**FIVTH SEMESTER OPEN ELECTIVE COURSE SYLLABUS OFFERED BY HSS DEPARTMENT UNDER CBCS SCHEME**

**Course: Basic Entrepreneurship for Engineers**

**B.Tech 6th Sem** (**CBCS Scheme**): All Engineering Branches

Number of periods: 3 periods per week

Course code: HS106303HS

Credit: 03

Offered by the **Department of Humanities and Social Sciences**

**Course Objectives (CO):**

**Course Objectives**

To expose student to understand the basics of venture development process through developing a practice venture by identifying a problem worth solving, creating value proposition and business model lean canvas and building Minimum Viable Product (MVP).

**Course Content**

**Unit-1 Spot your opportunity:**

Finding the Flow; Effectuation; Identifying the Effectuation principles used in activities; Identifying Problem Worth Solving; Design Thinking; Brainstorming; Presenting the Identified problems; Identifying the Entrepreneurial Style.

**Unit-2 Problem solution fit and Lean methodology,**

Customers and Markets; Segmentation and Targeting; Identifying Jobs, Pains, and Gains and Early Adopters; Crafting Value Proposition Canvas (VPC); Presenting VPC; Basics of Business Model and Lean Approach; Sketching the Lean Canvas; Risks and Assumptions; Presenting Lean Canvas

**Unit-3 Solution – Market fit and MVP**

Blue Ocean Strategy - Plotting the Strategy Canvas; Four Action Framework: Eliminate- Reduce-Raise-Create Grid of Blue Ocean Strategy; Building Solution Demo and Conducting Solution Interviews; Problem-Solution Fit; Building MVP; Product-Market Fit; Presenting MVP

**Unit-4 Feasibility Analysis**

Cost Structure - Estimating Costs; Revenues and Pricing: Revenue Streams, Revenue Types, Identifying Secondary Revenue Streams, Estimating Revenue and Price; Profitability Checks; Bootstrapping and Initial Financing; Practicing Pitch; Shared Leadership; Hiring and Fitment, Team Role and Responsibilities.

**Course Materials Required Text: Text Books**

Maurya, A., 2012. Running Lean: Iterate from Plan A to a Plan That Works. O'Reilly Media

1. Roy, R., 2012. Entrepreneurship. Oxford University Press
2. Gupta, T. S., 2011. Intellectual Property Law in India. Kluwer Law International

**Optional Materials: Reference Books**

1. Czikszentmihalyi, M., 2008. Flow: The Psychology of Optimal Experience. Harper Perennial Modern Classics
2. Sarasvathy, S. D., 2009. Effectuation: Elements of Entrepreneurial Expertise. Edward

Elgar Publishing Ltd. 3. Ries, E., 2011. The Lean Startup: How Today's Entrepreneurs Use Continuous Innovation to Create Radically Successful Businesses. The Crown Publishing Group

1. Kim, W. C. & Mauborgne, R., 2005. Blue Ocean Strategy. Harvard Business School Press Boston, Massachusetts
2. Blank, S., 2005.The Four Steps to the Epiphany: Successful Strategies for Startups That Win.

**FIVTH SEMESTER OPEN ELECTIVE COURSE SYLLABUS OFFERED BY HSS DEPARTMENT UNDER CBCS SCHEME**

**Course: Basics of Human Recourse Management**

**B.Tech 6th Sem** (**CBCS Scheme**): All Engineering Branches

Number of periods: 3 periods per week

Course code: HS106305HS

Credit: 03

Offered by the **Department of Humanities and Social Sciences**

**Course Objectives (CO)**

* To enable the students to understand the HR Management and system at various levels in general and in certain specific industries or organizations
* To help the students focus on and analyze the issues and strategies required to select and develop manpower resources
* To develop relevant skills necessary for application in HR related issues
* To enable the students to integrate the understanding of various HR concepts along with the domain concept in order to take correct business decisions

**Course Syllabus**

**Unit 01 Introduction to Human Resources Management**

* 1. The Strategic Side of Human Resources Management
  2. Common Pitfalls of Building Human Resources Strategies
  3. Strategic Types of Human Resources Management
  4. Effective Human Resources Strategies

**Unit 02 Talent management**

**2.1** Talent Acquisition &Talent Acquisition Strategy

**2.2** Candidate Selection,

**2.3** Compensation and Benefits Performance Management

**2.4** Employ Growth and Development of Employ

**Unit 03 Change Management**

**3.1** Why organizations need change

**3.2** Resistance to Change

**3.3** Various Models of Change Management

3.4 Caselets

**Unit 04 Human Recourse Organization**

4.1 Human Recourse and Information Technology

4.2 Role of social media in Human Recourse

4.3 HR Controlling and Analytics

4.4 Performance Appraisal In An Agile Environment

**Text Books: -**

### Human Resource Management by Gary Dessler

### [Human Resource Management](https://open.lib.umn.edu/humanresourcemanagement) by University of Minnesota Libraries Publishing through the Learning Support Initiative.

**Reference Books: -**

* Human Resources Strategies: Balancing Stability and Agility In Times of Digitization, Publication Springer
* The End of Performance Appraisal**:** A Practitioners’ Guide to Alternatives In Agile Organizations, Publication Springer
* Talent Relationship Management: Competitive Recruiting Strategies in Times of Talent Shortage, Publication Springer.

**FIVTH SEMESTER OPEN ELECTIVE COURSE SYLLABUS OFFERED BY HSS DEPARTMENT UNDER CBCS SCHEME**

**Course: Happiness Based on Co-existential Living**

**B.Tech 6th Sem** (**CBCS Scheme**): All Engineering Branches

Number of periods: 3 periods per week

Course code: HS106307HS

Credit: 03

Offered by the **Department of Humanities and Social Sciences**

**Course Objectives (CO):**

1. The course aims to teach the student how to overcome the harmful effects of Stress while maintaining life’s quality and vitality.

2. To develop right evaluation, self-confidence and inculcate human values based decision-making ability

3. To help students understand the meaning of happiness and prosperity for a human being.

4. Developing an understanding of the complaint-free relationship in the human-human relationships.

**Course Syllabus:**

**Unit 1. Understanding how to live a happy life**

1.1. What is Co-existential living? (Four orders)

1.2. How to live a happy life through co-existential living

1.3. What is happiness? Source of happiness

**Unit2. Understanding the Human being**

2.1. Definition of Human being, beautiful human being

2.2. Deference between Respect and Happiness and Physical facility.

2.3. Jeevan Kriya part-2 (Activities of the conscious atom),

**Unit3. Understanding the Human values, Family and Relationship**

3.1. Importance of Human Values, Three Wrong Evaluations, Right evaluation

3.2. Happy and successful family and marriage relationship, Improve awareness

3.3. Deference between Temporary and Continuous Happiness

**Unit4. Understanding the mental health and mental wellbeing**

4.1. Problems in Relationships and their Solution, Types of fear and their Solution.

4.2. Complaint free relationship, Healthy body, Systematic routine

4.3. Sources of misunderstanding, Wrong assumptions and Solution.

**Text Books: -**

1. Nagraj A., Manav Vyvahar Darshan, Divya Path Sansthan, Amarkantak. English translation. 2003, 2015
2. Nagraj A., Karma Darshan*,* Divya Path Sansthan, Amarkantak, 2004. 2017
3. R R Gaur, R Sangal, G P Bagaria, A Foundation Course in Human Values and professional ethics. 2010.
4. H. Chawda, Madhysth Darshan Sah-Astitvawad Adharit Chetna Vikash Mulya Shiksha, Lulu Publication United States, 2019

**Reference Books :-**

1. Nagraj A., Manav Sanchetnavadi Manovigyan, Divya Path Sansthan, Amarkantak. 2008.
2. Nagraj A., Manav Anubhav Darshan, Divya Path Sansthan, Amarkantak. 2015
3. Nagraj A., Paribhasha Samhita, Divya Path Sansthan Amarkantak, 2015

All pdf books web sitelink:

1. <https://madhyasth-darshan.info/browse-texts/download/#Nagraj>.
2. <https://u.pcloud.link/publink/show?code=kZAEXckZBGWKQdvaNUhqAiLi9qGp0RC0edyV#folder=8193729088&tpl=publicfoldergrid>
3. <https://u.pcloud.link/publink/show?code=kZzWXckZkDCvrnL3KuuCOyRzUPU0eRT4NDQk#folder=7237891157&tpl=publicfoldergrid>
4. <https://www.youtube.com/results?search_query=value+education+nit+raipur>
5. <http://madhyasth-darshan-definitions.blogspot.com/>
6. <https://www.youtube.com/channel/UCkg9tIpvZr6-A2RHyl5XcsQ/videos>
7. <https://u.pcloud.link/publink/show?code=VZU5C0VZVCSFX0ysBjznWhJqFSRXV4t8XiTX>

**FIVTH SEMESTER OPEN ELECTIVE COURSE SYLLABUS OFFERED BY HSS DEPARTMENT UNDER CBCS SCHEME**

**Course: A Course on Organizational Behavior**

**B.Tech 6th Sem** (**CBCS Scheme**): All Engineering Branches

Number of periods: 3 periods per week

Course code: HS106309HS

Credit: 03

Offered by the **Department of Humanities and Social Sciences**

**Course Objectives (CO):**

1. The course intends to develop and sensitize engineers with the importance of individual behavior, the organization and the interface between the two.

2. It would enable the learner to comprehend organizational setting through work related characteristics as an individual and in group.

**Course Syllabus:**

**Unit-1 Introduction and Scope**

* 1. Basic Concepts – Definition, Characteristics, Objectives, Historical perspectives.
  2. Contemporary Issues in Organizational Behavior;
  3. Inter-disciplinary aspect of Organizational Behavior.
  4. Technological development and its impact on OB.

**Unit-2 Individual Behavior**

2.1 Personality- Determinants, Types, Big Five Model, MBTI, Johari Window, Personality and Work- Concept of Self- Esteem and Self Efficiency.

2.2 Attitude-Formation, Types, Functions, Attitudinal Change; Value- Meaning, Types, Values across Cultures.

2.3 Perception- Dimensions, Perceptual Process and its Management.

2.4 Motivation- Meaning, Importance, Theories, Employee Involvement Programs and Motivational theories.

**Unit-3 Group Behavior**

3.1 Leadership- Definition, Dynamics of Managerial Leadership, Leadership Theories and its transition.

3.2 Team Building and Group Dynamics- Working Teams, Effectiveness, Group Decision Making.

3.3 Organization Culture and Change - Understanding Culture and Change, importance, levels of organization culture, Change Management, Resistance to change.

**Unit-4 Implications of Behavior**

4.1 Power - Dynamics, Source, Tactics.

4.2 Politics – Essence, Types.

4.3 Conflict- Types and their Resolution, Transactional Analysis.

4.4 Stress and Work-Life Balance- Definition, Dimensions, Sources, Consequences and Management.

1. Luthans, F. *Organizational Behavior*: *An evidence-based approach*. 2017 12th ed. New-York: McGraw-Hill International
2. Robbins, S.P, and Judge, T.A. *Organizational Behavior*, 18th ed. Pearson 2019
3. Sinha J.B.P. *Culture and Organizational Behavior*. Sage,Publications New Delhi, India. 2008

**Reference Books: -**

1. Babbit H.R. et al, *Organizational Behavior*, Prentice Hall, 1978
2. Nelson, D.L. & Cooper, C.L. *Positive Organizational Behavior*. 2007

Sage Publications New Delhi.

1. Pareek, U. & Khanna S. *Understanding Organizational Behavior*. 2016

Fourth Edition. Oxford University Press

**FIVTH SEMESTER OPEN ELECTIVE COURSE SYLLABUS OFFERED BY HSS DEPARTMENT UNDER CBCS SCHEME**

**Course: Industrial Sociology & Social Change**

**B.Tech 6th Sem** (**CBCS Scheme**): All Engineering Branches

Number of periods: 3 periods per week

Course code: HS106310HS

Credit: 03

Offered by the **Department of Humanities and Social Sciences**

**Course Objectives (CO):**

1. To develop an in-depth knowledge on the process of industrialization within the social context.

2. To instill confidence among the students to face industry.

3. To generate skills that empower students and create among them a sense of responsibility and sensitivity towards the society.

4. To encourage critical thinking so that the students can analyze the developmental trends in industry and technology, and the resulting impact on society.

**Course Syllabus:**

**Unit-1 Introduction and Basic Concepts**

* 1. Sociology – a general overview; 1.2 Industrial Sociology- nature, scope and importance; 1.3 Origin and development; 1.4 Concepts and perspective; 1.5 Theoretical approaches – systems strand, Marxian strand, interpretive strand; 1.6 Modernization theory, dependency and world system theories.

**Unit-2 Industrial Transitions and Models of Industrialization**

2.1 Types of productive systems; 2.2 Forms of social organizations – historical and contemporary transitions; 2.3 Rise and development of industry; 2.4 Modernization and development; 2.5 Industrialization in India; 2.6 Multiple models of industrialization (collectivist, anarchist, free market, environmentalist); 2.7 Different models of state guided growth; 2.8 Industrial revolution - industry 4.0 & 5.0.

**Unit-3 Industrial Management**

3.1 Concepts and features - contingencies and managerial choices; 3.2 Corporate management; 3.3 Employment strategies; 3.4 Human resourcing practices; 3.5 Managerial control; 3.6 Employee motivation; 3.7 Occupational identity, culture and ideology; Conflict resolution; 3.8 Trade unions – history, concepts, features, functions and types; 3.9 Participatory management and housing, and community welfare.

**Unit-4 Industrialization and Social Change**

4.1 Industrialization and contemporary issues – man and technology; 4.2 Rise of informal sector, consumer society, culture industry, reflexive modernity, knowledge-based society; 4.3 Industry and its influence on family, education, social stratification, community and the polity; 4.4 Inequality in the contemporary world; 4.5 Social change and mobility; 4.6 Unequal development; 4.7 Corporate social responsibility; 4.8 Entrepreneurship.

**Text Books:-**

1. Watson, T. (2011). *Sociology, Work and Organization*. Routledge.
2. Brown, R. (2017). *Understanding Industrial Organizations: Theoretical Perspectives in Industrial Sociology*. Routledge.

**Reference Books:-**

1. Lari, O. (2011). *Industrial Sociology: A Comprehensive Approach*. New Delhi: CBS Publishers & Distributors.
2. Bornstein, D. & Davis, S. (2010). *Social Entrepreneurship: What Everyone Needs to Know*. Oxford University Press.
3. Imnanual, W. (2011). *The Modern World System* III. University of California Press.
4. Grint, K. & Nixon, D. (2016). *The Sociology of Work*. Polity.
5. Haas, J.K. (2007). *Economic Sociology*. Routledge.
6. Fred, L. (2005). *Organizational Behavior*. McGraw Hill.

**FIVTH SEMESTER OPEN ELECTIVE COURSE SYLLABUS OFFERED BY HSS DEPARTMENT UNDER CBCS SCHEME**

**Course: Cognitive Neuroscience of Language and Emotion**

**B.Tech 6th Sem** (**CBCS Scheme**): All Engineering Branches

Number of periods: 3 periods per week

Course code: HS106317HS

Credit: 03

Offered by the **Department of Humanities and Social Sciences**

**Course Objectives (CO):**

1. To examine the neurological correlates of emotion and language

2. To explain the influence of emotion on decision making

3. To evaluate the experimental methods (behavioral and EEG) of cognitive neuroscience

**Course Syllabus:**

**Unit 1. Language, Cognition and Brain**

Definition of Cognition; Signaling Units of the Brain; Regions of Interest; Language and -Emotion; Major Lobes: Prefrontal, Anterior-frontal, portal, - Temporal, Central, Parietal and Occipital. Language Related Regions: Borcas's Area, and Wernicke's Area'

**Unit 2. Cognitive Neuroscience Methods**

Physiological, Psychological, and Neuropsychological Measures; Structure-Function Relationship; Neuroimaging; EEG' Basic Experimental Paradigms: Attention, Match-Mismatch and Stroop; Electrophysiology: Stimulation, Recording, Signal Pre- and Post-Processing, Frequency and Time Domain Analysis; Event-Related Potentials of Brain: Application to Language and Emotion Processing.

**Unit-3 Word and Sentence Processing:**

Processing of written and Spoken words; Lexical Priming; Processing of complex words; verbs and Nouns; Processing of Action and Abstract Words; Hemispheric laterality; Semantic Violation-N400 and Syntactic violation-P600Emotional Prosody: Prosodic Stroop; Violation and ERP; Major ERP components: P100, N170, P200, P300 and Late Positive Complex (LPC)

**Unit-4 Processing of Emotions**:

Positive Emotions: Happiness; Negative Emotions: Moral and of Emotion Systems; Cultural Differences Excitement, Pleasure and Desire Relation to emotions: Anger, Disgust, Fear and Sadness; Social Empathy; Neuroanatomy and cerebral Organization of Emotion: variability in emotion -Sex Differences, Aging' and

Culture differences.

**Text Books: -**

l. David Kemmerer. 2015' Cognitive Neuroscience of Language' Psychological Press, Taylor & Francis Group' New York'.

2. L. K., Obler, A f' C;ttlow' 1999' Language and the Brain' Cambridge University Press' U'K'

3. J. Ward. 20l0.The btudent's Guide to Cognitive Neuroscience' Psychology Press, New York'

4. J. P Pinel, AVt.'Bdwards'1998'A Colorful introduction to the anatomy of the Human Brain: A Brain and Psychology coloring Book, Allyn and Bacon.

**Reference Books: -**

1. Steven J. Luck & Emily S' Kappenman' 2012' The Oxford Handbook of Event-Related Potential Components' Oxford University Press. USA'

2. Gregory il. & St.u.tt L' Small' Neurobiology of Language. Elsevier London.

**FIVTH SEMESTER OPEN ELECTIVE COURSE SYLLABUS OFFERED BY HSS DEPARTMENT UNDER CBCS SCHEME**

**Course: Documentation and Communication Contexts (includes a Minor Project)**

**B.Tech 6th Sem** (**CBCS Scheme**): All Engineering Branches

Number of periods: 3 periods per week

Course code: HS106318HS

Credit: 03

Offered by the **Department of Humanities and Social Sciences**

**Course Objectives (CO):**

To enable the students to.

1. Become familiar with effective use of documentation writing techniques.
2. Enable effective with Career Oriented Writing.
3. Learn basic effective technical communication.
4. Make use of various forms of technical writing communication.

**Course Syllabus:**

**UNIT - I Writing types-**

Differences between formal and informal writing-Differences between Technical Writing and General Writing.

**UNIT - 2 Career Oriented Writing:** Writing SOPs; Job Application: Language style and Format; Resume writing: design and style; Cover Letter; Enquiry and responses, Agenda and minutes of the meeting.

**UNIT - 3 Technical Written Communication:** Memos and Report Writing: Types of Reports; Structure/Format; Language Style, Technical Reports; Sciatic Papers.

**UNIT - 4 E-writing:** Dos and don'ts of e-writing: Standard e -mail formats with practices Proposal writing; Manuscript format.

**Minor Project: Submission of a model technical presentation on a given theme**

**Text Books: -**

1. Practical English Usage, Michael Swan, OUP,1995
2. Communication Skills, Sanjay Kumar and Pushpa Lata, Oxford University Pres,2011
3. Oxford Guide to Effective Writing and Speaking, John Seely, Oxford University Press, 2013
4. Remedial English Grammar, F.T. Wood, McMillian 2007
5. Rajendra Pal and J.S. Korlahalli, *Essentials of Business Communication*-sultan Chand and Sons.1997
6. Effective Technical Communication-M Ashraf Rizvi, Tata Mc Graw-Hill publishing company Ltd. New Delhi 2008
7. E. Suresh Kumar et al., *Communication Skills and Soft Skills,* Pearson, 2011.

**Reference Books:-**

1. Sanjay Kumar and Pushp Lata, *Communication Skills, OUP, 2011.*
2. Kavita Tyagi and Padma Misra, *Professional Communication,* PHI, 2011.
3. Meenakshi Raman and Sangeeta Sharma, *Technical Communication: Principles and Practice, OUP, 2011.*