

**DEPARTMENT OF BUSINESS ADMINISTRATION
FACULTY OF MANAGEMENT STUDIES AND RESEARCH
AMU, ALIGARH**

Syllabus for Ph.D Admission Test 2022-2023 onwards

Section-B

Management - Concept, Process, Theories and Approaches, Management Roles and Skills, Functions - Planning, Organizing, Staffing, Coordinating and Controlling. Communication - Types, Process and Barriers, Decision Making - Concept, Process, Techniques and Tools, Organization Structure and Design- Types, Authority, Responsibility, Centralization, Decentralization and Span of Control, Managerial Economics - Concept & Importance, Demand analysis - Utility Analysis, Indifference Curve, Elasticity & Forecasting Market Structures - Market Classification & Price Determination, National Income - Concept, Types and Measurement Inflation - Concept, Types and Measurement Business Ethics & CSR, Ethical Issues & Dilemma Corporate Governance Value Based Organization.

Organizational Behaviour - Significance & Theories, Individual Behaviour - Personality, Perception, Values, Attitude, Learning and Motivation, Group Behaviour - Team Building, Leadership, Group Dynamics Interpersonal Behaviour & Transactional Analysis, Organizational Culture & Climate, Work Force Diversity & Cross Culture Organizational Behaviour Emotions and Stress Management, Organizational Justice and Whistle Blowing, Human Resource Management - Concept, Perspectives, Influences and Recent Trends, Human Resource Planning, Recruitment and Selection, Induction, Training and Development, Job Analysis, Job Evaluation and Compensation Management

Strategic Role of Human Resource Management Competency, Mapping & Balanced Scoreboard Career Planning and Development, Performance Management and Appraisal, Organization Development, Change & OD Interventions Talent Management & Skill Development, Employee Engagement & Work Life Balance, Industrial Relations: Disputes & Grievance Management, Labour Welfare and Social Security, Trade Union & Collective Bargaining, International Human Resource Management - HR Challenge of International Business, Green HRM

Accounting Principles and Standards, Preparation of Financial Statements, Financial Statement Analysis - Ratio Analysis, Funds Flow and Cash Flow Analysis, DuPont Analysis, Preparation of Cost Sheet, Marginal Costing, Cost Volume Profit Analysis Standard Costing & Variance Analysis, Financial Management, Concept & Functions, Capital Structure - Theories, Cost of Capital, Sources and Finance Budgeting and Budgetary Control, Types and Process, Zero base Budgeting, Leverages - Operating, Financial and Combined Leverages, EBIT-EPS Analysis, Financial Breakeven Point & Indifference Level.

Value & Returns - Time Preference for Money, Valuation of Bonds and Shares, Risk and Returns; Capital Budgeting - Nature of Investment, Evaluation, Comparison of Methods; Risk

and Uncertainly Analysis, Dividend - Theories and Determination, Mergers and Acquisition - Corporate Restructuring, Value Creation, Merger Negotiations, Leveraged Buyouts, Takeover, Portfolio Management - CAPM, APT, Derivatives - Options, Option Payoffs, Option Pricing, Forward Contracts & Future Contracts, Working Capital Management - Determinants, Cash, Inventory, Receivables and Payables Management, Factoring, International Financial Management, Foreign exchange market.

Strategic Management - Concept, Process, Decision & Types, Strategic Analysis - External Analysis, PEST, Porter's Approach to industry analysis, Internal Analysis - Resource Based Approach, Value Chain Analysis, Strategy Formulation - SWOT Analysis, Corporate Strategy - Growth, Stability, Retrenchment, Integration and Diversification, Business Portfolio Analysis - BCG, GE Business Model, Ansoffs Product Market Growth Matrix, Strategy, Implementation - Challenges of Change, Developing, Programs Mckinsey 7s Framework, Marketing - Concept, Orientation, Trends and Tasks, Customer Value and Satisfaction, Market Segmentation, Positioning and Targeting, Product and Pricing Decision - Product Mix, Product Life Cycle, New Product development, Pricing - Types and Strategies

Place and promotion decision - Marketing channels and value networks, VMS, IMC, Advertising and Sales promotion.

Consumer and Industrial Buying Behaviour: Theories and Models of Consumer Behaviour, Brand Management - Role of Brands, Brand Equity, Equity Models, Developing a Branding Strategy; Brand Name Decisions, Brand Extensions and Loyalty, Logistics and Supply Chain Management, Drivers, Value creation, Supply Chain Design, Designing and Managing Sales Force, Personal Selling, Service Marketing - Managing Service Quality and Brands, Marketing Strategies of Service Firms, Customer Relationship Marketing - Relationship Building, Strategies, Values and Process, Retail Marketing - Recent Trends in India, Types of Retail Outlets, Emerging Trends in Marketing - Concept of e-Marketing, Direct Marketing, Digital Marketing and Green Marketing, International Marketing - Entry Mode Decisions, Planning Marketing Mix for International Markets.

Statistics for Management: Concept, Measures Of Central Tendency and Dispersion, Probability Distribution - Binomial, Poisson, Normal and Exponential, Data Collection & Questionnaire Design Sampling - Concept, Process and Techniques, Hypothesis Testing - Procedure; T, Z, F, Chi-square tests Correlation and Regression Analysis, Operations Management - Role and Scope

Facility Location and Layout - Site Selection and Analysis, Layout - Design and Process, Enterprise Resource Planning - ERP Modules, ERP implementation Scheduling; Loading, Sequencing and Monitoring, Quality Management and Statistical Quality Control, Quality Circles, Total Quality Management - KAIZEN, Benchmarking, Six Sigma; ISO 9000 Series Standards, Operation Research - Transportation, Queuing Decision Theory, PERT / CPM.

International Business - Managing Business in Globalization Era; Theories of International Trade; Balance of payment, Foreign Direct Investment - Benefits and Costs, Multilateral regulation of Trade and Investment under WTO International Trade Procedures and Documentation; EXIM Policies Role of International Financial Institutions - IMF and World Bank, Information Technology - Use of Computers in Management Applications; MIS, DSS Artificial Intelligence and Big Data, Data Warehousing, Data Mining and Knowledge Management - Concepts Managing Technological Change.

Entrepreneurship Development - Concept, Types, Theories and Process, Developing Entrepreneurial Competencies, Intrapreneurship - Concept and Process, Women Entrepreneurship and Rural Entrepreneurship, Innovations in Business - Types of Innovations, Creating and Identifying Opportunities, Screening of Business Ideas, Business Plan and Feasibility Analysis - Concept and Process of Technical, Market and Financial Analysis, Micro and Small Scale Industries in India; Role of Government in Promoting SSI Sickness in Small Industries - Reasons and Rehabilitation, Institutional Finance to Small Industries - Financial Institutions, Commercial Banks, Cooperative Banks, Micro Finance.

Note: Candidates are advised to visit the Ph.D. Ordinances & Regulations on www.amucontrollerexams.com for the pattern of the question paper.