



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 1950. Approved by AICTE, New Delhi, Permanent Affiliation to JNTUK, Kakinada Seetharampuram, W.G.D.T., 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				Chalk & Talk, PPT Tutorial Active Learning & Case Study
		1.1	Introduction to Industrial Sociology	T1, T2	1	
		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				Chalk & Talk, PPT Tutorial
		2.1	Concept of Group Dynamics	T3	1	
		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				
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	Mc Clelland's Theory	T1,R2	1	
		3.9	Maslow's Need Theory	T1,R2	1	
		3.10	Herzberg's Two Factor Theory	T1,R2	1	
		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	1	
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	M. Christi Sangeetha Assistant Professor	<i>M.C. Sangeetha</i> 30/06/2015
ii. Course Coordinator	Dr. M. Manikya Rao Associate Professor	<i>Dr. M. Manikya Rao</i> 30/6/2015
iii. Module Coordinator	Dr. O. V. A. M. Sridevi Associate Professor HOD, Dept. of BBA	<i>Dr. O. V. A. M. Sridevi</i>
iv. Programme Coordinator	Dr. G. Grace Professor & HOD, Dept. of MBA	<i>Dr. G. Grace</i>

A. J. J.
Principal