

Curriculum Enrichment Semester-wise

Semester-1

S.No	Enrichment Course
1.	Workshop on "Business Simulation"
2.	Workshop on "Advanced Excel"

Semester-2

S.No	Enrichment Course
	Workshop on "Business Simulation"
1.	Workshop on "How to prepare a Case Study"
2.	Workshop on "Mock Stock"
3.	Workshop on "Research Methodology"
4.	Workshop on "Lanquill"

Semester-3

S.No	Enrichment Course
1.	Workshop on "Business Simulation"
2.	Workshop on "Life Skills"
3.	Workshop on "Research Methodology"

Semester-4

S.No	Enrichment Course
1.	Workshop on "Financial Derivatives"
2.	Workshop on "SPSS"
3.	Workshop on "Mock Stock"
4.	Workshop on "Research Methodology"

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Workshop on Business Simulation for Management Students

****Workshop Duration**:** 5 hours

****Target Audience**:** Management Students

****Workshop Mode**:** In-person/Online

Workshop Objectives

- To introduce students to business simulation as a tool for understanding business decision-making and strategy formulation.
- To provide hands-on experience in navigating a business simulation environment.
- To enhance critical thinking, problem-solving, and decision-making skills in a simulated business context.
- To foster collaborative teamwork through competitive and cooperative simulation activities.
- To evaluate the impact of various decisions on different functional areas like marketing, operations, finance, and strategy.

Workshop Learning Outcomes

- Understand the dynamics of business simulations and how they replicate real-world business scenarios.
- Apply theoretical knowledge to practical situations in the simulation environment.
- Develop and implement strategies to manage a simulated business successfully.
- Analyze the consequences of business decisions across different functional areas.
- Collaborate effectively in teams to achieve competitive business goals.

Workshop Modules and Schedule

Day	Time	Topic	Description
1	9:00 AM - 9:30 AM	Introduction to Business Simulation	Overview of business simulation, its role in management education, and expected outcomes. Explanation of simulation tools and platforms to be used.
1	9:30 AM - 10:30 AM	Setting Up the Simulation Environment	Hands-on session where students log into the business simulation platform. Overview of the interface, features, and initial setup (team creation, role assignment, etc.).

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1	10:30 AM - 11:30 AM	Understanding Functional Areas	Discussion on different functional areas in a business simulation—marketing, finance, operations, etc.—and how decisions in one area impact the others.
1	11:30 AM - 12:30 PM	Round 1 Simulation - Initial Strategy Formulation	Teams begin the first round of simulation, focusing on initial decision-making in marketing, operations, and finance based on the company's current situation.
1	12:30 PM - 1:00 PM	Debriefing and Q&A Session	Review of Round 1 outcomes, feedback, and answering students' queries on decision-making and strategy formulation.
2	9:00 AM - 9:30 AM	Strategic Adjustments and Decision Review	Teams revisit their Round 1 performance and make strategic adjustments to their decision-making process for the next round.
2	9:30 AM - 10:30 AM	Round 2 Simulation - Operational Challenges	Focus on handling operational challenges—production, supply chain, and resource allocation. Teams will make key operational decisions to grow their simulated company.
2	10:30 AM - 11:30 AM	Financial Management in Simulation	Discussion on cash flow management, investments, and financing decisions within the simulation. How to optimize financial outcomes for long-term growth.
2	11:30 AM - 12:30 PM	Round 3 Simulation - Competitive Strategy	Teams focus on competitive positioning in the market, making strategic decisions in areas like pricing, R&D, and market expansion.
2	12:30 PM - 1:00 PM	Final Debriefing and Reflection	Final review of the simulation outcomes, team performances, and key learnings. Reflections on how decisions impacted different aspects of the simulated business.

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Workshop on "Advanced Excel" for Management Students

****Workshop Duration**:** 5 hours

****Target Audience**:** Management Students

****Mode**:** In-person / Online

****Instructor**:** Assistant Professor

Workshop Objectives

- To enable students to develop proficiency in using advanced Excel tools for business and data analysis.
- To enhance skills in data management, financial modeling, and automation through Excel.
- To familiarize students with Excel functions used in decision-making and data visualization for business reports.
- To teach students how to effectively analyze and present data using advanced Excel techniques.

Learning Outcomes

- Use advanced Excel functions for data analysis and business problem-solving.
- Create dynamic reports using PivotTables, charts, and other visual tools.
- Perform financial modeling using Excel formulas and functions.
- Automate repetitive tasks using Macros.
- Effectively manage and manipulate large data sets with advanced tools like Power Query and Data Tables.

Workshop Schedule

Day	Time	Topic	Duration
Day 1	10:00 AM - 10:30 AM	Introduction to Advanced Excel - Overview of key features and importance for management students. - Short recap of Excel fundamentals.	30 mins
Day 1	10:30 AM - 11:15 AM	Advanced Formulas & Functions - IF, Nested IF, VLOOKUP, HLOOKUP, INDEX & MATCH - Text functions (CONCATENATE, LEFT, RIGHT, MID) - Conditional formatting with formulas.	45 mins
Day 1	11:15 AM - 11:30	Break	15 mins

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	AM		
Day 1	11:30 AM - 12:30 PM	PivotTables & Data Summarization - Creating dynamic PivotTables - Grouping data and using calculated fields - Customizing PivotCharts for reports	1 hour
Day 1	12:30 PM - 1:00 PM	Data Visualization & Charts - Using advanced chart types (Combo charts, Sparklines, etc.) - Best practices for creating visual dashboards in Excel	30 mins
Day 2	10:00 AM - 11:00 AM	Financial Modeling & Data Analysis - Creating financial models using Excel - What-If analysis (Goal Seek, Data Tables, Scenario Manager) - Solver for optimization problems	1 hour
Day 2	11:00 AM - 11:15 AM	Break	15 mins
Day 2	11:15 AM - 12:15 PM	Automating Tasks with Macros - Recording and running Macros - Editing Macros with VBA basics - Tips to automate repetitive tasks	1 hour
Day 2	12:15 PM - 1:00 PM	Working with Large Data Sets - Data management with Power Query - Using Data Tables efficiently - Consolidating data from multiple sources	45 mins

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Workshop Module: How to Prepare a Case Study

****Duration:**** 3 Hours

****Target Audience:**** Management Students

****Format:**** Interactive Workshop with Presentation, Group Activities, and Discussions

Workshop Objectives:

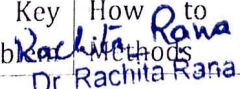
- To understand the structure and components of a case study.
- To develop analytical skills for identifying key issues within a case.
- To enhance research skills for collecting and organizing case-related data.
- To practice critical thinking and problem-solving for case recommendations.
- To learn how to effectively present and communicate findings in a case study format.

Expected Outcomes:

- Be able to define the purpose and structure of a case study.
- Analyze and interpret real-world business scenarios through case studies.
- Develop skills to gather relevant data and identify core issues.
- Gain confidence in formulating solutions and making business recommendations.
- Master the presentation of case findings in a professional and structured format.

Workshop Breakdown (3 Hours):

Day	Time	Topic	Details
Day 1	10:00 - 10:15 AM	Introduction to Case Studies	Definition and purpose of case studies. Importance in management education and real-world applications.
Day 1	10:15 - 10:45 AM	Structure and Components of a Case Study	Breakdown of case study sections: Background, Problem Statement, Analysis, Solution, and Recommendations.
Day 1	10:45 - 11:15 AM	Identifying Key Issues and Problems	How to read a case study. Methods for identifying core issues.


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		Statements	problems. Discussion on critical thinking and analytical frameworks.
Day 1	11:15 - 11:30 AM	Break	A short break to refresh.
Day 1	11:30 - 12:00 PM	Research and Data Collection for Case Studies	Techniques for researching case-related data. Tools and resources for gathering credible information.
Day 1	12:00 - 12:30 PM	Analysis and Problem-Solving Techniques	Analytical tools (SWOT, PESTEL, etc.) for solving case issues. How to approach case problems with practical solutions.
Day 1	12:30 - 12:50 PM	Presenting Case Solutions	How to structure recommendations and conclusions. Effective communication and presentation tips.
Day 1	12:50 - 1:00 PM	Q&A and Wrap-up	Open floor for questions. Final thoughts and summary of key takeaways.

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Workshop Module: Mock Stock

Objectives:

- To introduce students to the concept of stock markets and trading.
- To provide a hands-on experience in trading, analyzing market conditions, and decision-making under pressure.
- To enhance the understanding of market dynamics and the impact of news and information on stock prices.
- To develop analytical, critical thinking, and quick decision-making skills.

Outcomes:

- Students will understand basic stock market concepts, including buying, selling, and holding strategies.
- Students will learn to analyze stock trends and make informed decisions based on market conditions.
- Participants will gain insights into how external factors (news, events, etc.) affect stock prices.
- Students will improve their risk management and portfolio management skills.

Workshop Structure:

Day	Time	Topic	Details
Day 1	10:00 AM - 10:30 AM	Introduction to Stock Market and Mock Stock	Brief on stock market basics Overview of mock stock simulation and rules
Day 1	10:30 AM - 11:00 AM	Understanding Stock Trading Mechanisms	Buy/sell strategies Market orders, limit orders, and stop-loss orders
Day 1	11:00 AM - 11:30 AM	How to Read Stock Market Trends	Reading stock charts Analyzing historical data Candlestick patterns and indicators
Day 1	11:30 AM - 12:00 PM	Hands-On Trading Simulation (Part 1)	Students practice mock stock trading Real-time trading simulation with provided data
Day 1	12:00 PM - 12:30 PM	Market News and Its Impact on Stocks	Understanding how news affects stock prices Simulating market reactions to news events
Day 1	12:30 PM - 1:00 PM	Hands-On Trading Simulation (Part 2) & Debrief	Continuation of trading simulation Post-session debrief and analysis of outcomes

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4-Hour Workshop on Research Methodology

Workshop Objectives

1. To introduce students to the fundamentals of research methodology.
2. To guide students in selecting appropriate research designs for their projects.
3. To enhance students' understanding of qualitative and quantitative research methods.
4. To develop skills in data collection, analysis, and interpretation.
5. To enable students to prepare a structured research proposal.

Workshop Outcomes

1. Students will be able to define and explain key research concepts.
2. Students will be able to design and plan research projects.
3. Students will be equipped to differentiate between qualitative and quantitative research methods.
4. Students will gain knowledge of data collection and analysis techniques.
5. Students will be capable of drafting a research proposal.

Workshop Schedule

Day	Time	Topic	Details
Day 1	10:00 AM - 10:30 AM	Introduction to Research Methodology	Definition, Importance of Research, Research Process Overview
Day 1	10:30 AM - 11:15 AM	Types of Research	Exploratory, Descriptive, Analytical, and Experimental Research
Day 1	11:15 AM - 12:00 PM	Research Design	Concept of Research Design, Selection of Research Methods, Sample Design
Day 1	12:00 PM - 12:30 PM	Q&A and Discussion	Interactive Session for Clarifying Concepts and

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			Doubts
Day 2	10:00 AM - 10:30 AM	Qualitative vs. Quantitative Research	Overview of Qualitative and Quantitative Techniques
Day 2	10:30 AM - 11:15 AM	Data Collection Methods	Primary and Secondary Data Collection Techniques
Day 2	11:15 AM - 12:00 PM	Data Analysis and Interpretation	Statistical Tools, Coding for Qualitative Data, Basic Software Introduction (SPSS/Excel)
Day 2	12:00 PM - 12:30 PM	Q&A and Workshop Conclusion	Final Clarifications, Discussion on Research Proposal Drafting

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Workshop Module: "Lanquill" for Management Students

Workshop Duration: 2 Hours

Target Audience: Management Students

Objectives of the Workshop:

1. To introduce students to Lanquill, a software package that enhances communication and language skills.
2. To demonstrate how Lanquill can be used for improving business communication in professional environments.
3. To equip students with hands-on experience using Lanquill's features and functions for effective communication.
4. To understand the role of Lanquill in improving intercultural communication in business.
5. To explore the practical applications of Lanquill in management education and business contexts.

Expected Learning Outcomes:

1. Students will gain a thorough understanding of Lanquill's interface and its key features.
2. Students will develop enhanced language and communication skills using Lanquill.
3. Students will be able to apply Lanquill for intercultural business communication.
4. Students will understand the importance of clear, concise communication in management roles.
5. Students will be capable of using Lanquill as a tool for improving professional communication.

Workshop Structure (Modules):

Day	Time	Topic	Description
Day 1	10:00 AM - 10:15 AM	Introduction to Lanquill	Overview of Lanquill software and its importance in management.
Day 1	10:15 AM - 10:30 AM	Key Features of Lanquill	Walkthrough of the interface, basic features, and functions.
Day 1	10:30 AM - 11:00 AM	Using Lanquill for Communication	Hands-on activity on using Lanquill for drafting professional emails, memos, etc.

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			and reports.
Day 1	11:00 AM - 11:30 AM	Enhancing Intercultural Communication	Exploring how Lanquill can help students communicate across cultural boundaries effectively.
Day 1	11:30 AM - 11:50 AM	Practical Application: Case Study	Case study session where students use Lanquill to solve a real-world communication challenge in a business setting.
Day 1	11:50 AM - 12:00 PM	Q&A and Wrap-up	Open discussion, feedback, and final thoughts on the workshop.

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Workshop on Financial Derivatives

Duration: 3 Hours

Objectives:

- To introduce students to the fundamentals of financial derivatives, including forwards, futures, options, and swaps.
- To demonstrate the use of software tools (such as Excel and financial platforms like Bloomberg or Thomson Reuters) for valuing derivatives.
- To enable students to apply derivative strategies in real-world financial scenarios.
- To develop a strong foundation in risk management using financial derivatives.

Expected Outcomes:

- Students will understand the basic types and characteristics of financial derivatives.
- Students will learn how to use Excel to perform basic derivative pricing and risk management calculations.
- Students will gain hands-on experience with software tools used in financial markets for derivatives.
- Students will be able to apply derivative instruments to hedge financial risks and design financial strategies.

Workshop Modules:

Day	Time	Topic	Description
Day 1	09:00 AM - 09:30 AM	Introduction to Financial Derivatives	Overview of forwards, futures, options, swaps, and their applications in financial markets.
Day 1	09:30 AM - 10:00 AM	Types of Financial Derivatives	Explanation of futures, forwards, and options, including practical examples and basic pricing mechanisms.
Day 1	10:00 AM - 10:30 AM	Hands-on: Excel for Derivative Pricing (Options)	Introduction to using Excel for pricing derivatives such as European call and put options.
Day 1	10:30 AM - 10:45 AM	Break	

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Day 1	10:45 AM - 11:15 AM	Introduction to Software Tools for Derivatives	Overview of financial platforms like Bloomberg or Reuters for derivative analysis and pricing.
Day 1	11:15 AM - 11:45 AM	Derivatives Strategies & Risk Management	Understanding hedging strategies with derivatives to manage financial risks.
Day 1	11:45 AM - 12:15 PM	Hands-on: Simulating Derivative Trades	Practical exercise on creating simulated derivative trades using available software tools.
Day 1	12:15 PM - 12:30 PM	Q&A and Wrap-up	Summary of the session, answering queries, and feedback collection.

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ENRICHMENT COURSES

ACTION TAKEN REPORT

MBA IV SEMESTER

BATCH 2022-24

Academic Year 2023-24

S.No.	Issues reported by the students	Action Taken	Date of Completion	Reason for deferred action (if any)
1.	Difficulty to use SPSS for Project Dissertation	Workshop on SPSS Planned	04/03/2024	
2.	Problem in Research Methodology	Workshop on Research Methodology Organized	04/03/2024	



Dr. Latika Malhotra

Class Mentor



Dr. Deepika Arora

Head of Department-Management

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