

SWARNANDHRA

COLLEGE OF ENGINEERING & TECHNOLOGY

(AUTONOMOUS)

Accredited by National Board of Accreditation, AICTE, New Delhi, Accredited by NAAC with "A" Grade – 3.32 CGPA, Recognized under 2(f) & 12(B) of UGC Act 1956, Approved by AICTE, New Delhi, Permanent Affiliation to JNTUK, Kakinada Seetharampuram, W.G.DT., Narsapur-534280, (Andhra Pradesh)

DEPARTMENT OF MASTER OF BUSINESS ADMINISTRATION

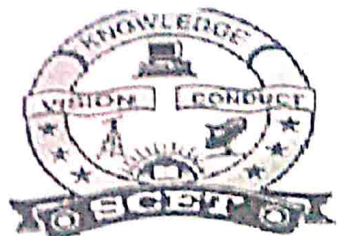
TEACHING PLAN

Course Code	Course Title	Semester	Branches	Contact Periods /Week	Academic Year	Date of commencement of Semester
20BM7001	Industrial Sociology & Psychology (OE)	B. TECH	Common to all Branches	4	2025-26	09-06-2025

COURSE OUTCOMES

1	Demonstrate the technological and cultural factors that affect social relations in industry. [K3]
2	Discriminate between work team & groups and also Identify the group behavior that influence the decision-making process. [K4& K1]
3	Demonstrate various theories of motivation. [K2]
4	Generalize the process of organizational design and describe various leadership theories. [K1&K2]
5	Analyze the causes and consequences of organizational conflicts and identify the forces that change in an organisation.[K4&K1]

UNIT	Out Comes / Bloom's Level	Topics No.	Topics/Activity	Text Book / Reference	Contact Hour	Delivery Method
I	Demonstrate the technological and cultural factors that affect social relations in industry. [K3]	1.INDUSTRIAL SOCIOLOGY				
		1.1	Introduction to Industrial Sociology	T1,T2	1	Chalk& Talk,PPT Tutorial Active Learning & Case Study
		1.2	Nature of Industrial Sociology	T1,T2	1	
		1.3	Scope of Industrial Sociology	T1,T2	1	
		1.4	Development of Industrial Sociology	T1,T2	1	
		1.5	Factors of social change	T1,T2	1	
		1.6	Factors of Technological change	T1,T2	1	
		1.7	Factors of Cultural change	T1,T2	1	
		1.8	Cultural factors effects of technology on major social institutions	T1,T2	1	
		1.9	Social relations in industry	T1,T2	1	
Total					09	
II	Discriminate between work team & groups	2.GROUP DYNAMICS				
		2.1	Concept of Group Dynamics	T3	1	Chalk& Talk,PPT Tutorial
		2.2	Group Dynamics-importance	T3	1	



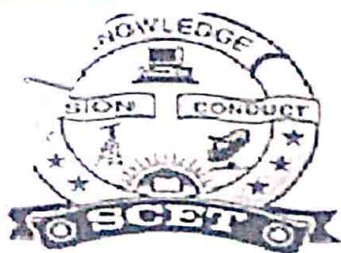
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	and also Identify the group behavior that influence the decision-making process. [K4& K1]	2.3	factors influencing individual behavior	T3	1	Active Learning & Case Study
		2.4	Work Teams & Groups	T3	1	
		2.5	Group Behavior	T3	1	
		2.6	Group Behavior-Theories	T3	1	
		2.7	Group formation & development	T3	1	
		2.8	Decision making by individuals	T3	1	
		2.9	Group decision making process	T3	1	
		2.10	Group decision making techniques	T3	1	
Total 10						
III	Demonstrate various theories of motivation. [K2]	3. INDUSTRIAL PSYCHOLOGY				Chalk& Talk,PPT Tutorial Active Learning & Case Study
		3.1	Meaning of Industrial Psychology	T1, R2	1	
		3.2	Nature of Industrial Psychology	T1,R2	1	
		3.3	Role of Industrial Psychology	T1,R2	1	
		3.4	Organizational Attitude	T1,R2	1	
		3.5	Motivation at work	T1,R2	1	
		3.6	Importance of Motivation			
		3.7	Theories of Motivation Theory X and Theory Y	T1,R2	1	
		3.8	McClelland's Theory	T1,R2	1	
		3.9	Maslow's Need Theory	T1,R2	1	
			3.10	Herzberg's Two Factor Theory	T1,R2	
		3.11	Cultural Differences in Motivation	T1,R2	1	
Total					11	
IV	Generalize the process of organizational design and describe various leadership theories. [K1&K2]	4. ORGANISATIONAL DESIGN AND LEADERSHIP				Chalk& Talk,PPT Tutorial Active Learning & Case Study
		4.1	Organizational Design	T3,R3	1	
		4.2	Organizational Structure	T3,R3	1	
		4.3	Key organizational design process	T3,R3	1	
		4.4	Structural differentiations	T3,R3	1	
		4.5	Factors influencing design of organizations	T3,R3	1	
		4.6	Concept of Leadership	T3,R3	1	
		4.7	Leadership styles	T3,R3	1	
		4.8	Leadership vs Management	T3,R3	1	
		4.9	Leadership Theories	T3,R3	1	
			4.10	Emerging issues in Leadership	T3,R3	
Total					10	
V	Analyze the causes and consequences of	5. ORGANISATIONAL CONFLICTS AND CHANGE MANAGEMENT				Chalk& Talk,PPT Tutorial
		5.1	Concept	T3,R3	1	
		5.2	Reasons for Conflict	T3,R3	1	
		5.3	Consequences of Conflict	T3,R3	1	



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organizational conflicts and identify the forces that resist change in an organisation. [K4&K1]	5.4	Levels and types of conflict	T3,R3	1	Active Learning & Case Study
	5.5	Conflict handling techniques	T3,R3	1	
	5.6	Change Management	T3,R3	1	
	5.7	Importance of change management	T3,R3	1	
	5.8	Managing Change	T3,R3	1	
	5.9	Forces for change in Organization	T3,R3	1	
	5.10	Resistance to change	T3,R3	1	
Total				10	
Cumulative Proposed Periods				50	

Text Books:



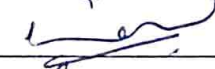

S.No	AUTHORS, BOOK TITLE, EDITION, PUBLISHER, YEAR OF PUBLICATION
1	Gisbert Pascal, Fundamentals Of Industrial Sociology , Tata Mcgraw Hill Publishing Co., New Delhi, 2001.
2	Luthans, Fred, Organizational Behavior , Mcgraw Hill 2008.
3	Nelson and Khandelwal, Organizational Behavior , A South Asian Perspective, 2012

Reference Books:

S.No	AUTHORS, BOOK TITLE, EDITION, PUBLISHER, YEAR OF PUBLICATION
1	Schneider Eugene V., Industrial Sociology 2nd edition Mcgraw Hill Publishing Co., New Delhi 2008.
2	Udai Pareek, Organizational Behavior , Oxford University Press, 2012
3	Stephen P. Robins, Organisational Behavior , PHI Learning, 11th edition, 2012

Web Details

1	https://www.youtube.com/results?search_query=industrail+sociology
2	https://www.youtube.com/results?search_query=organisation+behaviour

	Name	Signature with Date
i. Faculty	Mrs. V.Christy Assistant Professor	 30/6/25
ii. Course Coordinator	Dr. M. Manikya Rao Associate Professor	
iii. Module Coordinator	Dr.O.V.A.M.Sridevi Associate Professor & HOD, Dept. of BBA	
iv. Programme Coordinator	Dr.G.Grace Professor & HOD, Dept. of MBA	


Principal