**CII – IL FUNCTIONAL EXCELLENCE COURSE COMPONENTS**

**EM-12: PRINCIPLES OF MANAGEMENT**

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| **BLOCK** | **UNIT NOs** | **UNIT TITLE** |  |
| **I** |  | **INTRODUCTION TO MANAGEMENT** |  |
|  | 1 | Evolution of management thought |
|  | 2 | Functions of Management |
|  | 3 | Entrepreneurship and its impact on society |
| **II** |  | **PLANNING & STRATEGIC MANAGEMENT APPROACHES** |  |
|  | 4 | Strategies and tactics |
|  | 5 | Approaches to operations planning |
|  | 6 | Executing operational plans |  |
| **III** |  | **MANAGERIAL DECISION MAKING** |  |
|  | 7 | Characteristics of effective decision making |
|  | 8 | Decision making models |
|  | 9 | Leadership styles |  |
| **IV** |  | **ORGANIZATIONAL STRUCTURES AND DESIGNS** |  |
|  | 10 | Types of organizational structure |
|  | 11 | Enabling change in business |
|  | 12 | Managing workforce |  |