**Principles of Management**

**Course Overview**

The course focuses on presenting both traditional and contemporary perspectives of modern management examining management and management roles within teams, projects, departments of an organization. The management functions including planning, organizing, staffing, leading and controlling for performance will be studied in detail. Through actual business scenarios, cases and exercises, participants gain experience in decision-making and applying theory to real world organization. The module will provide students with an opportunity to learn diversified contexts of management: challenges (demographic, global, political, economic, legal and regulatory issues, social, cultural, technological and variables affecting organizations), social and ethical considerations, international management, planning, organizing (designing effective organizational structures and processes, human resource management), controlling (operations management, quality control and improvement), and leading (including organizational behavioral issues, teams and groups, conflict management, and managerial communication) functions.

**Course Objectives**

* To equip students with the tools required to develop the strategies in terms of understand the roles and functions of managers at various (entry, middle and the top) levels
* To let students understand the relationships between organizational mission, goals, and objectives
* To let students recognize, distinguish and critically analyze the theoretical and practical rationales underpinning management perspectives

**Teaching Methodology**

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| * Case Studies | * Group Discussions | * Business Games |
| * Research Projects | * In-class Exercises | * Team Presentations |
| * Assignments | * Unannounced quizzes | * Class Participation |

**Allocation of Marks**

Mid Terms: 35 % (1 ½ hour exam) - Closed book, Individual

Finals: 40 % (2 hour exam) - Closed book, Individual & Comprehensive

Assignments: 20 % (2 Assignments, 10% each –Group Based

Quizzes: 5 % (2 quizzes, 2**.**5% each) 1 before mid terms and 1 after mid terms-Individual

**Reading Material**

Text: **Daft Richard**, *“Principles of Management”*, Cengage Learning

References: **Kinicki & William**, *“Management: A Practical Introduction”*, McGraw-Hill

**The Lecture Plan**

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| **No.** | **Topics to be Taught** | **Tasks to be Achieved** |
| 1. | * Introduction to the Field of Management |  |
| 2. | * Organizational Functions | **Teams Formation** |
| 3. | * Span of Control & Chain of Command * Resource Based Theory |  |
| 4. | * Forms of Business Ownership |  |
| 5. | * Major Stakeholders of organization * Organization’s Environment & Culture |  |
| 6. | * Management Models, Theories and Gurus * Islamic Management Concepts |  |
| 7. | * Corporate Strategies Development |  |
| 8. | * Creativity, Innovation & Knowledge Mgmt. |  |
| 9. | * Power, Leadership & Managerial Roles |  |
| 10. | * Organizational Strategies |  |
| 11 | * **1st Assignment: Pakistani Film Industry** | **Groups Write up and Presentations** |
| **12** | * **1st Assignment: Pakistani Film Industry (Continue)** | **Groups Write up and Presentations** |
| 13 | * Strategic Planning Process |  |
| **14** | * Business Plan | **QUIZ 1** |
| **15** | * **MID TERM EXAMS** |  |
| 16 | * Paper Show and Future Course Discussion |  |
| 17 | * Leadership & Leader Types |  |
| 18 | * Entrepreneurship & SME Management |  |
| 19 | * Corporate Governance |  |
| 20 | * Strategic HRM |  |
| 21 | * + International Strategic Management |  |
| **22** | * **2nd Assignment: Entrepreneurial B2B Business** | **Groups Write up and Presentations** |
| **23** | * **2nd Assignment: Entrepreneurial B2B Business (Continue)** | **Groups Write up and Presentations** |
| 24 | * Management Portfolios Decisions[ |  |
| 25 | * Business Games |  |
| 26 | * Mathematics for Management Decisions |  |
| 27 | * Value Chain & Management Issues |  |
| **28** | * Performance Management | **QUIZ 2** |
| 29 | * Advanced Topics in Management |  |
| **30** | * **FINAL EXAMS** |  |
| 31 | * The Paper Show |  |