages of listing, listing Procedure
- Clearing and Settlement, Online Trading, Trading at NSE, Trading and Settlement System at BSE
- Over The Counter Exchange of India (OTCEI)

UNIT - V: Mutual funds and Money Market Instruments

(4 hours)

- Mutual Funds, Structure of Mutual Funds, Types of Mutual Funds, Advantages of mutual funds
- Treasury bill , Commercial bill, Commercial paper, Certificate of deposit, REPO/Reverse REPO
- Call money, Notice money , Term money , Credit card , Factoring , Consumer finance

Prescribed Text Books:

1. Sasidharan & Mathews (2011), Security Analysis and Portfolio Management, Tata McGraw Hill, New Delhi.
2. Khan M.Y. (2009), Financial Services, Fifth Edition, Tata McGraw Hill, New Delhi.
3. Siddaiah T. (2011), Financial Services. First Edition, Pearson, New Delhi.

Suggested Additional Readings:

1. Bhole L.M, (2011). Financial Institutions and Markets, Fifth Edition, Tata McGraw Hill, New Delhi.
2. Batra & Bhatia, (2001). Management of Financial Services. Deep & Deep Publication, New Delhi.
3. Ravichandran K. (2011). Merchant Banking and Financial Services. First Edition. Himalaya Publishing House, New Delhi.
4. Rose & Hudgins, (2010). Bank Management and Financial Services. Seventh Edition. Tata McGraw Hill, New Delhi.
5. Gupta, Aggrawal & Neeti, (2007). Financial Institutes & Markets. Kalyani Publication, New Delhi.
6. Khan M.Y. (2009) Indian Financial System, Sixth Edition, Tata McGraw Hill, New Delhi.
7. Pathak (2007) India Financial System, Second edition, Pearson, New Delhi.
8. Tripathy (2010). Financial Services. Fourth Edition, PHI Learning, New Delhi.
9. Gordon & Natarajan,(2010), Financial Markets and Services. Sixth Edition, Himalaya Publishing House, New Delhi.
10. Pathak (2011). The Indian Financial System. Third Edition. Pearson, New Delhi.

Employability Skills

Course Code: HRM 416

Course Name: Employability Skills

Credits Equivalent: 2 Credits (One credit is equivalent to 10 hours of lectures / organised classroom activity / contact hours; 5 hours of laboratory work / practical / field work / Tutorial / teacher-led activity and 15 hours of other workload such as independent individual/ group work; obligatory/ optional work placement; literature survey/ library work; data collection/ field work; writing of papers/ projects/dissertation/thesis; seminars, etc.)

Course Objectives: The course is designed to make the students knowledgeable about the various skills and competencies that will help them to achieve their potential and help them in improving their employability prospects.

Attendance Requirements:

Students are expected to attend all lectures in order to be able to fully benefit from the course. A minimum of 75% attendance is a must failing which a student may not be permitted to appear in examination.

Evaluation Criteria:

Mid Term Examination: 25%

End Term Examination: 50%

Continuous Internal Assessment: 25%

- Attendance and Class Participation: 10%
- Presentation: 15%

Course Contents

4 Hours

UNIT I

- Employability skills
- Components of employability
- Models of employability

4 Hours

UNIT II

- Skills and Competencies
- Assertiveness
- Reading Skills

4 Hours

UNIT III

- Self Management
- Self Awareness
- Self Evaluation

UNIT IV

- Creativity
- Methods of Enhancing Creativity
- Innovations and Innovative Process

4 Hours

UNIT V

- Negotiation skills
- Power and Politics

4 Hours

Prescribed Text Books:

1. Gravells , Ann (2010) Delivering Employability Skills in the Lifelong Learning Sector: Further Education and Skills, Learning Matters Ltd., UK.

Suggested Additional Readings:

1. Rao , M.S. (2010). Soft Skills: Enhancing Employability: Connecting Campus with Corporate, I. K. International Pvt Ltd, New Delhi
2. Ricketts C. and Ricketts J. (2010). Leadership: Personal Development and Career Success, Cengage Learning, USA
3. Vishnu, P (2012). A Handbook on Employability Skills: Soft Skills for Students and Job Aspirants, Lap Lambert Academic Publishing GmbH KG.
4. Hager P. and Holland, S. (2007) Graduate Attributes, Learning and Employability Volume 6 of Lifelong Learning Book Series, Springer, The Netherlands
5. Hind, D. W. G. and Moss, S. (2005). Employability Skills, Business Education Publishers Limited,

Self Management and Development

Course Code: CSR 405

Course Name: Self Management and Development

Credits Equivalent: 2 Credits (One credit is equivalent to 10 hours of lectures / organized classroom activity / contact hours; 5 hours of laboratory work / practical / field work / Tutorial / teacher-led activity and 15 hours of other workload such as independent individual/ group work; obligatory/ optional work placement; literature survey/ library work; data collection/ field work; writing of papers/ projects/dissertation/thesis; seminars, etc.

Course Objectives: The course is designed to:

- Familiarize students to the importance of self management and development.
- To understand various approaches of self management and development.
- This course gives students an understanding of the concepts and tools needed for understanding and working on the "Self". It is useful for harnessing the immense powers hidden "with in" the self and these are the secret tools for self-change. The powers again emerge in the self as it withdraws from body consciousness activity and attitudes.

Attendance Requirement:

Students are expected to attend all lectures in order to be able to fully benefit from the course. A minimum of 75% attendance is a must failing which a student may not be permitted to appear in the examination.

Evaluation Criteria:

Mid Term Examination: 25%

End Term Examination: 50%

Continuous Internal Assessment: 25%

- Attendance: 5%
- Class Participation: 5%
- Library Assignment: 5%
- Presentation: 5%
- Quiz/Role Play/ Any other activity

Course Content

UNIT I: Understanding Self Management

- Self Management and Self Evaluation
- Self Discipline
- Self Awareness, Identifying one's strengths and weaknesses
- Planning & Goal setting • Managing self – emotions, ego, pride.

UNIT II: Developing Soft Skills

- Developing Positive Attitude
- Team building and Teamwork
- Time Management
- Stress Management

UNIT III: Understanding Self Development

- Concept of Self Development, Personal Development

- Theories of Self Development: Cooley's Theory, Mead's Theory, Freud's Theory

UNIT IV: Art of Communication

- Definition and Process
- Formal and Informal communication
- Barriers to communication
- Art of listening, reading and writing

UNIT V: Career Management Process and Development

- Process of career management
- Career Path and Development
- Career development interventions
- Contemporary issues in career management: work- family conflict, career management and quality of life

Text Books:

1. Onkar, R.M., 2008, Personality Development and Career Management, Third Revised Edition 2011, S.Chand, New Delhi
2. Dr. Alex, K., 2009, SoftSkills, Second Revised Edition 2011, S. Chand, New Delhi
3. Greenhaus, J.; Callanan, G.; Godshalk, V. "Career Management" Sage Publication, Fourth Edition

Additional Readings:

1. Pande, S.; Basak, S. "Human Resource Management" Text and Cases. Pearson's Publication.
2. Mankin, D. 2009 "Human Resource Development" Oxford University Press.
3. Covey R. Stephen, 2004, The 7 Habits of Highly Effective People: Powerful Lessons in Personal Change, Free Press

Personal Selling and Salesmanship (Skill Development)

Course Code: MSC 412

Course Name: Personal Selling and Salesmanship (Skill Development)

Credits Equivalent: 2 Credits (One credit is equivalent to 10 hours of lectures / organized classroom activity / contact hours; 5 hours of laboratory work / practical / field work / Tutorial / teacher-led activity and 15 hours of other workload such as independent individual/ group work; obligatory/ optional work placement; literature survey/ library work; data collection/ field work; writing of papers/ projects/dissertation/thesis; seminars, etc.)

Course Objectives: The course is designed to:

- Enable the students to understand the complexities and process of effective selling.
- Enable students to manage the sales and sales force functions.
- Provide training to students about selling techniques and skills
- Provide experience to handle the real time situations

Attendance Requirement:

Students are expected to attend all lectures in order to be able to fully benefit from the course. A minimum of 75% attendance is a must failing which a student may not be permitted to appear in the examination.

Evaluation Criteria:

Mid Term Examination: 25%

End Term Examination: 50%

Continuous Internal Assessment : 25%

e. Class participation = 5%

(Note: Below 75%=0, 75-80%=1, Above 80- 85%=2, Above 85-90%=3, Above 90-95%=4, Above 95%=5)

f. Assignment/Presentation/ Surprise Test = 5%

g. Skill Demonstration = 15%

Course Contents:

UNIT - I: Role of Selling In Marketing

(06 Hours)

- Fundamentals of Marketing
- Role of Selling
- An effective marketer
- An Effective Marketing Mix
- Consumer Behaviour: Retail Vs. Organizational

UNIT - II: Personal Selling and Salesmanship

(06 Hours)

- Understanding personal selling and Theories of Selling
- Success factors of Professional Salespeople
- Modern Selling/ Changing Role of a Sales Force
- Sales Preparation and Process

UNIT - III: Selling Goods

(06 Hours)

- Understanding the concept of Product
- Practical/Demonstration: Selling Consumable goods
- Practical/Demonstration: Selling Durable goods
- Field Selling

UNIT - IV: Selling Services

(06 Hours)

- Complexities with Service selling
- Practical/Demonstration: Selling Services

UNIT - V: Managing Relations with Customers

(06 Hours)

- Basics of Relationship
- Key Concepts
- Practical Demonstration: Relationship Selling and Service Recovery

Prescribed Text Books:

- 1) Kotler Philip; Keller Kevin Lane; Koshy Abraham & Jha Mithileswar (2009), Marketing Management: A South Asian Perspective, 13th Edition, Pearson Education, New Delhi.
- 2) Havaladar Krishna and Cavale Vasant (2011), Sales and Distribution Management, Tata McGraw Hill Education.
- 3) Still, Cundiff and Govoni (2011), Sales Management (Decision, Strategy and Cases), Pearson Education, India.

Leadership Development

Course Code: CSR 408

Course Name: Leadership Development

Credits Equivalent: 2 Credits (One credit is equivalent to 10 hours of lectures / organized classroom activity / contact hours; 5 hours of laboratory work / practical / field work / Tutorial / teacher-led activity and 15 hours of other workload such as independent individual/ group work; obligatory/ optional work placement; literature survey/ library work; data collection/ field work; writing of papers/ projects/dissertation/thesis; seminars, etc.)

Course Objectives: The course is designed:

1. To grasp the required skills of a leader who aspire to assume leadership roles in organizations.
2. To understand the cognitive, emotional, social, cultural, spiritual, moral and behavioral aspects of leadership.

Attendance Requirement:

Students are expected to attend all lectures in order to be able to fully benefit from the course. A minimum of 75% attendance is a must failing which a student may not be permitted to appear in examination.

Evaluation Criteria:

Mid Term Examination: 25

End Term Examination: 50

Continuous Internal Assessment : 25

- Attendance- 10
- Class Participation- 5
- Quiz-5
- Presentation: 5

Course Contents:

UNIT I: INTRODUCTION TO LEADERSHIP

- Introduction to Leadership
- Leadership Myths
- The Interactional Framework for Leadership
- A-O-R Model of Leader Development

(4 Hours)

(4 Hours)

UNIT II: LEADERSHIP APPROACHES

- Trait Approach
- Behavioral Approach
- Contingency Approach
- Contemporary Approach

(4 Hours)

UNIT III: SKILLS FOR DEVELOPING YOURSELF AS A LEADER

- Learning from Experience

- Building Technical Competence
- Building Effective Relationship with Superiors and Peers
- Development Planning
- Building Credibility and Influencing Others

UNIT IV: SKILLS FOR DEVELOPING OTHERS

- Setting Goals
- Providing Constructive Feedback
- Building High Performance Teams
- Delegating and Coaching

(4 Hours)

UNIT V: SKILLS TO DEAL WITH SITUATIONS

- Leadership and Change
- Skills for Optimizing Leadership as Situations Change
- Managing Conflict and Negotiation
- Leadership Ethics and Values

(4 Hours)

Prescribed Text Books:

1. Hughes, Ginnett and Curphy. 2013. Leadership- enhancing the lessons of experience. 7e, Indian Edition. McGraw Hill, New Delhi.

Suggested Additional Readings:

4. All India Management Association. 2012. Leaders on Leadership: Insights from Corporate India. Sage Publications India Pvt. Ltd, New Delhi.
1. Gill, Roger. 2012. Theory and Practice of Leadership, Second Edition, Sage Publications Pvt. Lt New Delhi.
2. Owen, Jo. 2012. The Leadership Skills Handbook. Second Edition. KoganPage, New Delhi. India
3. The Maxwell, John C. 2005. The 360⁰ Leader: Pearson, New Delhi, India.
4. Alex, K. 2009. Soft Skills: Know Yourself & Know the World. S. Chand & Company Ltd. New Delhi.
5. Mohan, A. Chandra. 2013. Leadership and Management: Text, Cases and Exercises), Himal Publishing House, Mumbai.
6. Rowe, W. Glenn and Guerrero, Laura. 2013. Cases in Leadership, Third Edition, S Publications India Pvt. Ltd, New Delhi.
7. Vijayaragavan, G. 2014. High Performance Leadership: Text, Cases, Games & Practical Tools High Performance Managers, Himalaya Publishing House, Mumbai.

Industrial Psychology

Course Code: HRM 512

Course Name: Industrial Psychology

Credits Equivalent: 2 Credits (One credit is equivalent to 10 hours of lectures / organized classroom ac contact hours; 5 hours of laboratory work / practical / field work / Tutorial / teacher-led activity and 15 h other workload such as independent individual/ group work; obligatory/ optional work placement; lit survey/ library work; data collection/ field work; writing of papers/ projects/dissertation/thesis; seminars

Course Objectives: The course is designed to:

School of Business and Management Studies
TAB Shahpur, Kangra, HP, 176206

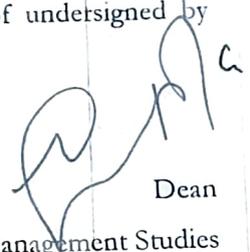
Notice

Date: August 1, 2017

It is for the information of all the students that School of Business and Management Studies, is starting following value-added courses (VAC) during the Monsoon Session-2017;

- CSR 405 Self Management and Development
- CSR 401 Human Values and Ethics
- AFA 502 Project Management

The interested Students are requested to submitted their name in the office of undersigned by August 15, 2017 5.00 PM.



Dean
School of Business and Management Studies



Central University of Himachal Pradesh
HPKV Business School
School of Commerce and Management Studies
Dhauladhar-II, Dharamshala, Kangra, HP, 176215

No:.....

Date: August 3, 2019

Notice

It is for the information of all the students that the Department of HPKV Business School, School of Commerce and Management Studies, is starting following value-added courses (VAC) during the Monsoon Session-2019:

1. MGT 375 Motivation skills and Self-management

The interested Students are requested to submitted their name in the office of undersigned by August 9, 2019 5.00 PM

Head

HPKV Business School



Central University of Himachal Pradesh
HPKV Business School
School of Commerce and Management Studies
Dhauladhar-II, Dharamshala, Kangra, HP, 176215

No:.....

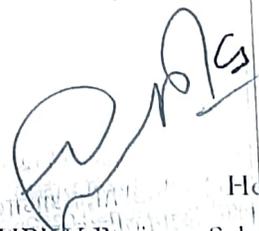
Date: August 3, 2020

Notice

It is for the information of all the students that the Department of HPKV Business School, School of Commerce and Management Studies, is starting following value-added courses (VAC) during the Monsoon Session-2020:

1. AFA 544 Finance and investment skills
2. HRM 416 Employability skills
3. AFA 502 Project Management
4. MGT506 Personality Development and Career Management

The interested Students are requested to submitted their name through email info.mgt@hpcu.ac.in by August 14, 2020 5.00 PM


Head
HPKV Business School
Himachal Pradesh
Dhauladhar-II, Dharamshala, Kangra, HP, 176215



Central University of Himachal Pradesh
HPKV Business School
School of Commerce and Management Studies

Dhauladhar-II, Dharamshala, Kangra, HP, 176215

<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax : 01892-229331



No:.....

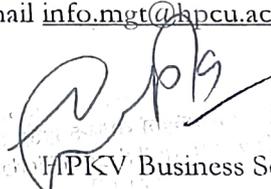
Date: August 6, 2021

Notice

It is for the information of all the students that the Department of HPKV Business School, School of Commerce and Management Studies, is starting following value-added courses (VAC) during the Monsoon Session-2021

1. MGT 508 Intellectual Property Rights
2. MGT 101 Foundation skills in IT
3. MGT107 Quantitative Analysis for Management
4. MGT 120 Employability skills
5. MGT 122 Soft skills in Management
6. MGT204 Emerging Trends in Management
7. MGT 402 Comprehensive Viva Voce
8. MGT 410 Dissertation (PG)
9. MGT 498 On-the-job training
10. MGT 501 Leadership Development
11. MGT 502 Self Management and Development
12. MGT 503 Managing Innovation, Incubation and Creativity
13. MGT 504 Human values and ethics
14. MGT 505 Finance and Investment skills
15. MGT 507 Counseling skills
16. MGT 509 Interpersonal Effectiveness

The interested Students are requested to submitted their name through email info.mgt@hpcu.ac.in by August 13, 2021 (11.30PM).


Head
HPKV Business School



Central University of Himachal Pradesh
[Established under the Central Universities Act 2009]
Dharamshala, District Kangra - 176215 (HP)
www.cuhimachal.ac.in

Dated: 30 August 2022

NOTICE

This is for the information of the students of MBA, that **Makeintern** (An Internship provider and Previously Associated partner of E-Cell IIM Calcutta/Bengaluru /Indore) is conducting the 10th Edition of the **International Business Plan Championship** this year in collaboration with IIM. The International Business Plan Championship is divided into two rounds to help the students in upgrading their skills at first and then selecting the best for the next round.

Interested students are advised to email their details (Name and enrolment number) to chamankashyap1983@hpcu.ac.in.


30/8/22
Director

Centre for Entrepreneurship and Innovation

Copy to -

1. DEO, SCMS for circulation to all the students of MBA
2. Dean, School of Commerce and Management Studies.


30/8/22
Director

Centre for Entrepreneurship and Innovation



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वाणिज्य एवं प्रबंधन अध्ययन स्कूल
धौलाधार परिसर-II, धर्मशाला, ज़िला काँगड़ा, हि.प्र.- 176215



NOTICE

All the Students are required to submit their internship certificate latest by 2nd September,2022. in the office of HPKVBBS . You all have to submit the final training report printed as per the guidelines shared earlier in the Training manual by 30 September,2022.


HoD

School of Business & Management Studies



Central University of Himachal Pradesh
(ESTABLISHED UNDER CENTRAL UNIVERSITIES ACT 2009)
Dharamshala, Himachal Pradesh-176215

Dated: 22 June, 2022

NOTICE

This is for the information of all the Ph.D. Supervisors that as per clause 9.9 of the Ordinance no. 42, during the presentation of the research synopsis and review/ monitoring of the research progress of the candidate, the concerned supervisor shall act as the convener of the committee under the overall chairmanship of the head of the department. The concerned supervisor shall also prepare and submit the report of the progress review meeting of each Research Degree Student.

Head of the Department
HPKV Business School
School of Commerce and Management studies



हिमाचल प्रदेश केंद्रीय विश्वविद्यालय
Central University of Himachal Pradesh

हिमाचल प्रदेश केन्द्रीय विश्वविद्यालय बिज़नेस स्कूल
वाणिज्य एवं प्रबंधन अध्ययन स्कूल
धौलाधार परिसर-II, धर्मशाला, जिला कांगड़ा, हि.प्र. - 176215



आज़ादी का
अमृत महोत्सव

Date: August 1, 2022

Notice

In reference to SOP's with respect to Independence Day Celebration a Panel Discussion of RD Scholars of Management will be held on 4th August, 2022 (11.00 am) virtually . In this regard Online meeting of RD Scholars with HoD and Faculty Co-ordinator , Dr. Manpreet Arora will be held today at 3.00 P.M. Link will be circulated through wats app group.


Head

HPKV Business School 1/8/22



हिमाचल प्रदेश केंद्रीय विश्वविद्यालय
Central University of Himachal Pradesh

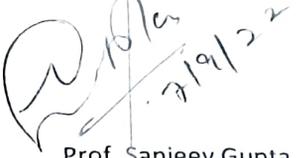
हिमाचल प्रदेश केंद्रीय विश्वविद्यालय बिजनेस स्कूल
वाणिज्य एवं पबंधन अध्ययन स्कूल
धौलाधार परिसर-II, धर्मशाला, जिला काँगड़ा, हि.प्र. - 176215



Date: 07.09.2022

Notice

All the Students of MBA-3rd Semester are required to come at 9:30 am and attend the ongoing presentations of on the job training .


Prof. Sanjeev Gupta,

Co-ordinator(Training Evaluation Committee)

File No. HPKVBS/5-22/CUMP/2019/2084

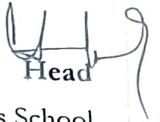
Date: 16.09.2022

Notice

All the students of MBA 3rd Semester are required to come in formal dress on September 20th, 2022 at 10.30 AM for the on the job Training Review and Feedback Session. The session would be conducted in Seminar Hall, Dhauladhar Parisar-II, and Dharamshala. It is mandatory for all the students to attend the session.

Cc to:

1. Dean, SoCMS
2. Guard File


Head

HPKV Business School

16/9/2022


Head

Notice

It is for the information to all the students of MBA 3rd Semester that there will an online expert lecture on "*Strategic Performance Measurement systems*" by Dr. Babee Gupta, Director (MBA Department) at City University College of Ajman (United Arab Emirates) on September 22nd, 2022 at 11.45 AM. The session would be conducted in Seminar Hall & CR-5, Dhauladhar Parisar-II, and Dharamshala.

It is mandatory for all the students to attend the session.



Head

HPKV Business School

19/9/22

Cc to:

1. Dean, SoCMS
2. Guard File



Head

19/9/22



हिमाचल प्रदेश केंद्रीय विश्वविद्यालय
Central University of Himachal Pradesh

हिमाचल प्रदेश केंद्रीय विश्वविद्यालय किला रोड, सफला
सोलाहवाली, जिला कांगड़ा, हिमाचल प्रदेश - 176215

F.No.: HPKVBS/5-22 /CUHP/2019/ 2113

Dated: 26.09.2022

Notice

Entrepreneurship Club HPKV Business School is organising a live session on the topic, "Start – up Tips " at Central University of Himachal Pradesh on 26.09.2022 at 11.15 am through Google meet plat form

Google meet link to join: <https://meet.google.com/cey-ndpj-rpx>

Mr. Pankaj Thakur, Founder & Chairman, Nemo Health Care, will share his experience & Journey of Nemo Health care with the students of MBA

You all are cordially invited to attend the same.

HSD
HPKVBS

24/9/22

Central University of Himachal Pradesh
School of Commerce and Management Studies
HPKV Business School

17ha-udhhar 11, Dharamshala, Kangra, HP, 176211
<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax: 01892 229331



File No. *HPKVBS/5-22/CURR/2019/2129-2131*

Date *26.09.2022*

Notice

It is for the information to all the research supervisors that the meeting of Research Degree Committee (RDC) of the HPKV Business School, SoCMS will be held in the second week of October, 2022. In this regard if any research supervisor want to place any item before the meeting regarding their Research Degree students, may submit the same in the office by September 30, 2022.

[Signature]
Head

HPKV Business School *26/9*

Cc to:

1. Dean, SoCMS
2. All research supervisors
3. Guard File

[Signature]
Head

HPKV Business School *26*



हिमाचल प्रदेश केंद्रीय विश्वविद्यालय

हिमाचल प्रदेश केंद्रीय विश्वविद्यालय बिज़नेस स्कूल
राष्ट्रीय एवं प्रबंधन अध्यापन स्कूल
पोलाधार परिसर-II, चर्मथाला, जिला कांगड़ा, हि.प्र. - 176215



F.No HPKVBS/CUHP/5-22/CUHP/2019/2152

Dated : - 11.10.2022

Notice

Its for the information to all the Faculty member that a meeting of the Department is scheduled tomorrow at 10:00 am in the committee room to discuss following; issue,

1. Syllabus
2. IQAC
3. News Letter
4. Training Placement
5. Research Journal
6. Management for International conference


HoD
HPKVBusiness School

11/10/22

Central University of Himachal Pradesh
School of Commerce and Management Studies
HPKV Business School

Dhandadhar II, Dharamshala, Kangra, HP, 176218
<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax : 01892-229331



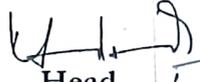
File No. *HPKVBS/S-25/CUMS/2019/2165*

Date: *19.10.2022*

Notice

It is for the information to all the MBA students that;

1. The regular training session on group discussion, mock interviews, and aptitude test as well as club activities will be conducted on every Friday w.e.f November 4, 2022. No leave will be entertained during these sessions.
2. It is mandatory to wear **proper dress code** in the campus except on Wednesday. No student will be allowed to sit in the classes without dress code.
3. Join at least two clubs notified by the department and submit the information in the office.
4. Submit your training reports by November 11, 2022.
5. The presentation on your Research Proposal will start in the last week of November, 2022.
6. The Industrial Visit will be scheduled after end term examination.



Head

HPKV Business School

19/10/22

Cc to:

1. Dean, SoCMS
2. All the faculty mentors
3. Guard File



Head

HPKV Business School

19/10/22

1

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File No. HPKVBS/5-22/CUMS/2019/2170

Date: 21.10.2022

Notification

In addition to the previous committee, following sub committees have also been constituted to complete the MBA admission process 2022-23;

1. Students Grievance Redressal

- a. Prof. Mohinder Singh (Convener)
- b. Dr. Chaman Lal
- c. Dr. Bhawana Bhardwaj

2. Document Verification

- a. Forms 01 to 35 : Prof. Mohinder Singh, Dr. Gitanjali Upadhaya & Dr. Sarvesh
- b. Forms 36 to 70 : Prof. Sanjeev Gupta, Dr. Bhawana Bhardwaj & Dr. Aditi Sharma
- c. Forms 70 and above : Prof. Dipankar Sharma, Dr. Manpreet Arora & Dr. Chaman

3. Students Orientation

- a. Dr. Manpreet Arora (Convener)
- b. Dr. Sarvesh Kumar
- c. Dr. Rita Devi

Copy to:

1. Dean, SoCMS
2. All the faculty mentors
3. Guard File


Head
HPKV Business School


Head
HPKV Business School



Central University of Himachal Pradesh

(Established under Central Universities Act 2009)

PO Box: 21, Dharamshala, District Kangra, Himachal Pradesh-176215



f.No: HPKVBS/5-22/CUHP/2019/2172

Date - 1.11.2022

This is for the information of all students and faculty members that there will be a guest lecture tomorrow i.e. Wednesday, 2nd November 2022 at 11:30 AM. The students should be seated in CR5 by 11.20 AM and must be in business formals. Only those students who attend the lecture will be allowed to sit in campus placements with futurebridge Consulting.


1/11/22
HOD, HPKV Business School

CC to-

All MBA students

All faculty members

Notice Board



Central University Of Himachal Pradesh

School Of Commerce and Management Studies

HPKV Business School

Dhauladhar-II, Dharamshala, Kangra – 176215(HP)

www.cuhimachal.ac.in

HPKVBS / 5-22 / CUHP / 2022 / 2134

Notice

Dated: 10.11.2022

This information is for all the students of MBA 3rd Semester (2021-23 Batch) that Leadership Club, HPKVBS is going to organize a group discussion on 11th Nov. 2022 from 12:30 pm to 1:30 p.m. The Group Discussion will be organized as per the following plan:

Groups	Moderators	Roll Numbers	Timings	Room
Group A	Prof. Dipanker Sharma Prof. Sanjeev Gupta Ms. Anu Sohal (RD Scholar)	CUHP21MBA01 to CUHP21MBA16	12:30 pm to 1:00 pm	Seminar Hall
Group B	Dr. Bhawna Bhardwaj Dr. Aditi Sharma Ms. Mridul (RD Scholar)	CUHP21MBA17 to CUHP21MBA29	12:30 pm to 1:00 pm	CR-3
Group C	Dr. Chaman Lal Dr. Sarvesh Kumar Ms Tanya (RD Scholar)	CUHP21MBA30 to CUHP21MBA42	12:30 pm to 1:00 pm	CR- 4
Group D	Dr. Manpreet Arora Dr. Rita Devi Ms. Monika (RD Scholar)	CUHP21MBA43 to CUHP21MBA54	12:30 pm to 1:00 pm	CR-5
Group E	Prof. Dipankar Sharma Prof. Sanjeev Gupta Ms. Anu Sohal (RD Scholar)	CUHP21MBA55 to CUHP21MBA68	1:00 pm to 1:30 pm	Seminar Hall
Group F	Dr. Bhawna Bhardwaj Dr. Aditi Sharma Ms. Mridul (RD Scholar)	CUHP21MBA69 to CUHP21MBA80	1:00 pm to 1:30 pm	CR-3
Group G	Dr. Chaman Lal Dr. Sarvesh Kumar Ms. Tanya (RD Scholar)	CUHP21MBA81 to CUHP21MBA91	1:00 pm to 1:30 pm	CR- 4
Group H	Dr. Manpreet Arora Dr. Rita Devi Ms. Monika (RD Scholar)	CUHP21MBA93 to CUHP21MBA103	1:00 pm to 1:30 pm	CR-5

Coordinators:


10/11/22
Dr. Gitanjali Upadhaya
Ms. Pratibha (RD Scholar)
Ms. Tanvi (RD Scholar)


HOD, HPKVBS 10/11/2022

Notice

The physical verification of original documents of the newly admitted candidates in MBA (batch 2022-23) will be held on 7th November, 2022 (9.30 am) at Dauladhar Parisar -II, Central University of Himachal Pradesh (situated in the campus of Govt. Sr. Sec. School for Boys), Dharamshala, Kangra, HP. All the candidates have to present in the campus along with their original documents as per detail below;

(a) Original Documents to be shown to the Admission Committee and one self-attested copy of each document to be submitted:

- i. Mark sheets of Matriculation and 10+2 and Graduation.
- ii. Category Certificate if applicable (OBC certificate should have not been issued later than six months).
- iii. Kashmiri Migrant Certificate, if applicable.
- iv. Persons with Disabilities Certificate, if applicable.
- v. EWS Certificate, if applicable.

(b) Original Documents to be submitted:

- i. Migration Certificate
- ii. Character Certificate
- iii. Self-declaration by student for intervening period/ over a gap of three years, if applicable
- iv. Employer's no objection certificate, if applicable
- v. Two Passport size photographs.
- vi. Aadhaar Card

The course registration and orientation programme will also take place on the same day after documents verification.


Head

HPKV Business School 4/11/

Central University of Himachal Pradesh
HPKV Business School
School of Commerce and Management Studies



Dhauladhar-II, Dharamshala, Kangra, HP, 176215

<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax : 01892-229331

Date: 24.11.2022

File No HPKVBS/5-22/CUH/P/2019/2202

Notice

The entire faculty is directed to submit the attendance record till November 30, 2022 of MBA-III as per the annexure-I before December 5, 2022. In case student has shortage of attendance please provide the written warning or letter given to him if any.

Head
HPKV Business School

24/11/2022

Copy to:

1. Dean (Academic), Central University of Himachal Pradesh
2. Dean, School of Commerce and Management Studies
3. Faculty Member, HPKV Business School
4. Guard File

Head
HPKV Business School

24/11/2022

Central University of Himachal Pradesh

HPKV Business School

School of Commerce and Management Studies

Dhauladhar-II, Dharamshala, Kangra, IIP, 176215

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File No. HPKVBS/5-22/CUHP/2019/2230

Date: ...12.12.2022

Notice

The presentation of Research Proposals of MBA-III Semester students will be held on January 2, 2022 from 9.30 AM onward. Students have to submit the copy of their research proposal duly forwarded by the mentor in the office by December 29, 2022.

Head

HPKV Business School



Central University of Himachal Pradesh

HPKV Business School

School of Commerce and Management Studies

Dhauladhar-II, Dharamshala, Kangra, HP, 176215

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File No. HPKVBS/5-22/CUHP/2231

Date: 12.12.2022

Notice

There will be a session on "Writing Business Research Proposal" for MBA-III Semester students by Prof. Pradeep Nair, Professor & Head, Department of Journalism & Mass Communication, on December 13, 2022 at 11.30 ^{AM} ~~PM~~ to 1.30 PM.

It is mandatory to MBA-III semester students to attend this session for the course MGT 591- Business Research Proposal.


Head

HPKV Business School

9/12/22



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HPKV Business School
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Dhauladhar-II, Dharamshala, Kangra, HP, 176215
<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax : 01892-229331

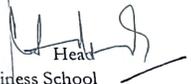


File No. HPKVBS/S-22/CUM/2019/332

Date: ..12..12..2022..

Notice

There will be a photography session for MBA-III semester students on December 14th, 2022 at 11.30 AM. It is mandatory to MBA-III semester students to attend this session for placement brochure.


Head

HPKV Business School



Central University of Himachal Pradesh
HPKV Business School
School of Commerce and Management Studies

Dhauladhar-II, Dharamshala, Kangra, HP, 176215
<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax : 01892-229331



File No. HPKVBS/S 22/CUHP/2231

Date: 12.12.2022

Notice

There will be a session on "Writing Business Research Proposal" for MBA-III Semester students by Prof. Pradeep Nair, Professor & Head, Department of Journalism & Mass Communication, on December 13, 2022 at 11.30 ^{AM} ~~PM~~ to 1.30 PM.

It is mandatory to MBA-III semester students to attend this session for the course MGT 591- Business Research Proposal.


Head

HPKV Business School

9/12/



हिमाचल प्रदेश केंद्रीय विश्वविद्यालय
Central University of Himachal Pradesh

हिमाचल प्रदेश केंद्रीय विश्वविद्यालय वि. सं. सं. सं. सं.
कॉलेज एंड प्रबंधन अध्ययन सं. सं.
गोलाघर परिसर II, धर्मशाला, जिला कांगड़ा, हि. प्र. 176213

File No:- HPKVBS/5-22/CUHP/2019/2246

Dated :- 16.12.2022

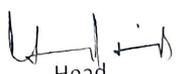
Notice

The Students of the HPKV Business School who have attendance in the 3rd Semester Moonsoon Semester, (2021-2023) are listed below with their attendance percentage.

S.N	Roll No	Name -	MGT-351	MGT 359	MGT 368	MGT-405	MGT 414	MGT 595
1	CUHP21MBA01	Abhilash Sharma						65%
2	CUHP21MBA02	Abhinav Choudhary						65%
5	CUHP21MBA05	ABINASH KUMAR						65%
6	CUHP21MBA06	AKASH GARG					70%	65%
7	CUHP21MBA07	Akhil Sharma						65%
8	CUHP21MBA08	Akshay Kumar						65%
9	CUHP21MBA11	anchal heena						65%
10	CUHP21MBA12	Ankit					74%	65%
11	CUHP21MBA13	Ankit Kashyap						65%
12	CUHP21MBA14	Ankit Sharma						65%
13	CUHP21MBA15	ANKITA CHOUDHARY						65%
14	CUHP21MBA17	ANMOL						65%
15	CUHP21MBA18	anshul sharma		67%				65%
16	CUHP21MBA19	Anubhav Thakur						65%
17	CUHP21MBA20	arti Kapoor						65%
18	CUHP21MBA21	Arvind Thakur						65%
19	CUHP21MBA23	ATIKSHA CHOUDHARY						65%
20	CUHP21MBA24	BHARAT KUMAR					67%	65%
21	CUHP21MBA25	Deepak Kumar						65%
22	CUHP21MBA27	DIKSHA PATHANIA		0%	38.09%			65%
23	CUHP21MBA28	DIKSHANT RANA				30%		65%
24	CUHP21MBA29	Dipti				74%		65%
25	CUHP21MBA30	DIVYAM SOOD				74%		65%
26	CUHP21MBA31	Gitika Pirta				74%		65%
27	CUHP21MBA33	Kanchan						65%

- Questions
- 9. Explain Attitude. Explain the factors affecting formation of Attitude. Explain the 4 components model of Attitude.
 - 10. Discuss Big Five model of Personality and its application in organization.
 - 11. Explain Tuckman's five steps model of Group Formation.
 - 12. Write a note on Herzberg's two factor theory of motivation and discuss the work environment in more detail.

CUHP21MBA41	KARTIK DODGA								
CUHP21MBA45	KUMARI								65%
CUHP21MBA49	Meghna Sharma								65%
CUHP21MBA40	Mohammad Acaid							71%	
CUHP21MBA42	Munal						74%		
CUHP21MBA44	Haveen Kumar		67%						
CUHP21MBA45	HAVJOT SINGH								65%
CUHP21MBA47	Neha								67%
CUHP21MBA48	Neha Kumari								65%
CUHP21MBA49	DEEPAJI								65%
CUHP21MBA50	Nikita Chaudhary							74%	
CUHP21MBA51	Niral Kumar								65%
CUHP21MBA52	Nirmal Singh								66.70%
CUHP21MBA53	Nishant Choudhary								69.2
CUHP21MBA54	Nishchay Dhanak								66.7
CUHP21MBA55	parshant								66.7
CUHP21MBA56	Pranshu Bhardwaj								66.7
CUHP21MBA59	Prince Kumar								66.70%
CUHP21MBA60	RAHUL								66.7
CUHP21MBA62	rakesh kumar								69.2
CUHP21MBA63	Rishav Bhuria								66.7
CUHP21MBA64	Rishabh Bhatla								66.7
CUHP21MBA66	Rohit Kumar							63%	64.1
CUHP21MBA68	SACHIN HIRA								66.7
CUHP21MBA69	Sahil								66.7
CUHP21MBA70	Sahil Bhardwaj	71%							66.7
CUHP21MBA71	Sahil Dhiman	71%							64.1
CUHP21MBA74	SATYAM PARMAR							63%	
CUHP21MBA80	Shivansh Dhiman						72%		
CUHP21MBA82	Srijan Sharma							70%	66.70%
CUHP21MBA89	VISHANT KUMAR								66.70%
CUHP21MBA90	ANSHUL PATHANIA								66.70%
CUHP21MBA91	Ashima Katoch								
CUHP21MBA93	Jasmine								
CUHP21MBA94	Nitin sharma							74%	
CUHP21MBA95	Rajat Kumar								66.70%


 Head
 HPKV Business Study

Central University of Himachal Pradesh
HPKV Business School
School of Commerce and Management Studies

Dissemination II, Dharamshala, Kangra, HP, 176201
<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax: 01902-229331



File No. HPKVBS/5-22/CUHP/2021/2253

Date: 22.12.2022

Notice

There will be a photography session for the photos required for the University Website, Departmental News Letter and Placement Brochure on December 30th, 2022 at 11.00 AM. It is mandatory to all the Faculty, Research Scholars and MBA students (I as well as III Semester students) to be present in the Campus in formal for the photography.


Head
HPKV Business School 22/12/22



हिमाचल प्रदेश केंद्रीय विश्वविद्यालय
Central University of Himachal Pradesh
हिमाचल प्रदेश केंद्रीय विश्वविद्यालय बिज़नेस स्कूल
वाणिज्य एवं प्रबंधन अध्ययन स्कूल
धौलाधार परिसर-II, धर्मशाला, जिला कांगड़ा हि.प्र. 176215



F.No. HPKVBS/5-22/CUHP/2019/

Dated:

NOTICE

All the faculty members of HPKVBS are here by informed that a meeting shall be convened on 27.12.2022 at 2.30 pm under the chairmanship of HoD HPKVBS. The agenda items to be taken in meeting discussion are as follows -

- (1) Time Table for spring Semester. 2023
- (2) A Finalisation of data for IQAC
- (3) NEP related matters
- (4) Preview of Clubs & Committee of the Department

All Faculty members of HPKV Business School are requested to attend the same


Head
HPKV Business School 27/12/22



Central University of Himachal Pradesh

HPKV Business School

School of Commerce and Management Studies

Dhauladhar-II, Dharamshala, Kangra, HP, 176215

<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax : 01892-229331



File No. *HPKVBS/5-22/CUHP/2019/2264*

Date: *27.12.2022*.....

Advisory Notice

It has been observed by the undersigned that departmental work is hampered due to non compliance by some of the officials of the department to the duties assigned to them. In some cases officials are reacting to the emails sent by the office and sending the copies to many including higher authorities.

As a matter of general rules, this would amount to and constitute misconduct on the part of an official as per university ordinance (Ordinance-14 Clause-17). All are advised not to repeat this in future.

[Signature]

Head 27.12.22

HPKV Business School

Copy to:

1. Dean, School of Commerce and Management Studies

[Signature]

Head 27.12.22



Central University of Himachal Pradesh

HPKV Business School

School of Commerce and Management Studies

Dhauladhar-II, Dharamshala, Kangra, HP, 176215

<http://cuhimachal.ac.in>, Email: hod_hvbs@hpcu.ac.in Fax: 01892-229331



File No *HPKVBS/5-22/CUMSP/2019/2211*

Date: *27.12.2022*.....

Office Order

Prof. Sanjeev Gupta, Professor, Department of HPKV Business School, School of Commerce and Management, has been deputed for the educational tour organised for the MBA and RD students of the department.

Prof. Sanjeev Gupta will be entitled for the TA/DA as per university norms.

This order has been issued with the prior approval of university authorities.

[Signature]
Head

HPKV Business School

27.12.22

Copy to:

1. Dean (Academic), Central University of Himachal Pradesh
2. Dean, School of Commerce and Management Studies
3. Prof. Sanjeev Gupta, Professor, Department of HPKV Business School
4. Finance officer, Central University of Himachal Pradesh
5. Registrar, Central University of Himachal Pradesh
6. PS to HVC for the information to HVC
7. Office file

[Signature]
Head
27/12/22



हिमाचल प्रदेश केन्द्रीय विश्वविद्यालय

हिमाचल प्रदेश केन्द्रीय विश्वविद्यालय विज्ञान संकाय
उच्च शिक्षण एवं प्रबंधन विभाग, धर्मशाला संकाय
धर्मशाला परिसर-1, चंडीगढ़, जिला चंडीगढ़, हि.प्र. 160002

पत्र सं - HPKVBS/5-22/CUMIP/2022-2288

दिनांक 11.01.2023

परिवहन संयोजक
हिमाचल प्रदेश धर्मशाला।

विषय :- HPKVBS का एजुकेशनल टूर (गोआ) छात्रों को चंडीगढ़ तक जाने और वापिस लाने के लिए विश्वविद्यालय बस सुविधा लेने के सम्बन्ध में।

महोदय,

आपसे अनुरोध है कि HPKVBS के छात्र और छात्रांग (34) एजुकेशनल टूर गोवा के लिए जा रहे हैं और फिर चंडीगढ़ में ट्रेन द्वारा जाना है छात्रों को 17 जनवरी, 2023 को धर्मशाला से चंडीगढ़ छोड़ने और 25 जनवरी को चंडीगढ़ से लाने के लिए विश्वविद्यालय बस की सुविधा चाहिए। अतः छात्रों के लिए विश्वविद्यालय की बस उपलब्ध कराने का अनुरोध है।

क्र.सं:-	स्थान	दिनांक	समय
1	धर्मशाला परिसर -1, से चंडीगढ़ रेलवे स्टेशन तक	17.01.2023	9.00 pm
2	चंडीगढ़ रेलवे स्टेशन से धर्मशाला परिसर-1 तक	25.01.2023	2:30. pm



विभागाध्यक्ष

हिमाचल प्रदेश केन्द्रीय विश्वविद्यालय विज्ञान संकाय



Central University of Himachal Pradesh
HPKV Business School
School of Commerce and Management Studies
Dhauladhar-II, Dharamshala, Kangra, HP, 176215
<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax : 01892 229331



File No. *HPKVBS/5-22/CUHP/2244*

Date: *15.12.2022*

Notice

It is for the information to all the RD students that the second meeting of the Research Degree Committee (RDC) of the HPKV Business School, SoCMS will be held in month of February, 2023. In this regard if any RD students want to present his/her synopsis/pre submission presentation/progress report, may submit the same in the office by January 3, 2023.

Pre synopsis presentations will start in the second week of January, 2023.

Cc to:

1. Dean, SoCMS
2. All research supervisors
3. Director Research, CUHP
4. Guard File

[Signature]
Head

HPKV Business School

[Signature]
Head

HPKV Business School



Central University of Himachal Pradesh
HPKV Business School
School of Commerce and Management Studies
(Established in 1983)
Website: www.cuhim.ac.in Email: hbs@hbs.cuhim.ac.in Ph: 0197-234444



File No. HBS/2022/15/15/2022

Date 15/1/2022

Notice

It is for the information to all the RD students that the second meeting of the Departmental Research Committee (DRC) of the HPKV Business School, SoCMS will be held in month of February, 2022. In this regard if any RD students want to present his/her synopsis/pre submission presentation/progress report, may submit the same in the office by January 3, 2022.

Pre synopsis presentations will start in the second week of January, 2022.


Head

HPKV Business School

15/1/22

Cc to:

1. Dean, SoCMS
2. All research supervisors
3. Director Research, CUHP
4. Guard File


Head

HPKV Business School

15/1/22



Central University of Himachal Pradesh
HPKV Business School
School of Commerce and Management Studies
Dhauladhar II, Dharamshala, Kangra, HP, 176215
<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax : 01892 229331



File No. HPKVBS/5-22/COM/2019/2242

Date: 15.12.2022

Notice

Considering the upcoming IQAC visit, a committee of the following members has been constituted to compile the office record of the department;

1. Dr. Manpreet Arora (Convener)
2. Dr. Sarvesh Kumar
3. Dr. Rita Devi

Ms. Shailza Sharma will provide for office assistance

The committee will make the list of following;

1. The List files (also ensure the page numbering)
2. The List of Registers (with proper page numbering)
3. The list of items as per stock register.

The committee will complete the process within a week and submit the report in this regard.

Head
HPKV Business School


14/12/2022

Copy to:

1. Dean, School of Commerce and Management Studies
2. Dr. Manpreet Arora, Assistant Professor, HPKV Business School
3. Dr. Sarvesh Kumar, Assistant Professor, HPKV Business School
4. Dr. Rita Devi, Assistant Professor, HPKV Business School
5. Guard File


Head
14/12/2022

File No: KVBS/2022/2275

Date: 20/01/2023

Office Order

Prof. Sanjeev Gupta, Professor, Department of HPKV Business School, School of Commerce and Management, and has been deputed for the educational tour organised for the MBA and RD students of the department. As girls students are going, his wife will also accompany him on the tour.

Prof. Sanjeev Gupta will be entitled for the TA/DA as per university norms. This order has been issued with the prior approval of university authorities.

Copy to:

1. Dean (Academic), Central University of Himachal Pradesh
2. Dean, School of Commerce and Management Studies
3. Prof. Sanjeev Gupta, Professor, Department of HPKV Business School
4. Finance officer, Central University of Himachal Pradesh
5. Registrar, Central University of Himachal Pradesh
6. PS to HVC for the information to HVC
7. Office file

HPKV Business School

Head

Head





हिमाचल प्रदेश केंद्रीय विश्वविद्यालय
Central University of Himachal Pradesh
हिमाचल प्रदेश केन्द्रीय विश्वविद्यालय बिज़नेस स्कूल
वाणिज्य एवं प्रबंधन अध्ययन स्कूल
धौलाधार परिसर-II, धर्मशाला, जिला कांगड़ा, हि.प्र. - 176215



Dated :- 02/02/2023

F.No :- HPKVBS /5-22/CUHP/2019 / 2317

Notice

This is for the information of MBA – IV Semester students that a meeting has been scheduled on 06.02.2023 at 11:30 am in CR-5, Dhauladhar Parisar – II, to discuss the followings;

- (1) Briefing on Business Research Proposal presentation-By. Dr. Manpreet Arora
- (2) Training & Placement- By Prof. Dipankar Sharma
- (3) Management fest- Dr, Bhawana Bhardwaj
- (4) Review of Industrial Visit : Prof. Sanjeev Gupta

All the students are directed to attend the same.

Head 2/2/23

HPKV Business School

"

Cc to

- (1) Dean, SoCMS
- (2) Faculty Members
- (3) Notice Board
- (4) Guard File

Head 2/2/23

HPKV Business School



Central University of Himachal Pradesh
HPKV Business School
School of Commerce and Management Studies

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<http://cuhimachal.ac.in>, Email: hod_kvbs@hpcu.ac.in Fax : 01892-229331



File No. HPKVBS/5-22/2011/2022/2383.

Date: 03/03/2022

Notification

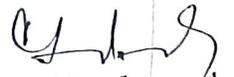
Dr. Bhawana Bhardwaj, Assistant Professor, HPKV Business School has been appointed as **Center Superintendent** and Dr. Manpreet Arora, Assistant Professor, HPKV Business School as **Deputy Superintendent** to conduct the End Term Examination of MBA-I Semester to be held in March 2023. They will ensure the smooth conduct of examination.

Cc to:

1. Dean, SoCMS
2. Concern faculty Member
3. Guard File


Head

HPKV Business School 03/03/22


Head
03/03/22