

**ST.JOSEPH'S COLLEGE OF COMMERCE
(AUTONOMOUS)
Department of Business Administration (BBA)**

LESSON PLAN

Subject Code: M4 17 MC 404

Degree/Branch: BBA

Professional

Subject Name: Project and Relationship Management Year/Sem: II SEM

Faculty: Dr.D.Raja Jebasingh

Total no of Hrs in Syllabus: 60

Academic year: 2018-19

Grand Total: 60

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation/ learning confirmation
Module I	Overview of strategic management -	08	-	-
1.	Introduction - Strategy and strategic management: definition - levels of strategy within organization	1	Lecture	Question and Answer
2.	stages in the rational approach to strategy development;	1	Lecture	Question and Answer
3.	intended - emergent - logical instrumentalism and political approaches	1	Lecture	
4.	Resource - competencies - internal value and dynamic capabilities;	1	Lecture	Question and Answer
5.	The concept of competitive advantage - generic competitive strategies	1	Lecture	Question and Answer
6.	non-sustainability as bases of competitive advantage	1	Lecture	
7.	Achieving sustainable competitive advantage.	1	Lecture	
8.	Research Paper Reading / Case study	1	Class Activity	
Module II	Assessing the global environment	10 Hrs		
1.	Macro and micro environments - LoNGPEST analysis	1	Lecture&Research Articles	Research Articles
2.	Porter Diamond and its use for assessing the competitive advantage of nations	1	Lecture	Research Articles
3.	Porters five forces model and its use for analyzing the external environment	1	Lecture	Question and Answer

4.	key concepts in competitive analysis - the role of competitor analysis	1		
5.	Approaches to collecting competitor information	1	Lecture	Question and Answer
6.	Sources - types and quality of competitor data	1	Lecture	Question and Answer
7.	Sources - types and quality of competitor data Continue	1	Lecture	Question and Answer
8	Analyzing and interpreting competitor data	1	Lecture	Question and Answer
9	The application of big data to competitor analysis.			
10	Research Paper Reading			
Module III	Human aspect of the organization	10 Hrs		
1.	The concepts of power, authority, delegation and empowerment	1	Lecture	Research Articles
2.	different approaches leadership- Project Leadership	1	Lecture	Research Articles
3.	different approaches leadership- Project Leadership	1	Lecture	Research Articles
4.	skill requirements of a project manager(project management process skills	1	Lecture	Research Articles
5.	Interpersonal & Behavioural skills, Technology management skills, Desired personal traits)-	1	Lecture	Research Articles
6.	Interpersonal & Behavioural skills, Technology management skills, Desired personal traits)-	1	Lecture	Research Articles
7	Responsibility matrix - concept and importance of culture - level of culture - influence on culture	1	Lecture	Research Articles
8	Analysis organizational culture - the cultural web framework	1	Lecture	Research Articles
9	Models for categorizing culture - national cultures	1	Lecture	Research Articles
10.	Managing in different cultures.			
Module IV	Managing relationships in project environment	8 Hrs		
1.	Building effective and high performance teams-leading and managing teams	1	Lecture	Research Articles
2.	factors associated with effective team work - motivating team members	1	Lecture	Research Articles

3.	resolving problems and conflicts in teams - management of relationship between the finance functions and other parts of the organization	1		
4.	concept of the chartered management accountant as a business partner in creating value	1	Lecture	Research Articles
5.	transaction cost theory in the context of shared service centers and outsourcing including contractual relationship Service Level Agreements (SLAs)	1	Lecture	Research Articles
6.	Management of relationships with professional advisor – developing effective strategies for influence.	1		
7.	process of negotiation- the sources and causes of conflict in organization -	1		
8.	The different forms and types of conflict strategies for managing conflict - Ensure working relationship are productive and effective.	1		
Module V	Managing change through projects	12 Hrs.		
1.	Types of change-external and internal triggers for change	1	Lecture	Question and Answer
2.	stage model of change management- principles of change management-	1	Lecture	
3.	problem identification as a precursor to change-reason for resistance to change	1	Lecture	Question and Answer
4.	approaches to managing resistance to changes-definition of project attributes- time, cost and quality project objectives- time cost and quality project objectives	1	Lecture	Activity
5.	approaches to managing resistance to changes-definition of project attributes- time, cost and quality project objectives	1		Question and Answer
6.	time cost and quality project objectives - the purpose and activities associated with the key stages in the project control	1	Lecture	Question and Answer
7.	key tools for project management, including work breakdown schedule, Gantt Charts and Network analysis	1	Lecture	Question and Answer
8.	Managing project risk- PERT charts- scenario planning and buffering	1	Lecture	
9.	The contribution of project management software	1	Lecture	Question and Answer

10.	Project structure including matrix structure and their impact on project achievement	1	Lecture	Question and Answer
11.	Project structure including matrix structure and their impact on project achievement	1	Lecture	Question and Answer
12.	The role of the Chartered Management Accounting in projects.	1	Lecture	Q & A
Module VI	Module 6 - Computers in Project management and role of Project team	12 Hrs		
1.	Project communication and documentation	1	Lecture	Question and Answer
2.	project information management system (PIMS)	1	Lecture	Q & A
3.	Project communication and documentation, project information management system (PIMS)	1	Lecture	Question and Answer
4.	features, Importance, design and computerized PIMS-	1	Lecture	Question and Answer
5.	features, Importance, design and computerized PIMS-	1	Lecture	Question and Answer
6.	Project management software-need, Advantages	1	Lecture	Question and Answer
7.	Project management software-need, Advantages	1	Lecture	Question and Answer
8.	Software Packages for Computerized Project management system	1	Lecture	Question and Answer
9.	Software Packages for Computerized Project management system	1	Lecture	Question and Answer
10.	Microsoft Project Software	1	Lecture	Question and Answer
11.	Spreadsheet software.	1	Lecture	Question and Answer
12.	Spreadsheet software.	1	Lecture	Question and Answer

Reference Books

- ❖ Study material of Chartered Institute of Management Accountants.
- ❖ Strategic Management: concepts and cases, Fred.R.David, Prentice Hall, USA.
- ❖ Projects planning, analysis, selection, financing, implementation and control, Prasanna Chandra, Tata McGraw Hill Education, New Delhi.
- ❖ Human Resource Management, Fisher, Schoefeldt, Shaw, Biztantra, New Delhi
- ❖ Project Management - ICFAI
- ❖ Project Management - Sontaki
- ❖ Project Management Jump start - Kim Heldman- Wiley Publications - 3rd Edition
- ❖ Project Management - Case studies - Harold R. Kerzner - Wiley publication
- ❖ Arun Kanda, PROJECT MANAGEMENT, PHI, Delhi, 2011

- ❖ Panneerselvam&senthilkumar, PROJECT MANAGEMENT, PHI, Delhi, 2009
- ❖ Ramakrishna, ESSENTIALS OF PROJECT MANAGEMENT, PHI, Delhi, 2010

Useful websites

1. www.google scholar.com
2. www.doaj.org
3. www.ssrn.com
4. www.open doar.org
5. <https://www.accaglobal.com/in/en/student/exam-support-resources/fundamentals-exams-study-resources/f5/past-exam-papers.html>
6. https://www.accaglobal.com/content/dam/ACCA_Global/Students/SessionCBE/Step%20by%20step%20spreadsheet%20exercise.pdf

Prepared By

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Subject Teacher**