

NPTEL : Managerial Accounting (Management)

Co-ordinators : Dr. Varadraj Bapat

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Co-ordinators : Dr. Trupti Mishra

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- Lecture 1 - The Evolution and Role of HR Function
- Lecture 2 - Evolution and Nature of Strategic Human Resource Management
- Lecture 3 - Contributions of and Trends in HR Function
- Lecture 4 - Measuring Effectiveness of HR Function
- Lecture 5 - Competence Maturity Model and People Competence Maturity Model
- Lecture 6 - Organizational Healing: An Introduction
- Lecture 7 - Working with Remote Teams
- Lecture 8 - Restoring Social and Psychological Well-being
- Lecture 9 - Employee Assistance Program
- Lecture 10 - Talent Management: An Introduction
- Lecture 11 - Potential Matrix: A Tool for Talent Management
- Lecture 12 - HR Digitization for Talent Management
- Lecture 13 - Positive Employee Relation: The Introduction
- Lecture 14 - Positive Work Practices in Organization
- Lecture 15 - Humanistic Management Model
- Lecture 16 - Link of Humanistic Model and HR Processes
- Lecture 17 - Process to make organization great place to work
- Lecture 18 - Diversity Management: The Introduction
- Lecture 19 - Significance of a Diverse and Inclusive Workplace
- Lecture 20 - Significance of a Diverse and Inclusive Workplace
- Lecture 21 - Biases in Organization and Ways of their Resolution
- Lecture 22 - Intergenerational Relationships in Organization: The Introduction
- Lecture 23 - Classifications of Generations at Workforce
- Lecture 24 - Types and Attributes of Generations at Workplace
- Lecture 25 - Ways of Synergizing Across Generations
- Lecture 26 - Ways of enhancing Intergeneration Synergy
- Lecture 27 - Intergenerational Relationships in Organization: The Introduction
- Lecture 28 - Classifications of Generations at Workforce
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Lecture 6 - Can there be a Universal Positive Psychology ?

Lecture 7 - Difference in Good Life and Life Satisfaction

Lecture 8 - Why Yoga with Positive Psychology ?

Lecture 9 - Genesis of this Course

Lecture 10 - Using Stories to Understand Optimal Experiences

Lecture 11 - Fundamental Questions in Positive Psychology

Lecture 12 - What Positive Psychology is Not

Lecture 13 - Positive-Negative Dialects of Well-Being

Lecture 14 - Positive Psychology: The Second Wave

Lecture 15 - Positivity and Human Potential in Yogic Traditions

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Lecture 17 - Embracing Emotions and Positive Behavior

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Lecture 21 - Four Ashrams or Stations in Life

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- Lecture 66 - Contemporary Knowledge about Food and Mental Health
- Lecture 67 - Food and Activities during the Cycle of the Day
- Lecture 68 - Yogasanas to Integrate Body and Emotions
- Lecture 69 - Interoception, Asanas and Well-Being
- Lecture 70 - Characteristics of Asanas
- Lecture 71 - Process for Moving into Posture
- Lecture 72 - Asanas for Different Body Constitution
- Lecture 73 - Notes on Pranayama
- Lecture 74 - Contemporary Evidences of Prana
- Lecture 75 - Prana Vayu, Nadi System and Chakras
- Lecture 76 - Pranayama Practices and Conscious Breathing
- Lecture 77 - Process and Benefits of Diaphragmatic Breathing
- Lecture 78 - Guidelines for Pranayama
- Lecture 79 - Nadi Shodhana Pranayama (Alternate Nostril Breathing)
- Lecture 80 - Tranquilizing Pranayamas
- Lecture 81 - Organizational Suffering and Dysfunctional Behaviors
- Lecture 82 - Introduction to Pratyahara
- Lecture 83 - Indriya-Pratyahara: Control of the Senses
- Lecture 84 - Methods of Pratyahara
- Lecture 85 - Understanding Emotional Intelligence
- Lecture 86 - Emotional Intelligence and its Relation to Everyday Behavior
- Lecture 87 - How Yoga Helps in Emotional Balance
- Lecture 88 - Positive and Negative Emotions
- Lecture 89 - Dealing with Negative Emotions
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- Lecture 91 - What are the 7 Stages of Wisdom
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- Lecture 2 - Fundamentals of Supply Chain Management
- Lecture 3 - Supply Chain Drivers
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- Lecture 6 - Supply Chain Challenges
- Lecture 7 - Need/Strategies
- Lecture 8 - Push Vs Pull
- Lecture 9 - Case Study on Product Segmentation
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- Lecture 11 - Link between Corporate and Supply Chain Strategy
- Lecture 12 - Interface between Operations and Finance
- Lecture 13 - Procurement Strategy (Make Vs Buy)
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- Lecture 17 - Introduction to Platform Economy - Example
- Lecture 18 - Introduction to Channel Structures and Supply Chain Coordination
- Lecture 19 - Newsvendor Case Example (Deterministic Setting) - I and II
- Lecture 20 - Newsvendor Case Example (Deterministic Setting) - I and II
- Lecture 21 - Newsvendor Case (Probabilistic Setting and Contracts) - I and II
- Lecture 22 - Newsvendor Case (Probabilistic Setting and Contracts) - I and II
- Lecture 23 - Channel Structure Designs in Supply Chains (Brick and Mortar)
- Lecture 24 - Channel Structure Designs in Supply Chains (Dual Channels)
- Lecture 25 - Channel Structure Designs in Supply Chains (Multi and Omni Channels)
- Lecture 26 - Introduction to Analytics and Big Data
- Lecture 27 - Different Types of Analytics and its Applications in Supply Chain Management
- Lecture 28 - Predictive Analytics: Case Study on Predictive Maintenance
- Lecture 29 - Predictive Analytics: Classification Tree Model
- Lecture 30 - Predictive Analytics: Building Classification Tree Model using Python
- Lecture 31 - Role of AI/ML in Forecasting and Demand Analytics

- Lecture 32 - Demand Forecasting using AI/ML: A Case Study
- Lecture 33 - Demand Forecasting using AI/ML: Regression Tree Model
- Lecture 34 - Demand Forecasting using AI/ML: Building Regression Tree Model using Python
- Lecture 35 - Demand Forecasting using AI/ML: Random Forest Regression Model
- Lecture 36 - Supply Chain Network Optimization: Break even analysis
- Lecture 37 - Supply Chain Network Optimization: Facility location using Centre of Gravity
- Lecture 38 - Supply Chain Network Optimization: Case on Capacitated Plant Location Model
- Lecture 39 - Case on Supply Chain Network Design - I
- Lecture 40 - Case on Supply Chain Network Design - II
- Lecture 41 - Location of Distribution Centers using Clustering Technique: A Case Study
- Lecture 42 - Steps of building K-Means Clustering Algorithm: A Case Study
- Lecture 43 - Location of Distribution Centers: Building K-Means Clustering Model using Python
- Lecture 44 - Measuring Efficiency of Manufacturing Facilities: A DEA Model - I
- Lecture 45 - Measuring Efficiency of Manufacturing Facilities: A DEA Model - II
- Lecture 46 - Role of Product Tracking and Traceability
- Lecture 47 - Track and Trace Systems - I and II
- Lecture 48 - Track and Trace Systems - I and II
- Lecture 49 - ERP, WMS and TMS - I and II
- Lecture 50 - ERP, WMS and TMS - I and II
- Lecture 51 - Introduction to Supply Chain Digital Twin
- Lecture 52 - Supply Chain Digital Twin: Greenfield Analysis - A Case Study - I
- Lecture 53 - Supply Chain Digital Twin: Greenfield Analysis - A Case Study - II
- Lecture 54 - Supply Chain Digital Twin: Network Optimization - A Case Study
- Lecture 55 - Network Optimization with Capacity Constraints and Control Tower
- Lecture 56 - Digital Infrastructure for Supply Chains: Industry 4.0
- Lecture 57 - Industry 4.0 - IIoT, Cloud Computing, Horizontal and Vertical System Integration
- Lecture 58 - Industry 4.0 - Cybersecurity, Big Data Analytics, Simulation, AR, Robots, AM
- Lecture 59 - Blockchain
- Lecture 60 - Supply Chain and Industry 4.0

Lecture 1 - Introduction to Business Forecasting

Lecture 2 - Data Driven Decision Making and Essentials of Predictive Analytics

Lecture 3 - Data Driven Decision Making and Essentials of Predictive Analytics

Lecture 4 - Types of Forecasting: Qualitative Approaches and Quantitative Approaches

Lecture 5 - Components of a Time Series and Measures of Forecast Accuracy

Lecture 6 - Components of a Time Series and Measures of Forecast Accuracy

Lecture 7 - Moving Average Methods: Simple, Weighted, and Exponential Moving Average

Lecture 8 - Moving Average Methods: Simple, Weighted, and Exponential Moving Average

Lecture 9 - Exponential Smoothing

Lecture 10 - Trend Projections and Holt Model

Lecture 11 - Simple Linear Regression and Measure of Goodness and Standard Error

Lecture 12 - Simple Linear Regression and Measure of Goodness and Standard Error

Lecture 13 - Simple Linear Regression and Measure of Goodness and Standard Error

Lecture 14 - Multiple Linear Regression and Multicollinearity

Lecture 15 - Multiple Linear Regression and Multicollinearity

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Lecture 17 - Seasonality, Seasonal Index, and Quarterly Average Method

Lecture 18 - Seasonality, Seasonal Index, and Quarterly Average Method

Lecture 19 - Seasonality and Trend: Winter's Holt Method

Lecture 20 - Seasonality and Trend: Winter's Holt Method

Lecture 21 - Multiplicative Decomposition Method

Lecture 22 - Autocorrelation Function (ACF) and Partial Autocorrelation Function (PACF)

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Lecture 24 - ARIMA: Moving Average (MA) Process

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Lecture 26 - Auto-Regressive Integrated Moving Average (ARIMA) Model

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Lecture 28 - Introduction to Machine Learning

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Lecture 30 - Logistic Regression

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[Lecture 34 - Monte Carlo Simulation: Continuous case](#)

[Lecture 35 - System Dynamics \(Additional Learning\)](#)

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NPTEL : NOC:Business Fundamentals for Entrepreneurs (Part 2: External Operation) (Management)

Co-ordinators : Prof. Devdip Purkayastha

[Lecture 1 - Market Research - Part 1](#)

[Lecture 2 - Market Research - Part 2](#)

[Lecture 3 - Customers and Segments - Part 1](#)

[Lecture 4 - Customers and Segments - Part 2](#)

[Lecture 5 - Value Based Marketing - Part 1](#)

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[Lecture 9 - Sales Channels and Distribution - Part 1](#)

[Lecture 10 - Sales Channels and Distribution - Part 2](#)

[Lecture 11 - B2B and B2C Selling - Part 1](#)

[Lecture 12 - B2B and B2C Selling - Part 2](#)

[Lecture 13 - Customer Service Management - Part 1](#)

[Lecture 14 - Customer Service Management - Part 2](#)

[Lecture 15 - Supply Chain Management - Part 1](#)

[Lecture 16 - Supply Chain Management - Part 2](#)

[Lecture 17 - Quadrangle of Success](#)

NPTEL : Organisation Management (Management)

Co-ordinators : Prof. Vinayshil Gautam

- Lecture 1 - Introduction to Organization Management,Nature, Scope and Complexity
- Lecture 2 - Longitudinal thinking and legacy factor:Organizational Growth
- Lecture 3 - Longitudinal thinking and legacy factor:Organizational Growth (Continued...)
- Lecture 4 - Longitudinal thinking and legacy factor:Organizational Growth (Continued...)
- Lecture 5 - Theory and majors schools of Thought and Framework of Organizational Analysis
- Lecture 6 - Theory and majors schools of thought and framework of organizational analysis (Continued...)
- Lecture 7 - Theory and majors schools of thought and framework of organizational analysis (Continued...)
- Lecture 8 - Systems contingency approach to organization theory and practice; techniques of organizational diagnosis
- Lecture 9 - Systems contingency approach to organization theory and practice; techniques of organizational diagnosis (Continued...)
- Lecture 10 - Systems contingency approach to organization theory and practice; techniques of organizational diagnosis (Continued...)
- Lecture 11 - Theory of organizational structures - nature and consequence of structure
- Lecture 12 - Theory of organizational structures - nature and consequence of structure (Continued...)
- Lecture 13 - Socio-culture dimension of work and behavior
- Lecture 14 - Socio-culture dimension of work and behavior (Continued...)
- Lecture 15 - Socio-culture dimension of work and behavior (Continued...)
- Lecture 16 - Impact of environment and cultural variables on organization structure & style
- Lecture 17 - Impact of environment and cultural variables on organization structure & style (Continued...)
- Lecture 18 - Impact of environment and cultural variables on organization structure & style (Continued...)
- Lecture 19 - Organization Change and Organisation Development
- Lecture 20 - Organization Change and Organisation Development (Continued...)
- Lecture 21 - Intervention strategies for organization development - individual, Group and Interpersonal Interventions
- Lecture 22 - Intervention strategies for organization development - individual, Group & interpersonal interventions (Continued...)
- Lecture 23 - Intervention strategies for organization development - individual, Group & interpersonal interventions (Continued...)
- Lecture 24 - Total System Intervention & Stabilizing Change Management by Objectives
- Lecture 25 - Total System Intervention & Stabilizing Change Management by Objectives (Continued...)
- Lecture 26 - Total System Intervention & Stabilizing Change Management by Objectives (Continued...)
- Lecture 27 - Nature of Organisational Processes
- Lecture 28 - Nature of Organisational Processes (Continued...)
- Lecture 29 - Nature of Organisational Processes (Continued...)
- Lecture 30 - Environmental analysis Techniques and impact for organizational growth
- Lecture 31 - Environmental analysis Techniques and impact for organizational growth (Continued...)

[Lecture 32 - Environmental analysis Techniques and impact for organizational growth \(Continued...\)](#)

[Lecture 33 - Issues of Mechnisation, Automation and Computerisation](#)

[Lecture 34 - Issues of Mechnisation, Automation and Computerisation \(Continued...\)](#)

[Lecture 35 - Organisation Interdependence](#)

[Lecture 36 - Organisation Interdependence \(Continued...\)](#)

[Lecture 37 - Organisation Interdependence \(Continued...\)](#)

[Lecture 38 - Organisation Evaluation](#)

[Lecture 39 - Organisation Evaluation \(Continued...\)](#)

[Lecture 40 - Organisation Evaluation \(Continued...\)](#)

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NPTEL : Organisation of Engineering Systems and Human Resources Management (Management)

Co-ordinators : Prof. Vinayshil Gautam

- Lecture 1 - Introduction to the subject and the course
- Lecture 2 - Understanding organizations: nature and functions
- Lecture 3 - Understanding organizations: nature and functions (Continued...)
- Lecture 4 - Concerns of organising engineering business and systems
- Lecture 5 - Concerns of organising engineering business and systems (Continued...)
- Lecture 6 - Concerns of organising engineering business and systems (Continued...)
- Lecture 7 - Structure and process issues in running organisations
- Lecture 8 - Structure and process issues in running organisations (Continued...)
- Lecture 9 - Design issues in running organisations
- Lecture 10 - Design issues in running organisations (Continued...)
- Lecture 11 - Operating organizations
- Lecture 12 - Operating organizations (Continued...)
- Lecture 13 - Operating organizations (Continued...)
- Lecture 14 - Cybernetics and systems framework
- Lecture 15 - Cybernetics and systems framework (Continued...)
- Lecture 16 - Socio-technical systems
- Lecture 17 - Socio-technical systems (Continued...)
- Lecture 18 - Socio-technical systems (Continued...)
- Lecture 19 - Dealing with efficiency and excellence
- Lecture 20 - Dealing with efficiency and excellence (Continued...)
- Lecture 21 - Dealing with efficiency and excellence (Continued...)
- Lecture 22 - Man-machine relationship
- Lecture 23 - Man-machine relationship (Continued...)
- Lecture 24 - Longitudinal Thinking
- Lecture 25 - Longitudinal Thinking (Continued...)
- Lecture 26 - Concerns of recruitment, selection, skill formation and redeployment
- Lecture 27 - Concerns of recruitment, selection, skill formation and redeployment (Continued...)
- Lecture 28 - Concerns of recruitment, selection, skill formation and redeployment (Continued...)
- Lecture 29 - Developing teams and leadership
- Lecture 30 - Developing teams and leadership (Continued...)
- Lecture 31 - Understanding motivation

[Lecture 32 - Understanding motivation \(Continued...\)](#)

[Lecture 33 - Elements of human resources planning](#)

[Lecture 34 - Elements of human resources planning \(Continued...\)](#)

[Lecture 35 - Elements of human resources planning \(Continued...\)](#)

[Lecture 36 - Indian Industrial Law and managing industrial](#)

[Lecture 37 - Indian Industrial Law and managing industrial \(Continued...\)](#)

[Lecture 38 - Indian Industrial Law and managing industrial \(Continued...\)](#)

- Lecture 1 - Concepts of Economic Growth and Development
- Lecture 2 - Structural features of developed and underdeveloped countries
- Lecture 3 - The Global North and the Global South: Why the Divide?
- Lecture 4 - Growth versus Development - some indices of economic development
- Lecture 5 - Modern Economic Growth
- Lecture 6 - Strategies of economic development and growth - I
- Lecture 7 - Strategies of economic development and growth - II
- Lecture 8 - Strategies of economic development and growth - III
- Lecture 9 - Strategies of economic development and growth - IV
- Lecture 10 - Strategies of economic development and growth - V
- Lecture 11 - Strategies of economic development and growth - VI
- Lecture 12 - Growth and Inequality
- Lecture 13 - Economic Growth and Public Support
- Lecture 14 - Measures of Inequality
- Lecture 15 - Introduction to Human Development-Putting People First
- Lecture 16 - The Human Development and Capability Approach
- Lecture 17 - Utilitarianism, Basic Needs Approach and the Capability Approach
- Lecture 18 - Measuring Human Development - I
- Lecture 19 - Measuring Human Development - II
- Lecture 20 - Other Human Development Indices
- Lecture 21 - Multidimensional Poverty, MDGs and SDGs
- Lecture 22 - Gender mainstreaming and Gender budgeting
- Lecture 23 - In Conclusion

Lecture 1 - Understanding organizational behaviour:Tracing the evolution - 1

Lecture 2 - Understanding organizational behaviour:Tracing the evolution - 2

Lecture 3 - Individual in the organization: The building blocks

Lecture 4 - Understanding individual differences - 1

Lecture 5 - Understanding individual differences - 2

Lecture 6 - Diverse workforce, inclusive mindset - 1

Lecture 7 - Diverse workforce, inclusive mindset - 2

Lecture 8 - Perception of diversity and inclusion

Lecture 9 - Ableism and inclusion

Lecture 10 - Diversity management

Lecture 11 - The perceptual process

Lecture 12 - Factors that influence perception

Lecture 13 - Perception and decision making

Lecture 14 - What affects decisions?

Lecture 15 - Ethical decision making

Lecture 16 - Affect and emotions

Lecture 17 - Affective events theory

Lecture 18 - Emotional intelligence

Lecture 19 - Understanding stress

Lecture 20 - Emotions and moods: Application at workplace

Lecture 21 - Understanding self and personality

Lecture 22 - Types and theories of personality

Lecture 23 - Measuring personality

Lecture 24 - Personality traits relevant to organization

Lecture 25 - Assessing personality: caveats and concerns

Lecture 26 - Values and its importance

Lecture 27 - Sources and types of values

Lecture 28 - Values that cut across cultures

Lecture 29 - Person-job fit

Lecture 30 - Person-organization fit

Lecture 31 - Motivation: Basic understanding and definition

- Lecture 32 - Tracing the roots: Early theories - 1
- Lecture 33 - Tracing the roots: Early theories - 2
- Lecture 34 - Keeping up with times: Contemporary theories - 1
- Lecture 35 - Keeping up with times: Contemporary theories - 2
- Lecture 36 - Job Design and job characteristics model
- Lecture 37 - Employee involvement
- Lecture 38 - Motivating the employees: Strategies for organization - 1
- Lecture 39 - Motivating the employees: Strategies for organization - 2
- Lecture 40 - Organizational justice and employee motivation
- Lecture 41 - Defining learning
- Lecture 42 - How do individuals learn?
- Lecture 43 - Theories of learning - 1
- Lecture 44 - Theories of learning - 2
- Lecture 45 - Learning in an organizational setting
- Lecture 46 - Understanding creativity
- Lecture 47 - Stages of individual creativity
- Lecture 48 - Creativity and problem solving
- Lecture 49 - Defining psychological capital
- Lecture 50 - Using Psychological capital and mindfulness at work
- Lecture 51 - Understanding knowledge sharing
- Lecture 52 - Understanding knowledge hiding - what it is and what it is not
- Lecture 53 - Individual factors affecting knowledge hiding
- Lecture 54 - Integrating knowledge sharing and hiding behavior
- Lecture 55
- Lecture 56 - Understanding employee voice and silence
- Lecture 57 - Individual factors affecting voice behavior
- Lecture 58 - Individual factors affecting silence
- Lecture 59 - Can silence be strategic?
- Lecture 60 - Strategies for fostering safe environment at work

- Lecture 1 - Background, IR in the post-independence period, functions of IR
- Lecture 2 - Approaches towards IR, models of IR
- Lecture 3 - Introduction to trade unions, labour legislations, worker's participation
- Lecture 4 - Employers' Federation and their role in IR
- Lecture 5 - Salient features of IR in India
- Lecture 6 - Birth and evolution of the trade union movement in India
- Lecture 7 - Objectives, Theories, Bases of TUs
- Lecture 8 - TU federations, Presence of local TUs, Reasons for growth, Compulsory Unionism
- Lecture 9 - Trade Unions Act 1926: Aim, scope, registration, Rights and Responsibilities of TUs
- Lecture 10 - Size and Finance of TUs, TU rivalry and recognition
- Lecture 11 - Industrial Disputes: Meaning, Causes, Interests and Right Disputes
- Lecture 12 - Strikes ,Forms, and Effects of Strike
- Lecture 13 - Industrial Dispute Act 1947: Disputes Settlement Machineries
- Lecture 14 - Statutory and Non-Statutory measures of Settlement
- Lecture 15 - Collective Bargaining : Importance, Theories, Hurdles to CB in India
- Lecture 16 - Introduction, objectives, classifications
- Lecture 17 - Intra mural labour welfare services
- Lecture 18 - Extra mural labour welfare services
- Lecture 19 - Evolution of social security measures, Mention of welfare provisions of few labour laws
- Lecture 20 - Social Security, Convention (No.102) ILO
- Lecture 21 - Social security legislations: Evolution and Growth
- Lecture 22 - Provision for old age and against unemployment and Gratuity, existing social security laws
- Lecture 23 - Issues in Labour Welfare and Social Security, Review of welfare amenities
- Lecture 24 - Role of Welfare officer, problems in enforcement of welfare amenities
- Lecture 25 - Employees Compensation Act 1923: Occupational diseases, Compensation
- Lecture 26 - Right to compensation in presence of Employees' State Insurance Act
- Lecture 27 - Evolution of Provident Fund legislation in India, Central Government Health Scheme, 1954
- Lecture 28 - Employees Provident Fund and Miscellaneous Provisions Act, 1952: scope, definitions
- Lecture 29 - Employees' Provident Fund, Deposit Linked Insurance Schemes
- Lecture 30 - Employee Pension Scheme 1995, Miscellaneous Provisions
- Lecture 31 - Payment of Gratuity Act 1972: Enactment, Scope and Coverage

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Lecture 32 - Payment of Gratuity Act 1972: Main Provisions, Compulsory Insurance, Other Provisions

Lecture 33 - Maternity Benefit Act 1961: Growth, Definitions, Main Provisions, and Other Provisions

Lecture 34 - Child labour (Prohibition& Regulation)Act,1986: Objectives

Lecture 35 - Prohibition of Employment and Regulation of Conditions of children in certain occupations

Lecture 36 - Central Board of Workers' Education Scheme : Rational, Schemes, Composition of Board

Lecture 37 - Five Year Plans and Workers' Education

Lecture 38 - Factories Act 1948: definitions, authorities

Lecture 39 - Health, safety, provisions relating to hazardous processes

Lecture 40 - Welfare, working hours of adults

Lecture 41 - Employment of young persons, annual leave with wages and Penalties and procedure,other provisions

Lecture 42 - Payment of Wages Act, 1936: Objective, Scope

Lecture 43 - Wage legalities, Authorized deductions, miscellaneous provisions

Lecture 44 - Minimum Wages Act 1948: Scope, Fixation of minimum wages

Lecture 45 - Procedure for fixing minimum wages, mode of payment, miscellaneous provisions

Lecture 46 - Equal Remuneration Act 1976: Scope, definations, provisions

Lecture 47 - Workers' Participation in Management

Lecture 48 - Degree and Forms of Labour Participation

Lecture 49 - Workers Committee, Joint management Councils

Lecture 50 - Employee's Participation in PSUs Participation in Private sector

Lecture 51 - The participation of workers in Management Bill 1990

Lecture 52 - Labour Welfare and Industrial Relations: Case Laws

Lecture 53 - Introduction, Labour reforms undertaken

Lecture 54 - Code on Wages 2019

Lecture 55 - Occupational Safety, Health and Working Conditions Code, 2020

Lecture 56 - Industrial Relations Code, 2020

Lecture 57 - Code on Social Security, 2020

Lecture 58 - Labour Welfare and Industrial Relations: A Bird's Eye View

[Lecture 1 - Strategic Marketing](#)

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Co-ordinators : Prof. Jayanta Chatterjee

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Co-ordinators : Dr. Raghu Nandan Sengupta

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Co-ordinators : Prof. Jayanta Chatterjee, Dr. Shashi Shekhar Mishra

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Co-ordinators : Prof. Raghunandan Sengupta

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Lecture 5 - Budget Line

Lecture 6 - Theory of Demand

Lecture 7 - Theory of Supply

Lecture 8 - Price Elasticity of Demand

Lecture 9 - Income Elasticity of Demand and Price Elasticity of Supply

Lecture 10 - Production Function

Lecture 11 - Relationship Between AP, MP and Law of Diminishing Marginal Returns

Lecture 12 - Long Run Production Function and Isoquant

Lecture 13 - Returns to Scale

Lecture 14 - Iso-Cost Curve and Co-production

Lecture 15 - Introduction to Cost Theory

Lecture 16 - Break-even Point and Long Run Cost Curve

Lecture 17 - Cost-Volume-Profit Analysis

Lecture 18 - Costing in a Hospital System

Lecture 19 - Choice in Healthcare

Lecture 20 - Measurements based on Choices

Lecture 21 - Grossman's Demand Model

Lecture 22 - Market Structures and Perfect Competition

Lecture 23 - Market Imperfection

Lecture 24 - Ideal Healthcare Market Conditions

Lecture 25 - Imperfect in Healthcare Markets

Lecture 26 - Building Blocks of Health Systems and Health Financing

Lecture 27 - Mechanisms of Health Financing

Lecture 28 - Introduction to health insurance

Lecture 29 - Important concepts of health insurance

Lecture 30 - Strategies for Private Health Insurance companies

Lecture 31 - Types of health insurance and Death Spiral

Lecture 32 - Third Party Administrator.

Lecture 33 - Managed Care Organizations

Lecture 34 - Reinsurance

Lecture 35 - What is Economic Evaluation?

Lecture 36 - Cost Minimization Analysis and Cost Effectiveness Analysis

Lecture 37 - Cost-utility Analysis

Lecture 38 - Cost-Benefit Analysis

Lecture 39 - Types of Goods- Excludability and Rivalry in Consumption

Lecture 40 - Public Goods, Common Resources and decision making based on Cost-Benefit Analysis

Lecture 41 - Tragedy of Commons and Evaluation Framework

Lecture 42 - Fundamental concepts of economic externalities

Lecture 43 - External cost, external benefit and efficient output

Lecture 44 - External cost, external benefit and efficient output

Lecture 45 - Economics of Health and Healthcare

Lecture 46 - Development Indices

Lecture 47 - Social Determinants of Health

Lecture 48 - Fundamental Concepts and Theories Related to Population,Health and Development

Lecture 49 - Population Composition and demographic Dividend

Lecture 50 - Theories Related to Fertility, Population Growth and Socio-Economic Advancements

Lecture 51 - Underwriting

Lecture 1 - What is Simulation

Lecture 2 - Terminologies in Simulation

Lecture 3 - How to Built Simulation Model

Lecture 4 - Components of Discrete Event Simulation

Lecture 5 - A Simple Example

Lecture 6 - Terminologies and Like Approaches

Lecture 7 - Monte-Carlo Simulation

Lecture 8 - How to build Simulation? - Major considerations

Lecture 9 - Basic Simulation terms and Illustrative examples

Lecture 10 - Steps in a Simulation Study

Lecture 11 - An introduction to ARENA

Lecture 12 - Simulation experiments using ARENA

Lecture 13 - Probability and Statistics for simulation

Lecture 14 - Pareto Analysis

Lecture 15 - Frequency Distribution

Lecture 16 - Simulation of Tandem Queues using ARENA

Lecture 17 - Simulation with ARENA: Use of Decision node

Lecture 18 - Simulation with ARENA: Use of Assign Node

Lecture 19 - Simulation with ARENA: Use of Batch Node

Lecture 20 - Stem and Leaf Display

Lecture 21 - Tecnomatix: Plant Simulation - Part 1

Lecture 22 - Tecnomatix: Plant Simulation - Part 2

Lecture 23 - Tecnomatix: Plant Simulation - Part 3

Lecture 24 - Probability Distributions - I

Lecture 25 - Probability Distributions - II

Lecture 26 - Valid Model for Input Data

NPTEL : NOC:Management of Field Sales (Management)

Co-ordinators : Prof. Jayanta Chatterjee

Lecture 1 - Introduction to Management of Field Sales

Lecture 2 - Sales Role and Activities

Lecture 3 - Value added selling and Non Verbal Messages

Lecture 4 - Communication Styles in Field Sales

Lecture 5 - Managing Product Life cycle

Lecture 6 - From Product To Benefit

Lecture 7 - The Sales Process

Lecture 8 - Prospecting

Lecture 9 - From Prospecting to Preparing the Sales Call

Lecture 10 - The Buying Process

Lecture 11 - Approaching the Customer with Adaptive Selling

Lecture 12 - Interactive Sales Presentation

Lecture 13 - Consultative Questioning Strategy

Lecture 14 - Account Evaluation - Long Term Approach

Lecture 15 - Negotiating Buyer Concerns

Lecture 16 - Sales Force Structure

Lecture 17 - Leading the Sales Force

Lecture 18 - Sales Force Motivation

Lecture 19 - Forecasting Sales and Developing Budgets

Lecture 20 - Understanding Sales Analytics

Lecture 1 - Utility Analysis

Lecture 2 - Utility Analysis

Lecture 3 - Utility Analysis

Lecture 4 - Utility Analysis

Lecture 5 - Utility Analysis

Lecture 6 - Utility Analysis

Lecture 7 - Utility Analysis

Lecture 8 - Utility Analysis

Lecture 9 - Decisions and Utility Analysis

Lecture 10 - Safety first principle

Lecture 11 - Loss Function

Lecture 12 - Loss Function

Lecture 13 - Balanced Loss Function

Lecture 14 - DEA

Lecture 15 - DEA

Lecture 16 - DEA

Lecture 17 - DEA

Lecture 18 - Decision Trees

Lecture 19 - Decision Trees

Lecture 20 - Decision Trees

Lecture 21 - AHP

Lecture 22 - AHP

Lecture 23 - AHP

Lecture 24 - AHP

Lecture 25 - AHP

Lecture 26 - ELECTRE

Lecture 27 - ELECTRE

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[Lecture 44 - multi-objective optimization](#)

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[Lecture 46 - Optimization](#)

[Lecture 47 - Goal programming](#)

[Lecture 48 - GERT](#)

[Lecture 49 - Demand model](#)

[Lecture 50 - Bass model](#)

[Lecture 51 - GERT](#)

[Lecture 52 - GERT](#)

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[Lecture 54 - AIS](#)

[Lecture 55 - AIS](#)

[Lecture 56 - AIS](#)

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[Lecture 58 - ANN](#)

[Lecture 59 - Metaheuristics techniques](#)

[Lecture 60 - General Concepts](#)

- Lecture 1 - Significance of manufacturing
- Lecture 2 - Productivity in manufacturing
- Lecture 3 - Product lifecycle
- Lecture 4 - Introduction to optimization
- Lecture 5 - Mathematical modeling example
- Lecture 6 - Rules of modeling
- Lecture 7 - Modeling with continuous variable - Part 1
- Lecture 8 - Modeling with continuous variable - Part 2
- Lecture 9 - Value Engineering Green Plan: Introduction
- Lecture 10 - Value Engineering Green Plan: Methodology - Part 1
- Lecture 11 - Value Engineering Green Plan: Methodology - Part 2
- Lecture 12 - Value Engineering Green Plan - FAST diagramming
- Lecture 13 - Value Engineering - Case Study
- Lecture 14 - Value Engineering Green Plan - Paired comparison technique
- Lecture 15 - Creativity Techniques
- Lecture 16 - Frugal Innovation
- Lecture 17 - Green Quality Function Deployment - Part 1
- Lecture 18 - Green Quality Function Deployment - Part 2
- Lecture 19 - Solving optimization problems
- Lecture 20 - Solving optimization problems using MS Excel
- Lecture 21 - MS Excel Solver demonstration
- Lecture 22 - Solving optimization problems using MS Excel
- Lecture 23 - Design of Experiments for Factor Selection
- Lecture 24 - Fundamental Techniques of Experimentation
- Lecture 25 - Simple Comparative Experiments
- Lecture 26 - ANOVA - Part 1
- Lecture 27 - ANOVA - Part 2
- Lecture 28 - ANOVA - Part 3
- Lecture 29 - Design for Environment - Part 1
- Lecture 30 - Design for Environment - Part 2
- Lecture 31 - Design for Environment - Part 3

- [Lecture 32 - Design for Environment - Part 4](#)
- [Lecture 33 - Life Cycle Assessment, EIO-LCA tool](#)
- [Lecture 34 - Life Cycle Assessment, process based software](#)
- [Lecture 35 - Introduction to Factorial Experiments](#)
- [Lecture 36 - Statistical Analysis in Factorial Experiments](#)
- [Lecture 37 - Numerical Analysis in Factorial Experiments - Part 1](#)
- [Lecture 38 - Numerical Analysis in Factorial Experiments - Part 2](#)
- [Lecture 39 - Overview of Optimization Methods - Part 1](#)
- [Lecture 40 - Overview of Optimization Methods - Part 2](#)
- [Lecture 41 - Green Factory through Green Unit Processes - Part 1](#)
- [Lecture 42 - Green Factory through Green Unit Processes - Part 2](#)
- [Lecture 43 - Green Factory Simulation - Part 1](#)
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- [Lecture 46 - Advanced Green Manufacturing Systems course summary](#)

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[Lecture 8 - Utility Analysis](#)

[Lecture 9 - Safety First Principle](#)

[Lecture 10 - Safety First Principle \(Continued...\)](#)

[Lecture 11 - Optimization](#)

[Lecture 12 - Optimization](#)

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[Lecture 15 - Simplex Method](#)

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[Lecture 30 - Transportation Problem](#)

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[Lecture 34 - Transportation Problem](#)

[Lecture 35 - Loss Function](#)

[Lecture 36 - DEA](#)

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[Lecture 39 - Gomory Cutting Plane Algorithm](#)

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[Lecture 41 - Integer Programming](#)

[Lecture 42 - Integer Programming](#)

[Lecture 43 - Integer Programming](#)

[Lecture 44 - Quadratic Programming](#)

[Lecture 45 - Portfolio Optimization](#)

[Lecture 46 - Chance Constraint Problem](#)

[Lecture 47 - Branch and Bound](#)

[Lecture 48 - Branch and Bound](#)

[Lecture 49 - Branch and Bound](#)

[Lecture 50 - Branch and Bound](#)

[Lecture 51 - Quadratic Programming](#)

[Lecture 52 - Steepest Descent](#)

[Lecture 53 - Reliability Based Optimization](#)

[Lecture 54 - Reliability Based Optimization](#)

[Lecture 55 - Reliability Based Optimization](#)

[Lecture 56 - Sequential Optimization and Reliability Assessment](#)

[Lecture 57 - Reliability/Stochastic Optimization](#)

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Lecture 1 - Brands and Marketplace

Lecture 2 - Brands and Marketplace (Continued...)

Lecture 3 - Product Vs Brand

Lecture 4 - Product Vs Brand (Continued...)

Lecture 5 - Brand Management - The Activity

Lecture 6 - Brand Management - The Activity (Continued...)

Lecture 7 - Brand Associations as Raw Material

Lecture 8 - Brand Associations as Raw Material (Continued...)

Lecture 9 - Mining Brand Associations

Lecture 10 - Mining Brand Associations (Continued...)

Lecture 11 - Unearthing Brand Iceberg

Lecture 12 - Unearthing Brand Iceberg (Continued...)

Lecture 13 - Brand Personality

Lecture 14 - Brand Personality (Continued...)

Lecture 15 - Brand Identity

Lecture 16 - Brand Identity (Continued...)

Lecture 17 - Brand Positioning and Repositioning - Part A

Lecture 18 - Brand Positioning and Repositioning - Part A (Continued...)

Lecture 19 - Brand Positioning and Repositioning - Part B

Lecture 20 - Brand Positioning and Repositioning - Part B (Continued...)

Lecture 21 - Brand Positioning and Repositioning (Continued...)

Lecture 22 - Evolution of Brand Manager System

Lecture 23 - Evolution of Brand Manager System (Continued...)

Lecture 24 - Evolution of Brand Manager System - Part B (Continued...)

Lecture 25 - Brand Extensions

Lecture 26 - Brand Extensions (Continued...)

Lecture 27 - Brand Architecture - Part 1

Lecture 28 - Brand Architecture - Part 1 (Continued...)

Lecture 29 - Brand Architecture - Part 2

Lecture 30 - Brand Architecture - Part 2 (Continued...)

Lecture 31 - Relationship Between Pricing and Brand Positioning

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[Lecture 33 - Pricing - A Tool for Brand Management](#)

[Lecture 34 - Pricing - A Tool for Brand Management \(Continued...\)](#)

[Lecture 35 - Marketing Brand Equity](#)

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[Lecture 37 - Financial Brand Equity](#)

[Lecture 38 - Financial Brand Equity \(Continued...\)](#)

[Lecture 39 - Brands Serving Psycho-Socio Functions](#)

[Lecture 40 - Brand Management - Glossary](#)

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Lecture 0 - How to Learn and Follow the Course

Lecture 1 - R Software and its Installation

Lecture 2 - Help, Documentation, Examples, Packages and Libraries

Lecture 3 - Command Line and Data Editor

Lecture 4 - Introduction to R Studio

Lecture 5 - R as a Calculator

Lecture 6 - Calculation with Data Vectors and Built-in Function

Lecture 7 - Matrix Operations

Lecture 8 - Matrix Operations

Lecture 9 - Univariate Data-Central Tendency and Variability

Lecture 10 - Bivariate Data

Lecture 11 - Missing Data Handling

Lecture 12 - Measuring Central Tendency with Missing Data

Lecture 13 - Measuring Variation with Missing Data

Lecture 14 - Coefficient of Variation and Summary

Lecture 15 - Boxplots and Grouped Boxplots

Lecture 16 - Bar Diagram, Subdivided and Multiple Bar Diagrams

Lecture 17 - Pie Diagram, Histogram and Multiple Histogram

Lecture 18 - Scatter Plots, Smooth Scatter Plots and Matrix Plots

Lecture 19 - Three Dimensional Plots, Star Plots and Chernoff Faces

Lecture 20 - Continuous and Discrete

Lecture 21 - Probability Functions

Lecture 22 - Probability Functions for Continuous Bivariate and Multivariate Random Variables

Lecture 23 - Theoretical Properties

Lecture 24 - Application in R Software

Lecture 25 - Bivariate Normal and Multivariate Normal Distributions in R

Lecture 26 - Chi Square (χ^2), t and F Distribution

Lecture 27 - Point and Interval Estimation

Lecture 28 - Maximum Likelihood Estimation

Lecture 29 - Basics of Tests of Hypothesis

Lecture 30 - Test and Confidence Interval for Mean in One Sample with Known Variance in Univariate Data

- Lecture 31 - Test and Confidence Interval for Mean in One Sample with Unknown Variance in Univariate Data
- Lecture 32 - Tests for Mean in Two Samples with Univariable Data
- Lecture 33 - Analysis of Variance and Homogeneity of Variances with Univariate Data
- Lecture 34 - Tests for Mean Vector with Multivariate Data in One Sample
- Lecture 35 - Tests for Mean Vector with Multivariate Data in Two Sample
- Lecture 36 - Centering, Scaling and Z-Scores
- Lecture 37 - Introduction and Basic Concepts
- Lecture 38 - Estimation of Parameters
- Lecture 39 - Model Fitting with R Software
- Lecture 40 - Test of Hypothesis and Confidence Interval Estimation on Individual Regression Coefficients
- Lecture 41 - Analysis of Variance and Implementation in R Software
- Lecture 42 - Goodness of Fit and Testing of Normality
- Lecture 43 - Logistic Regression Model
- Lecture 44 - Introduction to Classification
- Lecture 45 - Bayes Procedure for Classification
- Lecture 46 - Classification Procedure for Multivariate Normal Distributions
- Lecture 47 - Classification Procedure and Analysis in R
- Lecture 48 - Basic Concepts and Definitions
- Lecture 49 - Hierarchical Classification
- Lecture 50 - Hierarchical Classification and Analysis with R
- Lecture 51 - Hierarchical Classification with Examples in R
- Lecture 52 - Concepts and Theoretical Setup
- Lecture 53 - Principle Component and Its Graphical Analysis in R
- Lecture 54 - Canonical Variables and Concepts
- Lecture 55 - Statistical Analysis of Canonical Variables
- Lecture 56 - Canonical Variables Analysis in R

DIGIMAT - The No.1 Learning Management Platform for Creative Learning

NPTEL : NOC:Business Marketing - Technology Focus (Management)

Co-ordinators : Prof. Jayanta Chatterjee

Lecture 1 - Introduction to B2B Marketing

Lecture 2 - Tech Marketing

Lecture 3 - Technology life cycle, networks and platforms

Lecture 4 - Organization Markets and Competition

Lecture 5 - Organization Buying decisions

Lecture 6 - Researching Business Markets

Lecture 7 - Design and Tech Market

Lecture 8 - Customer Driven Innovation, New Product Management

Lecture 9 - Market Segments - Technology Focus

Lecture 10 - PLC and TALC

Lecture 11 - Crossing the Chasm

Lecture 12 - B2B Brands - 1

Lecture 13 - B2B Brands - 2

Lecture 14 - B2B Pricing Basics

Lecture 15 - Critical Underpinning Concepts

Lecture 16 - Pricing (Continued...)

Lecture 17 - Pricing Summary

Lecture 18 - B2B Sales

Lecture 19 - Supply Chain

Lecture 20 - Marketing Communication

Lecture 21 - Digital Marketing

Lecture 22 - Digital Relationship Management

Lecture 23 - E-Marketing Tools

Lecture 24 - E-Market Place

Lecture 25 - B2B E-Commerce

Lecture 26 - Electronic Auction

Lecture 27 - E-Procurement

Lecture 28 - Marketing as Strategy - I

Lecture 29 - Marketing as Strategy - II

Lecture 30 - LIVE Session (JCB, TATA Steel, THERMAX)

Lecture 31 - Marketing Orientation

[Lecture 32 - Marketing - R&D interaction](#)

[Lecture 33 - Marketing Metrics](#)

[Lecture 34 - Sample Question and Answers](#)

Lecture 1 - Fundamentals of R

Lecture 2 - Data cleaning

Lecture 3 - Data Visualization - Part 1

Lecture 4 - Data Visualization - Part 2

Lecture 5 - Introduction to Probability Theory

Lecture 6 - Conditional Probabilities and Bayes Theorem

Lecture 7 - Random Variables and Probability Distributions

Lecture 8 - Binomial Distribution

Lecture 9 - Continuous Random Variables and Normal Distribution

Lecture 10 - Descriptive Analytics: Measures of Central Tendency

Lecture 11 - Descriptive Analytics: Measures of Variability and Shape

Lecture 12 - Statistical Inference: Sampling

Lecture 13 - Statistical Inference: Central Limit Theorem and Confidence Intervals

Lecture 14 - Statistical Inference: Hypothesis testing

Lecture 15 - Introduction to R

Lecture 16 - Inferential statistics: R Implementation

Lecture 17 - Statistical Inference: Sampling

Lecture 18 - Hypothesis Testing: R Implementation

Lecture 19 - Regression Modelling - Part 1

Lecture 20 - Regression Modelling - Part 2

Lecture 21 - Regression Algorithm: Application - Part 1

Lecture 22 - Regression Algorithm: Application - Part 2

Lecture 23 - Classification Algorithms: Logit/Probit Regression - Part 1

Lecture 24 - Classification Algorithms: Logit/Probit Regression - Part 2

Lecture 25 - Classification Algorithms: Application - Part 1

Lecture 26 - Classification Algorithms: Application - Part 2

Lecture 27 - Advanced Data Visualization - Part 1

Lecture 28 - Advanced Data Visualization - Part 2

Lecture 29 - Introduction to Panel Data Modelling

Lecture 30 - Panel data application and implementation with R

Lecture 31 - Advanced Time-Series Models

[Lecture 32 - Introduction to ARMA process](#)

[Lecture 33 - Forecasting with ARMA models](#)

[Lecture 34 - Non-stationarity, Cointegration, and Error correction Models](#)

[Lecture 35 - Return and Volatility Modelling and Forecasting](#)

[Lecture 36 - Maximum Likelihood Estimation \(MLE\)](#)

[Lecture 37 - Quantile Regression - Part A](#)

[Lecture 38 - Quantile Regression - Part B](#)

[Lecture 39 - Solar Panel Marketing Case Study](#)

[Lecture 40 - PCA and Clustering - Part 1](#)

[Lecture 41 - PCA and clustering - Part 2](#)

[Lecture 42 - Tutorial - HR Analytics - Part 1](#)

[Lecture 43 - Tutorial - HR Analytics - Part 2](#)

[Lecture 44 - Application of Logistic Regression - Part 1](#)

[Lecture 45 - Application of logistic regression - Part 2](#)

NPTEL : Econometric Modelling (Management)

Co-ordinators : Dr. Rudra P. Pradhan

- Lecture 1 - Introduction to Econometric Modelling
- Lecture 2 - Structure of Econometric Modelling
- Lecture 3 - Univariate Econometric Modelling
- Lecture 4 - Bivariate Econometric Modelling
- Lecture 5 - Bivariate Econometric Modelling (Continued...)
- Lecture 6 - Probability
- Lecture 7 - Bivariate Econometric Modelling
- Lecture 8 - Bivariate Econometric Modelling (Continued...)
- Lecture 9 - Reliability BEM
- Lecture 10 - Reliability BEM (Continued...1)
- Lecture 11 - Reliability BEM (Continued...2)
- Lecture 12 - ANOVA for Bivariate Econometric Modelling
- Lecture 13 - Trivariate Econometric Modelling
- Lecture 14 - Trivariate Econometric Modelling (Continued...)
- Lecture 15 - Reliability of Trivariate Econometric Modelling
- Lecture 16 - Multivariate Econometric Modelling
- Lecture 17 - Multivariate Econometric Modelling (Continued...)
- Lecture 18 - Matrix Approach to Econometric Modelling
- Lecture 19 - Matrix Approach to Econometric Modelling (Continued...)
- Lecture 20 - Multicollinearity Problem
- Lecture 21 - Multicollinearity Problem (Continued...)
- Lecture 22 - Autocorrelation Problem
- Lecture 23 - Autocorrelation Problem (Continued...)
- Lecture 24 - Heteroscedasticity Problem
- Lecture 25 - Heteroscedasticity Problem (Continued...)
- Lecture 26 - Dummy Modelling
- Lecture 27 - Dummy Modelling (Continued...)
- Lecture 28 - LOGIT and PROBIT Model
- Lecture 29 - LOGIT and PROBIT Model (Continued...)
- Lecture 30 - Panel Data Modelling
- Lecture 31 - Panel Data Modelling (Continued...)

[Lecture 32 - Simultaneous Equation Modelling](#)

[Lecture 33 - Simultaneous Equation Modelling \(Continued...\)](#)

[Lecture 34 - Structural Equation Modelling](#)

[Lecture 35 - Structural Equation Modelling \(Continued...\)](#)

[Lecture 36 - Time Series Modelling](#)

[Lecture 37 - Time Series Modelling \(Continued...\)](#)

[Lecture 38 - Unit Root](#)

[Lecture 39 - Cointegration](#)

[Lecture 40 - Concluding Remarks](#)

NPTEL : Organizational Behaviour (Management)

Co-ordinators : Dr. Susmita Mukhopadhyay

- Lecture 1 - Understanding Organizational Behaviour
- Lecture 2 - Effectiveness in Organizations
- Lecture 3 - Social System and Organizational Culture
- Lecture 4 - Social System and Organizational Culture (Continued...)
- Lecture 5 - Individual differences and work behaviour
- Lecture 6 - Personality
- Lecture 7 - Personality (Continued...)
- Lecture 8 - Attitudes
- Lecture 9 - Attitudes (Continued...)
- Lecture 10 - Attitudes (Continued...)
- Lecture 11 - Perceptions and Attributions
- Lecture 12 - Perceptions and Attributions (Continued...)
- Lecture 13 - Motivation
- Lecture 14 - Motivation (Continued...)
- Lecture 15 - Job Design, Work and Motivation
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- Lecture 17 - Evaluation, Feedback and Rewards
- Lecture 18 - Evaluation, Feedback and Rewards (Continued...)
- Lecture 19 - Managing Misbehaviour
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- Lecture 22 - Informal and Formal Groups
- Lecture 23 - Teams and Teambuilding
- Lecture 24 - Managing Conflict and Negotiation
- Lecture 25 - Managing Conflict and Negotiation (Continued...)
- Lecture 26 - Power and Politics
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NPTEL : Security Analysis and Portfolio Management (Management)

Co-ordinators : Dr. Jitendra Mahakud, Dr. Chandra Sekhar Mishra

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- Lecture 4 - Risk and Return (Continued...)
- Lecture 5 - Organization and Function of Equity and Debt Markets
- Lecture 6 - Mutual Funds
- Lecture 7 - Market Efficiency - Concepts and forms of efficiency
- Lecture 8 - Testing Market Efficiency
- Lecture 9 - Financial Statement Analysis
- Lecture 10 - Financial Statement Analysis (Continued...)
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- Lecture 12 - Valuation of Equity Shares - II
- Lecture 13 - Economic Analysis - I
- Lecture 14 - Economic Analysis - II
- Lecture 15 - Industry Analysis - I
- Lecture 16 - Industry Analysis - II
- Lecture 17 - Company Analysis - I
- Lecture 18 - Company Analysis - II
- Lecture 19 - Technical Analysis - I
- Lecture 20 - Technical Analysis - II
- Lecture 21 - Introduction to Portfolio Management
- Lecture 22 - Introduction to Portfolio Management (Continued...)
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- Lecture 24 - Capital Market Theory - II
- Lecture 25 - Arbitrage Pricing Theory
- Lecture 26 - Multifactor Pricing Model
- Lecture 27 - Markowitz Optimal Portfolio Selection Model
- Lecture 28 - Other Optimal Portfolio Selection Models
- Lecture 29 - Equity Portfolio Management Strategies - I
- Lecture 30 - Equity Portfolio Management Strategies - II
- Lecture 31 - Introduction to Bond Analysis

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NPTEL : Six Sigma (Management)

Co-ordinators : Prof. Tapan P. Bagchi

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Lecture 2 - Concepts in Quality Management - II

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Lecture 4 - Initiating Six Sigma

Lecture 5 - Review of Probability and Statistics - I

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Lecture 8 - Review of Probability and Statistics - IV

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Lecture 11 - QFD and ISO 9000

Lecture 12 - QS 9000 and Awards

Lecture 13 - Competing Through Service Quality

Lecture 14 - Introduction to Project Management

Lecture 15 - Project Life Cycle

Lecture 16 - Critical Path Method

Lecture 17 - Measurement System Analysis

Lecture 18 - Acceptance Sampling

Lecture 19 - Design of Sampling Plans

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Lecture 22 - Control Chart Examples

Lecture 23 - Control Charts by Excel

Lecture 24 - Process Capability

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Lecture 26 - Design of Experiments - Overview

Lecture 27 - Planning for DOE

Lecture 28 - Factor Effect Calculations

Lecture 29 - ANOVA in DOE

Lecture 30 - Benchmarking in Six Sigma

Lecture 31 - How to Benchmark

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[Lecture 33 - Taguchi Methods](#)

[Lecture 34 - Robust Design](#)

[Lecture 35 - The Journey to Six Sigma](#)

[Lecture 36 - A Case Study of Defect Reduction](#)

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Lecture 8 - Intercultural Communication - III

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NPTEL : Consumer Behaviour (Management)

Co-ordinators : Dr. Sangeeta Sahney

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NPTEL : International Finance (Management)

Co-ordinators : Dr. Arun K. Misra

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- Lecture 21 - Multiple Regression – Introduction
- Lecture 22 - MLR - Sampling distribution of regression coefficients
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- Lecture 3 - Globalization: a key context for Business Ethics
- Lecture 4 - Sustainability: a key goal for Business Ethics
- Lecture 5 - What is Corporation?
- Lecture 6 - Corporate Social Responsibility
- Lecture 7 - Stakeholder theory of the firm
- Lecture 8 - Corporate accountability
- Lecture 9 - Corporate citizenship
- Lecture 10 - Normative ethical theories and descriptive ethical theories, western modernist ethical theories
- Lecture 11 - Western modernist ethical theories (Continued...)
- Lecture 12 - Alternative perspectives on ethical theories
- Lecture 13 - Indian perspective on Ethics
- Lecture 14 - Models of ethical decision making and individual influences on ethical decision making
- Lecture 15 - Situational influences on ethical decision making
- Lecture 16 - Case Study 1
- Lecture 17 - What is Business Ethics Management?
- Lecture 18 - Setting standards of ethical behavior
- Lecture 19 - Managing stakeholder relationship
- Lecture 20 - Assessing ethical performance
- Lecture 21 - Organizing for business ethics
- Lecture 22 - Shareholders as stakeholders: understanding Corporate Governance
- Lecture 23 - Ethical issues in corporate governance
- Lecture 24 - Shareholders as citizens of corporation
- Lecture 25 - Shareholding for sustainability
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- Lecture 27 - Models of organizations
- Lecture 28 - Firm-employee relationship
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- Lecture 36 - Consumers and corporate citizenship
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- Lecture 38 - Suppliers and competitors as stakeholders
- Lecture 39 - Ethical issues and competitors
- Lecture 40 - Globalization, suppliers and competitors
- Lecture 41 - The corporate citizen in the business community
- Lecture 42 - Sustainability and business relationship
- Lecture 43 - Civil society and business ethics
- Lecture 44 - Ethical issues and CSOs
- Lecture 45 - Globalization and CSOs
- Lecture 46 - Corporate citizenship and civil society
- Lecture 47 - Civil society, business and sustainability
- Lecture 48 - Government, regulation and business ethics
- Lecture 49 - Ethical issues in the relation between business and government
- Lecture 50 - Globalization and business-government relations
- Lecture 51 - Corporate citizenship and regulation
- Lecture 52 - Governments, business and sustainability
- Lecture 53 - Case Study 3
- Lecture 54 - Environment and business ethics
- Lecture 55 - Ethics of pollution control
- Lecture 56 - Ethics of conserving depletable resources
- Lecture 57 - Sustainability
- Lecture 58 - Information technology and business ethics
- Lecture 59 - Data identity and security
- Lecture 60 - Computer crimes and IPR
- Lecture 61 - TRIPS in India

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[Lecture 17 - Gender Violence- Within and Beyond \(Continued...\)](#)

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Lecture 9 - CSR-Global Timeline

Lecture 10 - CSR-Global Timeline (Continued...)

Lecture 11 - CSR in India

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Lecture 13 - Who are Stakeholders?

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Lecture 16 - Stakeholders Theory Perspectives

Lecture 17 - Stakeholder Theory in Action

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Lecture 19 - Stakeholder Salience

Lecture 20 - Stakeholder Management

Lecture 21 - Stakeholder Dialogue

Lecture 22 - Management of Stakeholder Dialogue

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Lecture 24 - CSR Design and Implementation: Stakeholder Integration

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NPTEL : NOC:Decision Modeling (Management)

Co-ordinators : Prof. Biswajit Mahanty

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Lecture 3 - Decision Making Under Risk

Lecture 4 - Value of Information

Lecture 5 - Probability Concepts

Lecture 6 - Bayes Theorem

Lecture 7 - Decision Tree

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Lecture 12 - Poisson and Exponential Distribution

Lecture 13 - Birth and Death Process

Lecture 14 - M/M/1 Queing Model

Lecture 15 - Queuing Examples

Lecture 16 - Queuing Examples (Continued...)

Lecture 17 - M/D/1 and M/M/s Queuing Models

Lecture 18 - M/M/s and M/M/infinity Models

Lecture 19 - Finite Queue Space and Queuing Cost Models

Lecture 20 - Queuing Cost, Priority and Networking Models

Lecture 21 - Introduction to Simulation

Lecture 22 - Discrete-Event and Monte-Carlo Simulation

Lecture 23 - Pseudo random Numbers

Lecture 24 - Simulation Examples

Lecture 25 - Generation of Random Variates

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Lecture 27 - Monte-Carlo Simulation and Output Analysis

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Lecture 29 - Continuous Simulation and System Dynamics

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DIGIMAT - The No.1 Learning Management Platform for Creative Learning

NPTEL : NOC:E-Business (Management)

Co-ordinators : Prof. Mamata Jenamani

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Lecture 4 - Business Models on the web (Continued...)

Lecture 5 - Innovative E-Business models for Bricks and Mortar firms

Lecture 6 - Inter and Intra Organizational Business Processes

Lecture 7 - Information system foundations

Lecture 8 - Types of business information system

Lecture 9 - Decision support for the management

Lecture 10 - Enterprise Resource planning

Lecture 11 - Connecting with stakeholders

Lecture 12 - E-procurement - Reengineering the traditional procurement process

Lecture 13 - E-procurement - New paradigms in the procurement process

Lecture 14 - E-procurement - e-procurement Implementation issues and risks

Lecture 15 - Customer relationship management

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Lecture 17 - E-Marketing (Continued...)

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Lecture 19 - Supply Chain Management - II - Tntegration

Lecture 20 - Supply Chain Management - III - Interoperability

Lecture 21 - Supply Chain Management - IV - Logistics and distribution

Lecture 22 - Supply Chain Management - V - E-Commerce supply chain

Lecture 23 - Components of E-Business Infrastructure

Lecture 24 - Internet and the Web

Lecture 25 - Networking resources

Lecture 26 - Hardware and software resources

Lecture 27 - Data resources

Lecture 28 - Security categories

Lecture 29 - Security terminologies

Lecture 30 - Digital signature

Lecture 31 - Protocols for security: TLS

- Lecture 32 - Impact of security protocol on server performance
- Lecture 33 - Digital Payment systems
- Lecture 34 - Interoperability of information system
- Lecture 35 - Electronic data interchange (EDI)
- Lecture 36 - Fundamentals of web services
- Lecture 37 - Fundamentals of cloud based systems
- Lecture 38 - Automatic data capture using RFID
- Lecture 39 - Automatic data capture using RFID and its applications
- Lecture 40 - Automatic data capture using RFID and its applications (Continued...)
- Lecture 41 - GPS and GIS in supply chain
- Lecture 42 - Sensors and IOT: Traceability Across the supply chain
- Lecture 43 - Business Analytics and Big data
- Lecture 44 - Decision support Concepts
- Lecture 45 - Understanding the web log - I
- Lecture 46 - Understanding the web log - II
- Lecture 47 - Using the Web log: Web usage mining
- Lecture 48 - User behaviour modelling from web log
- Lecture 49 - User behaviour modelling from web log (Continued...)
- Lecture 50 - E-Business Capacity Planning
- Lecture 51 - E-Business Capacity Planning (Continued...)
- Lecture 52 - Introduction to Recommender System
- Lecture 53 - Content Based Recommender System
- Lecture 54 - Collaborative Filtering Based Recommender System
- Lecture 55 - Association and Demographics Based Recommended System
- Lecture 56 - Dynamic Pricing
- Lecture 57 - Introduction to Auction
- Lecture 58 - Economic Considerations in Auction
- Lecture 59 - Winner Determination Problem
- Lecture 60 - Online auction issues

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- Lecture 32 - Estimation of parameters and model adequacy test for factorial experiment
- Lecture 33 - Full_Factorial_Single_Replicate
- Lecture 34 - General_Full_factorial_design
- Lecture 35 - Blocking_Factorial_design
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- Lecture 37 - Statistical analysis of 2^k factorial design
- Lecture 38 - 2_k Factorial_Design_Single_Replicate
- Lecture 39 - 2_k Factorial_Design_Centre_Points
- Lecture 40 - 2_k Factorial_Design_Optimality_Issues
- Lecture 41 - 2_k Factorial Design - Issues with Coded Design Variables
- Lecture 42 - Blocking and Confounding in 2_k Factorial Design
- Lecture 43 - Blocking and Confounding in 2_k Factorial Design (Continued...)
- Lecture 44 - Blocking and Confounding in 2_k Factorial Design (Continued...)
- Lecture 45 - Fractional factorial design: Introduction
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- Lecture 47 - Fractional factorial design: One quarter fraction of the $2k$ design
- Lecture 48 - Alias Structure in Fractional factorial design: Regression Approach
- Lecture 49 - General $2^{(k-p)}$ Fractional Factorial Design
- Lecture 50 - Fractional factorial design: Fold-over Design
- Lecture 51 - Plackett-Burman Designs
- Lecture 52 - Response Surface Methodology (RSM) - First Order Model
- Lecture 53 - Response Surface Methodology (RSM) - First Order Model (Continued...)
- Lecture 54 - Experimental Design for Fitting Response Surfaces
- Lecture 55 - Response Surface Methodology (RSM): Fitting Second Order Model
- Lecture 56 - Analysis of Second Order Response Surface
- Lecture 57 - ANOVA using MINITAB
- Lecture 58 - Factorial Design using MINITAB
- Lecture 59 - Fractional Factorial Design using MINITAB
- Lecture 60 - Response Surface Methodology using MINITAB

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Lecture 13 - Management of Quality - II

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- [Lecture 58 - Fitting Models to Data \(Continued...\)](#)
- [Lecture 59 - Fitting Models to Data \(Continued...\)](#)
- [Lecture 60 - Fitting Models to Data \(Continued...\)](#)

- Lecture 1 - Introduction to Industrial Safety Engineering
- Lecture 2 - Key concepts and terminologies
- Lecture 3 - Key concepts and terminologies-Safety domain ontology
- Lecture 4 - Key concepts and terminologies-Risk Assessment and Control
- Lecture 5 - Safety Engineering and Accident causing mechanisms
- Lecture 6 - Preliminary Hazard List
- Lecture 7 - Preliminary Hazard Analysis
- Lecture 8 - Hazard and operability study (HAZOP)
- Lecture 9 - Failure Modes and Effects Analysis (FMEA)- Identification of Failure Modes
- Lecture 10 - Failure Modes and Effects Analysis (FMEA) (Continued...)
- Lecture 11 - Application of Hazard Identification Techniques
- Lecture 12 - Fault Tree Analysis (FTA) - Construction
- Lecture 13 - Fault Tree Analysis (FTA) - Gate by Gate method
- Lecture 14 - Fault Tree Analysis (FTA) - Cut-set method
- Lecture 15 - Fault Tree Analysis (FTA) - Importance measures
- Lecture 16 - Event Tree Analysis (ETA)
- Lecture 17 - Bowtie Tool
- Lecture 18 - Bow-tie: Common Cause Cut Sets
- Lecture 19 - Bow-tie: Cut-sets for Accident Scenarios
- Lecture 20 - Bow-tie: Cut-sets for Accident Scenarios (Continued...)
- Lecture 21 - Bow-tie: Identification of Safety Barriers
- Lecture 22 - Risk Assessment
- Lecture 23 - Consequence Assessment
- Lecture 24 - Energy Control Model and Hazard Control Hierarchy
- Lecture 25 - Safety Function Deployment
- Lecture 26 - Ranking of Design Solutions: AHP approach
- Lecture 27 - Quantification of Basic Events for Non-repairable Components
- Lecture 28 - Quantification of Basic Events: Hazard Rate
- Lecture 29 - Quantification of Basic Events: Exponential Distribution
- Lecture 30 - Quantification of Basic Events: Weibull Distribution
- Lecture 31 - Quantification of Basic Events: Failure to Repair Process

- Lecture 32 - Quantification of Basic Events: Combined Process
- Lecture 33 - Quantification of Basic Events: Failure and Repair Intensities
- Lecture 34 - Computation of combined process parameters: Laplace transform analysis
- Lecture 35 - Computation of combined process parameters: Markov Analysis
- Lecture 36 - Quantification of Systems Safety and Reliability Block Diagram
- Lecture 37 - Systems Safety Quantification: Truth Table Approach
- Lecture 38 - Systems Safety Quantification: Structure Function
- Lecture 39 - Systems Safety Quantification: Minimal Cut and Minimal Path Representation
- Lecture 40 - Systems Safety Quantification: Tutorial
- Lecture 41 - Human Error, Classification and Causes
- Lecture 42 - Human Error, Classification and Causes (Continued...)
- Lecture 43 - Human Error Identification
- Lecture 44 - Human Reliability Assessment
- Lecture 45 - Human Error Quantification from Experts'™ opinions – Fuzzy Set Approach
- Lecture 46 - Accident Investigation
- Lecture 47 - Accident Investigation and Analysis: Descriptive Analytics
- Lecture 48 - Control Chart Analysis
- Lecture 49 - Accident Data Analysis: Regression
- Lecture 50 - Accident Data Analysis: Classification Tree
- Lecture 51 - Occupational Health and Safety Management Systems(OH&SMS) and OHSAS 18001 - Part I
- Lecture 52 - Occupational Health and Safety Management Systems(OH&SMS) and OHSAS 18001 - Part II
- Lecture 53 - Occupational Health and Safety Management Systems(OH&SMS) and OHSAS 18001 - Part III
- Lecture 54 - Safety Performance Indicators - Part I
- Lecture 55 - Safety Performance Indicators - Part II
- Lecture 56 - Energy Isolations
- Lecture 57 - Virtual Reality - Introduction
- Lecture 58 - Geometry of virtual world
- Lecture 59 - VR roadmap - A case study
- Lecture 60 - Summary

- Lecture 1 - Introduction to Inventory and Materials Management
- Lecture 2 - Introduction to Inventory and Materials Management (Continued...)
- Lecture 3 - Introduction to Inventory and Materials Management (Continued...)
- Lecture 4 - Introduction to Inventory and Materials Management (Continued...)
- Lecture 5 - Introduction to Inventory and Materials Management (Continued...)
- Lecture 6 - Inventory Problems and Selective Inventory Management
- Lecture 7 - Inventory Problems and Selective Inventory Management (Continued...)
- Lecture 8 - Inventory Problems and Selective Inventory Management (Continued...)
- Lecture 9 - Inventory Problems and Selective Inventory Management (Continued...)
- Lecture 10 - Inventory Problems and Selective Inventory Management (Continued...)
- Lecture 11 - Static Inventory Problem under Risk
- Lecture 12 - Static Inventory Problem under Risk (Continued...)
- Lecture 13 - Static Inventory Problem under Risk (Continued...)
- Lecture 14 - Static Inventory Problem under Risk (Continued...)
- Lecture 15 - Static Inventory Problem under Risk (Continued...)
- Lecture 16 - Static Inventory Problems under Uncertainty
- Lecture 17 - Static Inventory Problems under Uncertainty (Continued...)
- Lecture 18 - Static Inventory Problems under Uncertainty (Continued...)
- Lecture 19 - Static Inventory Problems under Uncertainty (Continued...)
- Lecture 20 - Static Inventory Problems under Uncertainty (Continued...)
- Lecture 21 - Dynamic Inventory Problems under Certainty
- Lecture 22 - Dynamic Inventory Problems under Certainty (Continued...)
- Lecture 23 - Dynamic Inventory Problems under Certainty (Continued...)
- Lecture 24 - Dynamic Inventory Problems under Certainty (Continued...)
- Lecture 25 - Dynamic Inventory Problems under Certainty (Continued...)
- Lecture 26 - Dynamic Inventory Problems under Risk
- Lecture 27 - Dynamic Inventory Problems under Risk (Continued...)
- Lecture 28 - Dynamic Inventory Problems under Risk (Continued...)
- Lecture 29 - Dynamic Inventory Problems under Risk (Continued...)
- Lecture 30 - Dynamic Inventory Problems under Risk (Continued...)
- Lecture 31 - MRP, MRP-II and DRP

- [Lecture 32 - MRP, MRP-II and DRP \(Continued...\)](#)
- [Lecture 33 - MRP, MRP-II and DRP \(Continued...\)](#)
- [Lecture 34 - MRP, MRP-II and DRP \(Continued...\)](#)
- [Lecture 35 - MRP, MRP-II and DRP \(Continued...\)](#)
- [Lecture 36 - JIT-based Approaches for Materials Management](#)
- [Lecture 37 - JIT-based Approaches for Materials Management \(Continued...\)](#)
- [Lecture 38 - JIT-based Approaches for Materials Management \(Continued...\)](#)
- [Lecture 39 - JIT-based Approaches for Materials Management \(Continued...\)](#)
- [Lecture 40 - JIT-based Approaches for Materials Management \(Continued...\)](#)
- [Lecture 41 - Basics of Purchasing Management](#)
- [Lecture 42 - Basics of Purchasing Management \(Continued...\)](#)
- [Lecture 43 - Basics of Purchasing Management \(Continued...\)](#)
- [Lecture 44 - Basics of Purchasing Management \(Continued...\)](#)
- [Lecture 45 - Basics of Purchasing Management \(Continued...\)](#)
- [Lecture 46 - Theory of Constraints and Materials Management](#)
- [Lecture 47 - Theory of Constraints and Materials Management \(Continued...\)](#)
- [Lecture 48 - Theory of Constraints and Materials Management \(Continued...\)](#)
- [Lecture 49 - Theory of Constraints and Materials Management \(Continued...\)](#)
- [Lecture 50 - Theory of Constraints and Materials Management \(Continued...\)](#)
- [Lecture 51 - Value Engineering/Analysis and Stores Management](#)
- [Lecture 52 - Value Engineering/Analysis and Stores Management \(Continued...\)](#)
- [Lecture 53 - Value Engineering/Analysis and Stores Management \(Continued...\)](#)
- [Lecture 54 - Value Engineering/Analysis and Stores Management \(Continued...\)](#)
- [Lecture 55 - Value Engineering/Analysis and Stores Management \(Continued...\)](#)
- [Lecture 56 - Logistics and Supply Chain Management](#)
- [Lecture 57 - Logistics and Supply Chain Management \(Continued...\)](#)
- [Lecture 58 - Logistics and Supply Chain Management \(Continued...\)](#)
- [Lecture 59 - Logistics and Supply Chain Management \(Continued...\)](#)
- [Lecture 60 - Logistics and Supply Chain Management \(Continued...\)](#)

- Lecture 1 - Dynamic Programming: Introduction
- Lecture 2 - Stagecoach Problem
- Lecture 3 - An Investment Problem
- Lecture 4 - An Investment Problem (Continued...)
- Lecture 5 - Further Examples
- Lecture 6 - Machine Allocation and Cargo Loading Problem
- Lecture 7 - Knapsack Problem
- Lecture 8 - Probabilistic Dynamic Programming
- Lecture 9 - Probabilistic Dynamic Programming (Continued...)
- Lecture 10 - Dijkstra's Algorithm
- Lecture 11 - Integer Programming: Introduction
- Lecture 12 - Integer Programming: Formulation
- Lecture 13 - Integer Programming: Formulation (Continued...)
- Lecture 14 - Integer Linear Programming
- Lecture 15 - Cutting Plane Method
- Lecture 16 - Exhaustive Enumeration and Branch and Bound Techniques
- Lecture 17 - Branch and Bound Technique
- Lecture 18 - Assignment and Travelling Salesman Problem
- Lecture 19 - Travelling Salesman Problem (Continued...)
- Lecture 20 - Heuristic Methods for Integer Programming
- Lecture 21 - Non-Linear Programming: Introduction
- Lecture 22 - Single-Variable Unconstrained Optimization
- Lecture 23 - Multi-variable Unconstrained NLP
- Lecture 24 - Solving Unconstrained NLP
- Lecture 25 - Numerical Methods for Unconstrained NLP
- Lecture 26 - Constrained NLP: Lagrange Multipliers
- Lecture 27 - Constrained NLP: KKT Conditions
- Lecture 28 - Constrained NLP: KKT Conditions (Continued...)
- Lecture 29 - Quadratic Programming
- Lecture 30 - Example problems on Constrained NLP
- Lecture 31 - Introduction to Metaheuristics

[Lecture 32 - Genetic Algorithms](#)

[Lecture 33 - Genetic Algorithm Process](#)

[Lecture 34 - Genetic Algorithm Process \(Continued...\)](#)

[Lecture 35 - Genetic Algorithm Examples](#)

[Lecture 36 - Simulated Annealing](#)

[Lecture 37 - Tabu Search](#)

[Lecture 38 - Particle Swarm Optimization](#)

[Lecture 39 - Multi-Objective Optimization](#)

[Lecture 40 - NSGA-II Examples](#)

Lecture 1 - Introduction to Ethical Reasoning and Engineering Ethics

Lecture 2 - Introduction to Ethical Reasoning and Engineering Ethics (Continued...)

Lecture 3 - Introduction to Ethical Reasoning and Engineering Ethics (Continued...)

Lecture 4 - Professional practice in engineering

Lecture 5 - Professional practice in engineering (Continued...)

Lecture 6 - Central Professional responsibilities of engineers

Lecture 7 - Central Professional responsibilities of engineers (Continued...)

Lecture 8 - Workplace Rights and Responsibilities

Lecture 9 - Workplace Rights and Responsibilities (Continued...)

Lecture 10 - Ethics as Design doing Justice to Moral Problems

Lecture 11 - Ethics as Design doing Justice to Moral Problems (Continued...)

Lecture 12 - Intellectual Property Rights and Ethics

Lecture 13 - Intellectual Property Rights and Ethics (Continued...)

Lecture 14 - Trade related Intellectual Property Rights

Lecture 15 - Trade related Intellectual Property Rights in India

Lecture 16 - A brief on Paris Convention, 1967 and The Berne Contract, 1971

Lecture 17 - Computer Software and Digital Information

Lecture 18 - Computer Software and Digital Information (Continued...)

Lecture 19 - Engineers, Nuclear Testing and Weapons

Lecture 20 - Engineers, Nuclear Testing and Weapons (Continued...)

Lecture 21 - Responsibility to Environment

Lecture 22 - Responsibility to Environment (Continued...)

Lecture 23 - Environmental Ethics and Spirituality

Lecture 24 - Engineering as Social Experimentation

Lecture 25 - Research Ethics

Lecture 26 - Research Ethics (Continued...)

Lecture 27 - Engineers as Managers Consultants and Leaders

Lecture 28 - Engineers as Managers Consultants and Leaders (Continued...)

Lecture 29 - Engineers as Managers Consultants and Leaders (Continued...)

Lecture 30 - Key Questions - Ethical Conduct of Engineers

Lecture 31 - Key Questions - Ethical Conduct of Engineers (Continued...)

[Lecture 32 - Key Questions - Central Professional Responsibilities of Engineers](#)

[Lecture 33 - Key Questions - Central Professional Responsibilities of Engineers \(Continued...\)](#)

[Lecture 34 - Key Questions - Relating to Rights and Responsibilities regarding IPR](#)

[Lecture 35 - Key Questions - Relating to Rights and Responsibilities regarding IPR \(Continued...\)](#)

[Lecture 36 - Key Questions - Relating to Rights and Responsibilities regarding IPR \(Continued...\)](#)

[Lecture 37 - Key Questions - Related to Engineers Rights and Duties and Ethics](#)

[Lecture 38 - Key Questions - Related to Engineers Rights and Duties and Ethics \(Continued...\)](#)

[Lecture 39 - Leadership Styles and Ethical Conduct](#)

[Lecture 40 - Leadership Styles and Ethical Conduct \(Continued...\)](#)

Lecture 1 - Nature of Change Management (1)

Lecture 2 - Nature of Change Management (2)

Lecture 3 - Types of Change

Lecture 4 - Types of Change (Continued...)

Lecture 5 - Types of Change (Continued...)

Lecture 6 - Need for Change

Lecture 7 - Need for Change (Continued...)

Lecture 8 - Scope of Change

Lecture 9 - Scope of Change (Continued...)

Lecture 10 - Scope of Change (Continued...)

Lecture 11 - Diagnosing Organisational Change

Lecture 12 - Diagnosing Organisational Change (Continued...)

Lecture 13 - Diagnosing Organisational Change (Continued...)

Lecture 14 - Resistance to Change

Lecture 15 - Managing Resistance

Lecture 16 - Approaches to Implementing Change

Lecture 17 - Approaches to Implementing Change (Continued...)

Lecture 18 - Approaches to Implementing Change (Continued...)

Lecture 19 - Approaches to Implementing Change (Continued...)

Lecture 20 - Approaches to Implementing Change (Continued...)

Lecture 21 - Implementing Change

Lecture 22 - Vision and Change

Lecture 23 - Vision and Change (Continued...)

Lecture 24 - Vision and Change (Continued...)

Lecture 25 - Vision and Change (Continued...)

Lecture 26 - Communication and Change

Lecture 27 - Communication and Change (Continued...)

Lecture 28 - Communication and Change (Continued...)

Lecture 29 - Sustaining Change

Lecture 30 - Evaluating Change

Lecture 31 - Innovation and Change

[Lecture 32 - Innovation and Change \(Continued...\)](#)

[Lecture 33 - Organizational Learning](#)

[Lecture 34 - Learning Organization and Change](#)

[Lecture 35 - Learning Organization and Change \(Continued...\)](#)

[Lecture 36 - Turnaround Strategy](#)

[Lecture 37 - Strategic Convergence and Learning from Change](#)

[Lecture 38 - Change Effectiveness](#)

[Lecture 39 - Change Management Cases and Examples](#)

[Lecture 40 - Change Management Example, Trends and Dynamics](#)

Lecture 1 - Introduction to Financial System

Lecture 2 - Equilibrium in Financial Markets

Lecture 3 - Efficiency of Financial Markets

Lecture 4 - Measures of Financial Development

Lecture 5 - Financial Development and Economic Growth

Lecture 6 - Systematic risks in financial system

Lecture 7 - Unsystematic risks in financial system

Lecture 8 - Return concepts in financial system

Lecture 9 - Fundamental analysis of financial assets

Lecture 10 - Technical analysis of financial assets

Lecture 11 - Theories of interest rate determination - I

Lecture 12 - Theories of interest rate determination - II

Lecture 13 - Term structure theories of interest rate - I

Lecture 14 - Term structure theories of interest rate - II

Lecture 15 - Term structure theories of interest rate - III

Lecture 16 - Financial market regulation

Lecture 17 - RBI- structure and objective functions

Lecture 18 - Monetary policy instruments

Lecture 19 - Challenges and reforms in monetary policy and central bank autonomy

Lecture 20 - SEBI, IROA and PFRDA: structure and function

Lecture 21 - Commercial banks: Role and Services

Lecture 22 - Commercial banks: Financial statements

Lecture 23 - Commercial bank performance

Lecture 24 - Basel Accords

Lecture 25 - Measure of risk in commercial banks

Lecture 26 - Provident fund and pension fund

Lecture 27 - Insurance companies

Lecture 28 - Mutual funds - I

Lecture 29 - Mutual funds - II

Lecture 30 - NBFCs - I

Lecture 31 - NBFCs - II

[Lecture 32 - Venture capital](#)

[Lecture 33 - Merchant banks](#)

[Lecture 34 - Credit Rating Agencies](#)

[Lecture 35 - Non-banking statutory financial organization](#)

[Lecture 36 - Call Money Market - I](#)

[Lecture 37 - Call Money Market - II](#)

[Lecture 38 - Treasury Bills Market](#)

[Lecture 39 - Miscellaneous short-term money market - I](#)

[Lecture 40 - Miscellaneous short-term money market - II](#)

[Lecture 41 - Bond Analysis - I](#)

[Lecture 42 - Bond Analysis - II](#)

[Lecture 43 - Bond Analysis - III](#)

[Lecture 44 - Bond Analysis - IV](#)

[Lecture 45 - Bond market in India](#)

[Lecture 46 - Stock market - I](#)

[Lecture 47 - Stock market - II](#)

[Lecture 48 - Stock market - III](#)

[Lecture 49 - Stock market - IV](#)

[Lecture 50 - Stock market - V](#)

[Lecture 51 - Derivatives Market - I](#)

[Lecture 52 - Derivatives Market - II](#)

[Lecture 53 - Derivatives Market - III](#)

[Lecture 54 - Derivatives Market - IV](#)

[Lecture 55 - Derivatives Market - V](#)

[Lecture 56 - Foreign Exchange Market - I](#)

[Lecture 57 - Foreign Exchange Market - II](#)

[Lecture 58 - Foreign Exchange Market - III](#)

[Lecture 59 - Foreign Exchange Market - IV](#)

[Lecture 60 - Foreign Exchange Market - V](#)

NPTEL : NOC:Sales and Distribution Management (Management)

Co-ordinators : Dr. Sangeeta Sahney

Lecture 1 - Introduction to Sales Management

Lecture 2 - Sales Management, Personal Selling, and Salesmanship

Lecture 3 - Functions of Sales Executive and Roles played by Sales Managers

Lecture 4 - Duties and Responsibilities of Sales Managers and the Effective Sales Executive

Lecture 5 - Skills required in Sales Managers and Qualities in a Sales Managers

Lecture 6 - Determining Sales related Marketing Policies

Lecture 7 - Determining Sales related Marketing Policies

Lecture 8 - Strategic Planning, Sales Objectives, Strategies and Tactics

Lecture 9 - The Sales Organization

Lecture 10 - The Sales Organization

Lecture 11 - The Sales Department Relations

Lecture 12 - The Sales Department Relations

Lecture 13 - Planning, Sales forecasting and Budgeting

Lecture 14 - Planning, Sales forecasting and Budgeting

Lecture 15 - Planning, Sales forecasting and Budgeting

Lecture 16 - Buyer-Seller Dyads

Lecture 17 - Diversity of Personal-Selling Situations

Lecture 18 - Theories of Selling

Lecture 19 - Theories of Selling

Lecture 20 - The Selling Process

Lecture 21 - The Selling Process

Lecture 22 - Sales Force Management : Job Analysis

Lecture 23 - Sales Force Management : Recruitment

Lecture 24 - Sales Force Management : Selection

Lecture 25 - Sales Force Management : Training

Lecture 26 - Sales Force Management : Training

Lecture 27 - Sales Force Management : Motivation

Lecture 28 - Sales Force Management : Compensation

Lecture 29 - Sales Force Management : Managing Expenses of Sales Personnel

Lecture 30 - Sales Force Management : Evaluation

Lecture 31 - Sales Force Management : Evaluation

[Lecture 32 - Sales Quotas](#)

[Lecture 33 - Sales Quotas](#)

[Lecture 34 - Sales Territory](#)

[Lecture 35 - Sales Territory](#)

[Lecture 36 - Distribution Channel Management : Distribution Channels - Part I](#)

[Lecture 37 - Distribution Channel Management : Distribution Channels - Part II](#)

[Lecture 38 - Channel Systems, Channel Management, Logistics and Marketing Channels - Part I](#)

[Lecture 39 - Channel Systems, Channel Management, Logistics and Marketing Channels - Part II](#)

[Lecture 40 - International Sales and Channel Management](#)

- Lecture 1 - Brief overview of the course
- Lecture 2 - Quality concepts and definition
- Lecture 3 - History of continuous improvement
- Lecture 4 - Six Sigma Principles and Focus Areas - Part 1
- Lecture 5 - Six Sigma Principles and Focus Areas - Part 2
- Lecture 6 - Six Sigma Applications
- Lecture 7 - Quality Management: Basics and Key Concepts
- Lecture 8 - Fundamentals of Total Quality Management
- Lecture 9 - Cost of quality
- Lecture 10 - Voice of customer
- Lecture 11 - Quality Function Deployment (QFD)
- Lecture 12 - Management and Planning Tools - Part 1
- Lecture 13 - Management and Planning Tools - Part 2
- Lecture 14 - Six Sigma Project Identification, Selection and Definition
- Lecture 15 - Process characteristics and Monitoring
- Lecture 16 - Process characteristics and analysis
- Lecture 17 - Process Mapping: SIPOC
- Lecture 18 - Data Collection and Summarization - Part 1
- Lecture 19 - Data Collection and Summarization - Part 2
- Lecture 20 - Measurement systems: Fundamentals
- Lecture 21 - Measurement systems analysis: Gage R&R study
- Lecture 22 - Fundamentals of statistics
- Lecture 23 - Probability theory
- Lecture 24 - Process capability analysis: Key Concepts
- Lecture 25 - Process capability analysis: Measures and Indices
- Lecture 26 - Process capability analysis: Minitab Application
- Lecture 27 - Non-normal process capability analysis
- Lecture 28 - Hypothesis testing: Fundamentals
- Lecture 29 - Hypothesis Testing: Single Population Test
- Lecture 30 - Hypothesis Testing: Two Population Test
- Lecture 31 - Hypothesis Testing: Two Population: Minitab Application

- Lecture 32 - Correlation and Regression Analysis
- Lecture 33 - Regression Analysis: Model Validation
- Lecture 34 - One-Way ANOVA
- Lecture 35 - Two-Way ANOVA
- Lecture 36 - Multi-vari Analysis
- Lecture 37 - Failure Mode Effect Analysis (FMEA)
- Lecture 38 - Introduction to Design of Experiment
- Lecture 39 - Randomized Block Design
- Lecture 40 - Randomized Block Design: Minitab Application
- Lecture 41 - Factorial Design
- Lecture 42 - Factorial Design: Minitab Application
- Lecture 43 - Fractional Factorial Design
- Lecture 44 - Fractional Factorial Design: Minitab Application
- Lecture 45 - Taguchi Method: Key Concepts
- Lecture 46 - Taguchi Method: Illustrative Application
- Lecture 47 - Seven QC Tools
- Lecture 48 - Statistical Process Control: Key Concepts
- Lecture 49 - Statistical Process Control: Control Charts for Variables
- Lecture 50 - Operating Characteristic (OC) Curve for Variable Control charts
- Lecture 51 - Statistical Process Control: Control Charts for Attributes
- Lecture 52 - Operating Characteristic (OC) Curve for Attribute Control charts
- Lecture 53 - Statistical Process Control: Minitab Application
- Lecture 54 - Acceptance Sampling: Key Concepts
- Lecture 55 - Acceptance Sampling Plans for Attributes: Key Concepts
- Lecture 56 - Design of Acceptance Sampling Plans for Attributes
- Lecture 57 - Acceptance Sampling Plans for Variables
- Lecture 58 - Acceptance Sampling: Minitab Application
- Lecture 59 - Design for Six Sigma (DFSS): DMADV, DMADOV
- Lecture 60 - Design for Six Sigma (DFSS): DFX
- Lecture 61 - Team Management
- Lecture 62 - Six Sigma: Case study
- Lecture 63 - Six Sigma: Summary of key concepts

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NPTEL : NOC:Performance and Reward Management (Management)

Co-ordinators : Dr. Susmita Mukhopadhyay

Lecture 1 - Understanding meaning of performance management and reward systems management with performance management process

Lecture 2 - Understanding meaning of performance management and reward systems management with performance management process (Continued...)

Lecture 3 - Understanding meaning of performance management and reward systems management with performance management process (Continued...)

Lecture 4 - Understanding meaning of performance management and reward systems management with performance management process (Continued...)

Lecture 5 - Understanding meaning of performance management and reward systems management with performance management process (Continued...)

Lecture 6 - Developing an understanding as to why performance management and reward management are of strategic importance and their role in strategic planning

Lecture 7 - Developing an understanding as to why performance management and reward management are of strategic importance and their role in strategic planning (Continued...)

Lecture 8 - Developing an understanding as to why performance management and reward management are of strategic importance and their role in strategic planning (Continued...)

Lecture 9 - Developing an understanding as to why performance management and reward management are of strategic importance and their role in strategic planning (Continued...)

Lecture 10 - Developing an understanding as to why performance management and reward management are of strategic importance and their role in strategic planning (Continued...)

Lecture 11 - Implementation of a performance management system, defining performance and choosing a measurement approach and understanding the meaning of results

Lecture 12 - Implementation of a performance management system, defining performance and choosing a measurement approach and understanding the meaning of results (Continued...)

Lecture 13 - Implementation of a performance management system, defining performance and choosing a measurement approach and understanding the meaning of results (Continued...)

Lecture 14 - Implementation of a performance management system, defining performance and choosing a measurement approach and understanding the meaning of results (Continued...)

Lecture 15 - Implementation of a performance management system, defining performance and choosing a measurement approach and understanding the meaning of results (Continued...)

Lecture 16 - Implementing a performance management system in your organization

Lecture 17 - Implementing a performance management system in your organization (Continued...)

Lecture 18 - Implementing a performance management system in your organization (Continued...)

Lecture 19 - Implementing a performance management system in your organization (Continued...)

Lecture 20 - Implementing a performance management system in your organization (Continued...)

Lecture 21 - Role of performance management in employee development, addressing performance management skills and team reward management

Lecture 22 - Role of performance management in employee development, addressing performance management skills and team reward management (Continued...)

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- Lecture 23 - Role of performance management in employee development, addressing performance management skills and team reward management (Continued...)
- Lecture 24 - Role of performance management in employee development, addressing performance management skills and team reward management (Continued...)
- Lecture 25 - Role of performance management in employee development, addressing performance management skills and team reward management (Continued...)
- Lecture 26 - Overview, reward system, understanding total, strategic and international reward
- Lecture 27 - Overview, reward system, understanding total, strategic and international reward (Continued...)
- Lecture 28 - Overview, reward system, understanding total, strategic and international reward (Continued...)
- Lecture 29 - Overview, reward system, understanding total, strategic and international reward (Continued...)
- Lecture 30 - Overview, reward system, understanding total, strategic and international reward (Continued...)
- Lecture 31 - Understanding linkage between performance management and reward, an overview of various types of reward; financial reward, non-financial reward; contingent pay scheme; bonus scheme; team pay ; rewarding for business performance; recognition sc
- Lecture 32 - Understanding linkage between performance management and reward, an overview of various types of reward; financial reward, non-financial reward; contingent pay scheme; bonus scheme; team pay ; rewarding for business performance; recognition sc
- Lecture 33 - Understanding linkage between performance management and reward, an overview of various types of reward; financial reward, non-financial reward; contingent pay scheme; bonus scheme; team pay ; rewarding for business performance; recognition sc
- Lecture 34 - Understanding linkage between performance management and reward, an overview of various types of reward; financial reward, non-financial reward; contingent pay scheme; bonus scheme; team pay ; rewarding for business performance; recognition sc
- Lecture 35 - Understanding linkage between performance management and reward, an overview of various types of reward; financial reward, non-financial reward; contingent pay scheme; bonus scheme; team pay ; rewarding for business performance; recognition sc
- Lecture 36 - Understanding linkage between performance management and reward, an overview of various types of reward; financial reward, non-financial reward; contingent pay scheme; bonus scheme; team pay ; rewarding for business performance; recognition sc
- Lecture 37 - Valuing and grading jobs, understanding pay levels, job evaluation schemes, equal pay, market rate analysis, designing of grade and pay structure
- Lecture 38 - Valuing and grading jobs, understanding pay levels, job evaluation schemes, equal pay, market rate analysis, designing of grade and pay structure (Continued...)
- Lecture 39 - Valuing and grading jobs, understanding pay levels, job evaluation schemes, equal pay, market rate analysis, designing of grade and pay structure (Continued...)
- Lecture 40 - Valuing and grading jobs, understanding pay levels, job evaluation schemes, equal pay, market rate analysis, designing of grade and pay structure (Continued...)
- Lecture 41 - Valuing and grading jobs, understanding pay levels, job evaluation schemes, equal pay, market rate analysis, designing of grade and pay structure (Continued...)
- Lecture 42 - Rewarding Special Groups, rewarding directors and senior executives, sales and customer service staff, knowledge workers and manual workers
- Lecture 43 - Rewarding Special Groups, rewarding directors and senior executives, sales and customer service staff, knowledge workers and manual workers (Continued...)
- Lecture 44 - Rewarding Special Groups, rewarding directors and senior executives, sales and customer service staff, knowledge workers and manual workers (Continued...)
- Lecture 45 - Rewarding Special Groups, rewarding directors and senior executives, sales and customer service staff, knowledge workers and manual workers (Continued...)
- Lecture 46 - Rewarding Special Groups, rewarding directors and senior executives, sales and customer service staff, knowledge workers and manual workers (Continued...)

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Lecture 47 - Rewarding Special Groups, rewarding directors and senior executives, sales and customer service staff, knowledge workers and manual workers (Continued...)

Lecture 48 - Understanding relevance of employee benefits and pension schemes, employee benefits, flexible benefits, pension scheme, 7th Pay Commission

Lecture 49 - Understanding relevance of employee benefits and pension schemes, employee benefits, flexible benefits, pension scheme, 7th Pay Commission (Continued...)

Lecture 50 - Understanding relevance of employee benefits and pension schemes, employee benefits, flexible benefits, pension scheme, 7th Pay Commission (Continued...)

Lecture 51 - Understanding relevance of employee benefits and pension schemes, employee benefits, flexible benefits, pension scheme, 7th Pay Commission (Continued...)

Lecture 52 - Understanding relevance of employee benefits and pension schemes, employee benefits, flexible benefits, pension scheme, 7th Pay Commission (Continued...)

Lecture 53 - Developing and Implementing Reward Systems

Lecture 54 - Developing and Implementing Reward Systems (Continued...)

Lecture 55 - Developing and Implementing Reward Systems (Continued...)

Lecture 56 - Developing and Implementing Reward Systems (Continued...)

Lecture 57 - Developing and Implementing Reward Systems (Continued...)

Lecture 58 - Understanding the implications of performance and reward management in present organizational dynamics through case studies

Lecture 59 - Understanding the implications of performance and reward management in present organizational dynamics through case studies (Continued...)

Lecture 60 - Understanding the implications of performance and reward management in present organizational dynamics through case studies (Continued...)

Lecture 61 - Understanding the implications of performance and reward management in present organizational dynamics through case studies (Continued...)

Lecture 62 - Understanding the implications of performance and reward management in present organizational dynamics through case studies (Continued...)

Lecture 63 - Understanding the implications of performance and reward management in present organizational dynamics through case studies (Continued...)

NPTEL : NOC:The Ethical Corporation (Management)

Co-ordinators : Prof. Chhanda Chakraborti

Lecture 1 - What is a Corporation

Lecture 2 - Ethical Corporation

Lecture 3 - What is Ethics

Lecture 4 - Law and Ethics, and Responsibilities

Lecture 5 - Why should a Corporation be Ethical

Lecture 6 - Normative Ethical Theories : Utilitarianism

Lecture 7 - Normative Ethical Theories : Deontological Ethics

Lecture 8 - Normative Ethical Theories : Rights and Justice

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NPTEL : NOC:Customer Relationship Management (Management)

Co-ordinators : Prof. Swagato Chatterjee

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NPTEL : NOC:Decision Support System for Managers (Management)

Co-ordinators : Prof Sujoy Bhattacharya, Prof. Anupam Ghosh, Prof. Kunal Kanti Ghosh

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Lecture 3 - Dimensions of Information System

Lecture 4 - Information Management in the digital world

Lecture 5 - Class discussions and conclusion

Lecture 6 - Data bases and information management

Lecture 7 - Data warehouse and business intelligence

Lecture 8 - Introduction to data mining

Lecture 9 - Data analytics tools and techniques

Lecture 10 - What is ERP ?

Lecture 11 - ERP - Evolution and Benefits

Lecture 12 - Business Benrfits of ERP

Lecture 13 - ERP project management: Challenge, risks and best practices

Lecture 14 - Change management and conclusion

Lecture 15 - Customer relationship management

Lecture 16 - Supply Chain Management - Part 1

Lecture 17 - Supply Chain Management - Part 2

Lecture 18 - Supplier relationship management

Lecture 19 - Product lifecycle maintenance

Lecture 20 - Information Systems for manufacturing management

Lecture 21 - Information Systems for manufacturing management (Continued...)

Lecture 22 - Information Systems for materials management

Lecture 23 - Information Systems for quality management

Lecture 24 - Information Systems for marketing

Lecture 25 - Information Systems for marketing (Continued...)

Lecture 26 - Information Systems for sales and distribution

Lecture 27 - Information Systems for finance and accounting

Lecture 28 - Information Systems for human resource management

Lecture 29 - Information Systems for human resource management (Continued...)

Lecture 30 - Information Systems (IS) strategy

Lecture 31 - Aligning IT with business objectives

- Lecture 32 - Balanced Score Card
- Lecture 33 - Data Centers, Virtualization and cloud computing
- Lecture 34 - Cloud computing and selection of cloud vendor
- Lecture 35 - Introduction to E-Commerce
- Lecture 36 - B2C Business Models
- Lecture 37 - B2C Business Models (Continued...)
- Lecture 38 - Unique E-Commerce Business Models
- Lecture 39 - Social Commerce and M-Commerce
- Lecture 40 - Cloud Computing - Part I
- Lecture 41 - Cloud Computing - Part II
- Lecture 42 - Internet of Things - Part I
- Lecture 43 - Internet of Things - Part II
- Lecture 44 - Internet of Things - Part III
- Lecture 45 - Big Data and other Emerging Technologies
- Lecture 46 - Knowledge Management Systems (KMS)
- Lecture 47 - Decision Support Systems
- Lecture 48 - Executive Support Systems
- Lecture 49 - Expert Systems
- Lecture 50 - Learning Management Systems (LMS)
- Lecture 51 - Ethical and Social Issues in MIS - I
- Lecture 52 - Ethical and Social Issues in MIS - II
- Lecture 53 - Security Issues in MIS - I
- Lecture 54 - Security Issues in MIS - II
- Lecture 55 - Security Issues in MIS - III
- Lecture 56 - Managing Global Organization - Globalization - Part 1
- Lecture 57 - Global Strategies and Business Organization
- Lecture 58 - Shared Services
- Lecture 59 - Offshoring/Transitioning Global IT Systems
- Lecture 60 - Globalization of Corporates in a Flat World

- Lecture 1 - Overview of Module 1 and Introduction of Causality
- Lecture 2 - Correlation and Causality
- Lecture 3 - Correlation and Causality (Continued...)
- Lecture 4 - Correlation and Causality (Continued...)
- Lecture 5 - Probability Theory
- Lecture 6 - Probability Theory (Continued...)
- Lecture 7 - Probability Theory (Continued...)
- Lecture 8 - Probability Theory (Continued...)
- Lecture 9 - Posterior Probability
- Lecture 10 - Bayesian Theorem
- Lecture 11 - Bayesian Theorem (Continued...): Repeated Trial
- Lecture 12 - Bayesian Theorem (Continued...): Example of Diamond Identification
- Lecture 13 - Probability Distribution
- Lecture 14 - Double Structure of Variable
- Lecture 15 - Probability Distribution (Discrete/Continuous Variable) Random Variable
- Lecture 16 - Probability Mass Function (PMF) Probability Density Function (PDF)
- Lecture 17 - Expectation, Variance, Covariance
- Lecture 18 - Expectation, Variance, Covariance (Continued...)
- Lecture 19 - Covariance Rule
- Lecture 20 - Bernoulli Distribution
- Lecture 21 - Bernoulli Distribution (Continued...)
- Lecture 22 - Normal Approximation of Bernoulli Distribution
- Lecture 23 - Sampling
- Lecture 24 - Sampling (Continued...)
- Lecture 25 - Central Limit Theorem
- Lecture 26 - Law of Large Numbers LLN
- Lecture 27 - Properties of Estimator
- Lecture 28 - Conflict Between Unbiasedness and Min Variance
- Lecture 29 - T-Distribution
- Lecture 30 - Normal Distribution
- Lecture 31 - Normal Distribution (Continued...)

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[Lecture 33 - Decision Rules](#)

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[Lecture 42 - Error Term, Coefficient of Determination, Regression Coefficient \(Continued...\)](#)

[Lecture 43 - Error Term, Coefficient of Determination, Regression Coefficient \(Continued...\)](#)

[Lecture 44 - Definition : Variable, Parameter and Coefficient](#)

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[Lecture 46 - Adjusted R-Squared](#)

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[Lecture 49 - Multiple Regression \(Continued...\)](#)

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[Lecture 54 - Multicollinearity \(Continued...\)](#)

[Lecture 55 - Multicollinearity \(Continued...\)](#)

[Lecture 56 - Multicollinearity \(Continued...\)](#)

[Lecture 57 - Dummy Variable](#)

[Lecture 58 - Dummy variable \(Continued...\)](#)

[Lecture 59 - Dummy variable \(Continued...\)](#)

[Lecture 60 - Dummy variable \(Continued...\)](#)

[Lecture 61 - Dummy variable \(Continued...\)](#)

[Lecture 62 - Dummy variable \(Continued...\)](#)

[Lecture 63 - Dummy variable \(Continued...\)](#)

[Lecture 64 - Heteroscedasticity](#)

[Lecture 65 - Heteroscedasticity \(Continued...\)](#)

[Lecture 66 - Heteroscedasticity \(Continued...\)](#)

[Lecture 67 - Heteroscedasticity \(Continued...\)](#)

[Lecture 68 - Heteroscedasticity \(Continued...\)](#)

[Lecture 69 - Heteroscedasticity \(Continued...\)](#)

[Lecture 70 - Autocorrelation](#)

[Lecture 71 - Autocorrelation \(Continued...\)](#)

[Lecture 72 - Autocorrelation \(Continued...\)](#)

[Lecture 73 - Autocorrelation \(Continued...\)](#)

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[Lecture 75 - Autocorrelation \(Continued...\)](#)

[Lecture 76 - Autocorrelation \(Continued...\)](#)

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[Lecture 94 - Non Stochastic Regressor](#)

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[Lecture 96 - Assumptions for Regression Models with Non-Stochastic Regressor](#)

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[Lecture 103 - Instrumental Variable for Endogeneity Bias Problem](#)

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[Lecture 106 - Two Stage Least Square and Instrumental Variable](#)

[Lecture 107 - 2SLS and IV with Stata](#)

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Lecture 2 - Group Properties and Determinants of Group Behaviour

Lecture 3 - Stages, Theories and Models of Group Development

Lecture 4 - Effectiveness of Work Group Behaviour

Lecture 5 - Group Decision Making and Limitations of Group Behaviour

Lecture 6 - Concept and Types of Team

Lecture 7 - How to improve team performance, difference between Team and Group

Lecture 8 - Effectiveness of Teamwork

Lecture 9 - Teamwork Process

Lecture 10 - Teamwork and Leadership

Lecture 11 - Concept and Types of Cooperation and Competition

Lecture 12 - Factors leading to Competition and Cooperation

Lecture 13 - Functions of Cooperation and Competition

Lecture 14 - Models on Competition and Cooperation

Lecture 15 - Benefits and drawbacks of competition and cooperation

Lecture 16 - Communication

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Lecture 18 - Communication (Continued...)

Lecture 19 - Communication (Continued...)

Lecture 20 - Communication (Continued...)

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Lecture 29 - Power and Political Behaviour (Continued...)

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Lecture 31 - Decision making

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[Lecture 37 - Team Leadership Context, Actions](#)

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Lecture 2 - Types of Manufacturing Systems and Role of Automation

Lecture 3 - Product-Process-Flexibility Matrices, Four-Plane Concept of Manufacturing

Lecture 4 - Product Design and Manufacturing Systems

Lecture 5 - Definitions and Design Criteria for Production Systems

Lecture 6 - Manufacturing System Components - I

Lecture 7 - Manufacturing System Components - II

Lecture 8 - Industry 4.0

Lecture 9 - Automation Principles and Strategies for Process Improvement

Lecture 10 - Automated Production System Framework

Lecture 11 - Product Development Process: Approaches and stages

Lecture 12 - Mathematical Models for Interaction between Design and Manufacturing

Lecture 13 - Sequential and Concurrent Engineering Approaches for Product Development

Lecture 14 - Characterization of Concurrent Engineering Framework

Lecture 15 - Concurrent Engineering Techniques

Lecture 16 - Introduction to Concept and Application of Numerical Control (NC) Technology

Lecture 17 - Basic Concepts of an NC System

Lecture 18 - NC Coordinate System, NC Motion Control System

Lecture 19 - Features of CNC, Configuration of CNC Machine Control System

Lecture 20 - Numerical Examples

Lecture 21 - Distributed Numerical Control (DNC) and its Configuration

Lecture 22 - NC Part Programming-I (Manual, Computer-assisted)

Lecture 23 - NC Part Programming-II (CAD/CAM, MDI)

Lecture 24 - Interpolation and Part Programming

Lecture 25 - Numerical Examples

Lecture 26 - Group Technology (GT): Concept and Definition

Lecture 27 - Methods and Implementation of GT for Automation

Lecture 28 - Part Family Formation: Tools and Techniques

Lecture 29 - Numerical Examples on Part Family Formation

Lecture 30 - Application of GT for Designing Flexible and Programmable Automation

Lecture 31 - Concept and Definition of Cellular Manufacturing System (CMS)

- Lecture 32 - Cell Formation Approaches - I
- Lecture 33 - Cell Formation Approaches - II
- Lecture 34 - Evaluation of Cell Design, Numerical Examples
- Lecture 35 - Production Planning and Control in CMS, Assessment of Solution by Heuristics
- Lecture 36 - Types and Definitions of of Flexibility in Manufacturing Systems
- Lecture 37 - Volume-Variety Relationships in Production Systems, What is FMS?
- Lecture 38 - Basic Features of FMS: PhysicalSubsystems
- Lecture 39 - Basic Features of FMS: Control Subsystems and Manufacturing Control Activities.
- Lecture 40 - Types of Problems in FMS
- Lecture 41 - Operational Problems in FMS: Tools and Techniques - 1, Problem Formulation
- Lecture 42 - Operational Problems in FMS: Tools and Techniques - 2, Numerical Examples
- Lecture 43 - Tool Allocation Policies in FMS, Numerical Examples
- Lecture 44 - Fixture and Pallet Selection Problems: Numerical Examples
- Lecture 45 - Types of FMS Layout, Relative Advantages
- Lecture 46 - Fundamentals of Robotics and its Applications
- Lecture 47 - Robot Movement and Precision
- Lecture 48 - Robot Motion Analysis, Robotic Joints and Links
- Lecture 49 - Robot Classification System, Industrial Robot Applications
- Lecture 50 - Numerical Examples
- Lecture 51 - Definition of Process Planning: Function of Process Plan
- Lecture 52 - Basic Steps in Process Plan Development
- Lecture 53 - Process Planning Approaches: Manual Experience-based Process Planning
- Lecture 54 - Process Planning Approaches: Computer-aided Process Planning
- Lecture 55 - CIN and CAPP, Process Optimization and CAPP
- Lecture 56 - Process Optimization and CAPP
- Lecture 57 - FMS and CAPP
- Lecture 58 - Process Optimization and CAPP: Numerical Examples
- Lecture 59 - Process Planning and Concurrent Engineering
- Lecture 60 - Autonomation (and other TPS Areas and Approaches)

Lecture 1 - Introduction to Corporate Finance

Lecture 2 - Corporate Finance and Corporate Governance

Lecture 3 - Sources of Finance for a Firm

Lecture 4 - Return and Risk

Lecture 5 - Return, Risk and Portfolio Theory

Lecture 6 - Time Value of Money

Lecture 7 - Valuation of Future Cash Flows

Lecture 8 - Valuation of Future Cash Flows (Continued...)

Lecture 9 - Valuation of Bonds

Lecture 10 - Valuation of Stocks

Lecture 11 - Capital Budgeting Decisions

Lecture 12 - Capital Budgeting Decisions (Continued...)

Lecture 13 - Capital Budgeting Techniques - I

Lecture 14 - Capital Budgeting Techniques - II

Lecture 15 - Capital Budgeting Techniques - III

Lecture 16 - Introduction to Cost of Capital

Lecture 17 - Cost of Capital - I

Lecture 18 - Cost of Capital - II

Lecture 19 - Cost of Capital and Firm Value - I

Lecture 20 - Cost of Capital and Firm Value - II

Lecture 21 - Measures of Leverage

Lecture 22 - Measures of Leverage (Continued...)

Lecture 23 - Theories of Capital Structure - I

Lecture 24 - Theories of Capital Structure - II

Lecture 25 - Practical Issues in Capital Structure

Lecture 26 - Working Capital Management - I

Lecture 27 - Working Capital Management - II

Lecture 28 - Measuring Liquidity - I

Lecture 29 - Measuring Liquidity - II

Lecture 30 - Inventory Management - I

Lecture 31 - Inventory Management - II

[Lecture 32 - Inventory Management - III](#)

[Lecture 33 - Credit Management - I](#)

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[Lecture 35 - Credit Management - III](#)

[Lecture 36 - Dividend Decisions - I](#)

[Lecture 37 - Dividend Decisions - II](#)

[Lecture 38 - Applications of Dividend Theories - I](#)

[Lecture 39 - Applications of Dividend Theories - II](#)

[Lecture 40 - Some Issues in Corporate Finance](#)

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[Lecture 5 - International Business, Entry Modes and Theories](#)

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[Lecture 8 - International Business, Entry Modes and Theories](#)

[Lecture 9 - International Business, Entry Modes and Theories](#)

[Lecture 10 - Hofstede's Cultural Dimensions, Cross-cultural Sales Negotiations](#)

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[Lecture 12 - Hofstede's Cultural Dimensions, Cross-cultural Sales Negotiations \(Continued...\)](#)

[Lecture 13 - Hofstede's Cultural Dimensions, Cross-cultural Sales Negotiations \(Continued...\)](#)

[Lecture 14 - Hofstede's Cultural Dimensions, Cross-cultural Sales Negotiations \(Continued...\)](#)

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[Lecture 17 - Import Export Procedures \(Continued...\)](#)

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[Lecture 20 - Designing a Global Marketing Program](#)

[Lecture 21 - Designing a Global Marketing Program \(Continued...\)](#)

[Lecture 22 - Designing a Global Marketing Program \(Continued...\)](#)

[Lecture 23 - Designing a Global Marketing Program \(Continued...\)](#)

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[Lecture 25 - International Business Case Analysis](#)

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[Lecture 27 - International Business Case Analysis \(Continued...\)](#)

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[Lecture 30 - Learning Session by Practicing Manager](#)

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[Lecture 36 - Interaction with Practicing Manager \(Continued...\)](#)

[Lecture 37 - Interaction with Practicing Manager \(Continued...\)](#)

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[Lecture 39 - Concluding Session](#)

NPTEL : NOC:Retail Management (Management)

Co-ordinators : Prof. Swagato Chatterjee

[Lecture 1 - Introduction to Retailing - Part 1](#)

[Lecture 2 - Introduction to Retailing - Part 2](#)

[Lecture 3 - Introduction to Retailing - Part 3](#)

[Lecture 4 - Relationship Management in Retailing](#)

[Lecture 5 - Value-based Retailing](#)

[Lecture 6 - Retailing Services](#)

[Lecture 7 - Loyalty and Reward Programs](#)

[Lecture 8 - Strategic Planning in Retailing](#)

[Lecture 9 - Global Retailing](#)

[Lecture 10 - Retail Business Models by Ownership](#)

[Lecture 11 - Franchising in Retail](#)

[Lecture 12 - Retail Institutions by Store - Based Strategy Mix](#)

[Lecture 13 - Retail Institutions by Store - Based Strategy Mix \(Continued...\)](#)

[Lecture 14 - Retail Institutions by Store - Based Strategy Mix \(Continued...\)](#)

[Lecture 15 - Retail Institutions by Store - Based Strategy Mix \(Continued...\)](#)

[Lecture 16 - Web, Non store-based and Other Forms of Nontraditional Retailing](#)

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[Lecture 18 - Identifying and Understanding the Customers](#)

[Lecture 19 - Trading Area Analysis](#)

[Lecture 20 - Trading Area Analysis \(Continued...\)](#)

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- [Lecture 32 - Pricing in Retail \(Continued...\)](#)
- [Lecture 33 - Merchandising in Retail](#)
- [Lecture 34 - Merchandising in Retail \(Continued...\)](#)
- [Lecture 35 - Category Management and Merchandise Planning](#)
- [Lecture 36 - Retail Promotions](#)
- [Lecture 37 - Retail Promotions: non-Ad Promotions](#)
- [Lecture 38 - OBHR Issues in Retail - 1](#)
- [Lecture 39 - HR Issues in Retail](#)
- [Lecture 40 - Vendor Negotiations](#)
- [Lecture 41 - Special Merchandising Contexts - 1](#)
- [Lecture 42 - Special Merchandising Contexts - 2](#)
- [Lecture 43 - Store Layout in Retail](#)
- [Lecture 44 - Retail Operations: Financial Aspects](#)
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- [Lecture 46 - Financial Merchandise Management](#)
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DIGIMAT - The No.1 Learning Management Platform for Creative Learning

NPTEL : NOC:Business Law for Managers (Management)

Co-ordinators : Prof. S. Srinivasan, Prof. Kaushik Mukherjee

- Lecture 1 - Concept, Definition and Features of Company
- Lecture 2 - Various Types of Companies and Their Memberships
- Lecture 3 - Meetings of a Company and Memorandum of Associations
- Lecture 4 - Corporate Social Responsibility (CSR)
- Lecture 5 - Reporting and Various Activities under CSR
- Lecture 6 - Concept, Definition and Features of Corporate Governance
- Lecture 7 - Effect of Corporate Governance
- Lecture 8 - Major Structural Issues
- Lecture 9 - Duties and Responsibilities of Directors
- Lecture 10 - Corporate Governance a Way Forward
- Lecture 11 - Concept, Scope and Features of PIT
- Lecture 12 - Investigation and Prohibition on Dealing, Counselling
- Lecture 13 - Key Changes in PIT Amendment, 2020
- Lecture 14 - Model Code of Conduct for PIT, Trading Initiatives
- Lecture 15 - Insider trading examples, PIT Recent Cases and Insider Trading Initiatives
- Lecture 16 - Concept, Elements, Importance and Forms of Contracts
- Lecture 17 - Concept of Offer, Valid Offer and Essentials of Valid Offer
- Lecture 18 - Concept of Fraud, Misrepresentation and Consideration
- Lecture 19 - Major Issues related to Contract
- Lecture 20 - Law of Insurance
- Lecture 21 - Background, Concept and Salient Features of Factories Act
- Lecture 22 - Health and Safety
- Lecture 23 - Labour Welfare
- Lecture 24 - Working Hours
- Lecture 25 - Duties of Inspecting Officials
- Lecture 26 - Background, Concept and Importance of Legislation for Wages
- Lecture 27 - Payment of Wages
- Lecture 28 - Minimum Wages
- Lecture 29 - Payment of Bonus Act
- Lecture 30 - Equal Remuneration Act
- Lecture 31 - Social Securities

[Lecture 32 - Social securities in unorganised sector](#)

[Lecture 33 - The Employees' Provident Fund Act](#)

[Lecture 34 - Payment of Gratuity Act 1972](#)

[Lecture 35 - Employee State Insurance \(ESI\)](#)

[Lecture 36 - Concept and Salient Features of Industries](#)

[Lecture 37 - Industrial Relation](#)

[Lecture 38 - Industrial Dispute Act](#)

[Lecture 39 - Various Authorities under Industrial Dispute Act, 1947](#)

[Lecture 40 - Procedure, Power and Duties of Authorities](#)

- Lecture 1 - Introduction to Safety and Risk Management
- Lecture 2 - Hazard Triangle
- Lecture 3 - Safety Ontology
- Lecture 4 - Qualitative Risk Assessment
- Lecture 5 - Quantitative Risk Assessment
- Lecture 6 - Hazard and Risk Data - I
- Lecture 7 - Hazard and Risk Data - II
- Lecture 8 - Incident Investigation Data
- Lecture 9 - Inspection and Audit Data
- Lecture 10 - Behavioral and Organizational Safety Data
- Lecture 11 - Data Dimensions and Information Quality
- Lecture 12 - Missing Data Handling
- Lecture 13 - Data Transformation - I
- Lecture 14 - Data Transformation - II
- Lecture 15 - Data Reduction - I
- Lecture 16 - Data Reduction - II
- Lecture 17 - Probability Distribution
- Lecture 18 - Sample and Statistics
- Lecture 19 - Safety Data Visualization Tools - I
- Lecture 20 - Safety Data Visualization Tools - II
- Lecture 21 - Safety Data Exploration
- Lecture 22 - Leading and Lagging Indicators for Measuring Safety Performance
- Lecture 23 - Control Charts for Safety Performance Evaluation and Monitoring
- Lecture 24 - Safety Capability Analysis - I
- Lecture 25 - Safety Capability Analysis - II
- Lecture 26 - Safety Reports and Use of Text Analytics
- Lecture 27 - Preprocessing of Text Data - I
- Lecture 28 - Preprocessing of Text Data - II
- Lecture 29 - Document Classification using KNN
- Lecture 30 - Topic Modeling - Latent Dirichlet Allocation
- Lecture 31 - Bow-Tie Construction

- Lecture 32 - Bow-Tie Quantification - I
- Lecture 33 - Bow-Tie Quantification - II: Accident Scenarios/Paths
- Lecture 34 - Bow-Tie Quantification - III: Accident Path Quantification
- Lecture 35 - Bow-Tie Quantification - IV: Probabilistic Approach using Monte Carlo Simulation
- Lecture 36 - Consequence Modeling and Risk Distribution
- Lecture 37 - Introduction to Predictive Safety and Risk Analytics
- Lecture 38 - Logistic Regression
- Lecture 39 - Application of Logistic Regression
- Lecture 40 - Classification and Regression Tree (CART)
- Lecture 41 - Classification and Regression Tree (CART): Case Study
- Lecture 42 - Support Vector Machine
- Lecture 43 - Support Vector Machine (Continued...)
- Lecture 44 - Application of Support Vector Machine
- Lecture 45 - Association Rule Mining
- Lecture 46 - Application of Association Rule Mining
- Lecture 47 - Statistical Measures of Safety Program Effectiveness - I
- Lecture 48 - Statistical Measures of Safety Program Effectiveness - II
- Lecture 49 - Statistical Measures of Safety Program Effectiveness - III
- Lecture 50 - Intervention Design
- Lecture 51 - Risk Based Decision Making - I
- Lecture 52 - Risk Based Decision Making - II
- Lecture 53 - Risk Based Maintenance - I
- Lecture 54 - Risk Based Maintenance - II
- Lecture 55 - Introduction to Behavioral Safety
- Lecture 56 - Behavioral Safety Data Collection and Preliminary Analysis
- Lecture 57 - Causal Modelling - I
- Lecture 58 - Causal Modelling - II: Application of Path Model
- Lecture 59 - Injury Epidemiology
- Lecture 60 - Occupational Safety, Health and Working Conditions Code, 2020 Analytics

Lecture 1 - Introduction and Concept - I

Lecture 2 - Introduction and Concept - II

Lecture 3 - Analysis of micro and macro environment - I

Lecture 4 - Analysis of micro and macro environment - II

Lecture 5 - Competition and Competitive Advantage - I

Lecture 6 - Competition and Competitive Advantage - II

Lecture 7 - Competition and Competitive Advantage - III

Lecture 8 - Framework for Internal Analysis of Firm - I

Lecture 9 - Framework for Internal Analysis of Firm - II

Lecture 10 - Value Chain Analysis

Lecture 11 - Resource-based view of firm and sustainability

Lecture 12 - Strategy Formulation - I

Lecture 13 - Strategy Formulation - II

Lecture 14 - Strategy Formulation - III

Lecture 15 - Diversification - I

Lecture 16 - Diversification - II

Lecture 17 - Mergers and Acquisitions - I

Lecture 18 - Mergers and Acquisitions - II

Lecture 19 - Portfolio Analysis and Display Matrices - I

Lecture 20 - Portfolio Analysis and Display Matrices - II

Lecture 21 - Operating and Financial Analysis

Lecture 22 - Complexities and Challenges of Competing in Global Markets - I

Lecture 23 - Complexities and Challenges of Competing in Global Markets - II

Lecture 24 - Entry Mode Strategies and Main Approaches for International Business

Lecture 25 - Building Competitive Advantage in International Markets

Lecture 26 - Strategies for competing in developing markets, and defending against global giants

Lecture 27 - Resource Allocation

Lecture 28 - 7-S Framework for Organizational Change

Lecture 29 - Strategy Implementation Issues

Lecture 30 - Matching organization structure to strategy

Lecture 31 - Forms of Organization

- Lecture 32 - Boundaryless Organization
- Lecture 33 - Strategic Leadership - I
- Lecture 34 - Strategic Leadership - II
- Lecture 35 - Universal Inner Structure of Effective Leaders
- Lecture 36 - Strategic Leadership - IV
- Lecture 37 - Business and Operational Excellence
- Lecture 38 - Strategic and Operational Control
- Lecture 39 - Balanced Scorecard Approach
- Lecture 40 - Roles and Responsibilities of Board of Directors
- Lecture 41 - Strategic Management Role and Style of the Board
- Lecture 42 - Composition, structure and other requirements of Board
- Lecture 43 - Improve Board Effectiveness, Board and Directorsâ€™ Performance Evaluation
- Lecture 44 - Corporate Governance Code
- Lecture 45 - Corporate Social Responsibility and Sustainability
- Lecture 46 - Social Auditing
- Lecture 47 - Innovation for Survival and Growth - I
- Lecture 48 - Innovation for Survival and Growth - II
- Lecture 49 - Entrepreneurship and Intrapreneurship
- Lecture 50 - Technology Management - I
- Lecture 51 - Technology Management - II
- Lecture 52 - In-house Development of Technology
- Lecture 53 - Strategic Importance of Knowledge and Organizational Learning
- Lecture 54 - Strategies for Knowledge Management
- Lecture 55 - Developing Strategic Plan of a Major Oil Company - I
- Lecture 56 - Developing Strategic Plan of a Major Oil Company - II
- Lecture 57 - Developing Strategic Plan of a Major Oil Company - III
- Lecture 58 - Summary of Modules 1-6
- Lecture 59 - Summary of Modules 7-11
- Lecture 60 - Summary of Modules 12-18

- Lecture 1 - Definition, purpose, and development of Human Factors and Ergonomics
- Lecture 2 - Types and components of worksystems, their interactions and evaluations
- Lecture 3 - Human components, machine components and environment components of worksystems
- Lecture 4 - Modern worksystems, FMJ vs FJM
- Lecture 5 - Contribution of human factors in systems design, engineering and management
- Lecture 6 - Anthropometry in product/process design, MHD, anthropometric design motto
- Lecture 7 - Types of anthropometric data, principles of applied anthropometry
- Lecture 8 - Examples of anthropometric design, numerical exercises
- Lecture 9 - Working Posture Analysis, Postural Triangle, Design for Seated and Standing Workers - Part 1
- Lecture 10 - Working Posture Analysis, Postural Triangle, Design for Seated and Standing Workers - Part 2
- Lecture 11 - Metabolism during work, Aerobic and anaerobic work, oxygen uptake
- Lecture 12 - Physical work capacity and energy expenditure, Individual differences, RWL, MOW
- Lecture 13 - MOE expenditure, Subjective measures of physical effort, Borg RPE scale, Factors
- Lecture 14 - EE of various operations in agriculture, construction and manufacturing industry - I
- Lecture 15 - EE of various operations in agriculture, construction and manufacturing industry - II
- Lecture 16 - Types of Injury Problems in Manual Handling Tasks, Types of Activities and Body Movements
- Lecture 17 - Biomechanical Modelling and Analysis of Manual Lifting
- Lecture 18 - Definitions and Standards of Lifting: NIOSH Lifting Equation
- Lecture 19 - EC Guidelines, UK Health and Safety Commission Guidelines
- Lecture 20 - Use of Material Handling Aids, Types of Material Handling Devices, Numerical Problems
- Lecture 21 - Ergonomic Problems in Computer Workstations, Design Elements of Computer Workstation
- Lecture 22 - Specifications of Computer Workstation Design Elements
- Lecture 23 - Methods to Reduce Glare/Reflection on Screen
- Lecture 24 - Design of Human-Computer Interaction
- Lecture 25 - Evolution of Technology in Computer Screen, Numerical Problems
- Lecture 26 - Work Postures and Related Complaints, Work Postures for Different Tasks, Task Analysis
- Lecture 27 - Power Law of Practice, Learning Curve, Numerical Pro
- Lecture 28 - Work Posture Assessment, Rapid Entire Body Assessment (REBA), MSDs/RMIs
- Lecture 29 - Hand tool design: Fitting the task, user and hand, Usage of hand tools and types of
- Lecture 30 - Design guidelines for hand tools
- Lecture 31 - Environment Component in Worksystems, Ergonomic Design of Physical Environment

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- Lecture 32 - Ergonomic Design Framework for Environment, Importance of Illumination
- Lecture 33 - Measurement of Illuminance, Luminance, and Contrast
- Lecture 34 - Measures of Contrast, Contrast Ratio under Different Work Situations
- Lecture 35 - Direct and Indirect Glare or Reflection, Illumination for Inspection and Quality
- Lecture 36 - Problem of Heat Stress at Workplaces, Thermoregulation Process, Acclimation and
- Lecture 37 - Thermal Balance Equation and Heat Stress
- Lecture 38 - Quality of Thermal Environment, Evaluation of Thermal Environment
- Lecture 39 - Whole Body Vibration and Sources of Vibration Discomfort
- Lecture 40 - Design guidelines for hand tools
- Lecture 41 - Auditory Environment and Human Performance, Measurement of Sound and Noise Exposure
- Lecture 42 - Noise Exposure and Hearing Loss, Noise Analysis and Noise Reduction using Engineering
- Lecture 43 - Effects of Noise on Performance, Broadbent and Poulton Theories, Interference of Noise
- Lecture 44 - Octave bands and examples
- Lecture 45 - Ergonomic design of auditory environment in different workplaces
- Lecture 46 - Concepts of Design for Manufacturing (DFM), Design for Assembly (DHA), and Design
- Lecture 47 - Product Design Assessment and Important Measures, Manual Assembly Design Efficiency
- Lecture 48 - Assembly Time Determination with PMTS Methods, Human Factors Principles in DHA
- Lecture 49 - Maintenance in Manufacturing/Production System - Important Ergonomic Design Issues - Part I
- Lecture 50 - Maintenance in Manufacturing/Production System - Important Ergonomic Design Issues - Part II
- Lecture 51 - Definition of Shift Work, Problems with Shift Work, Effect on Circadian Rhythms
- Lecture 52 - Problems of shift workers, Shift Work and Human Performance
- Lecture 53 - Recommended Shift Work Schedules
- Lecture 54 - Major Ergonomic Issues and Problems in Shift Work Design - Part 1
- Lecture 55 - Major Ergonomic Issues and Problems in Shift Work Design - Part 2
- Lecture 56 - Concepts of Ergonomic Performance and its Indicators
- Lecture 57 - EPI Assessment Tool Development
- Lecture 58 - Factors and their level of assessment
- Lecture 59 - Application of EPI Model in Different Worksystems
- Lecture 60 - Epilogue

Lecture 1 - Introduction to Organizational Design

Lecture 2 - Introduction to Organizational Design

Lecture 3 - Introduction to Organizational Design

Lecture 4 - Introduction to Organizational Design

Lecture 5 - Introduction to Organizational Design

Lecture 6 - Organizational Environment

Lecture 7 - Organizational Environment

Lecture 8 - Organizational Environment

Lecture 9 - Organizational Environment

Lecture 10 - Organizational Environment

Lecture 11 - Organizational Structure

Lecture 12 - Organizational Structure

Lecture 13 - Organizational Structure

Lecture 14 - Organizational Structure

Lecture 15 - Organizational Structure

Lecture 16 - Organizational Design and Strategy in a changing Global environment

Lecture 17 - Organizational Design and Strategy in a changing Global environment

Lecture 18 - Organizational Design and Strategy in a changing Global environment

Lecture 19 - Organizational Design and Strategy in a changing Global environment

Lecture 20 - Organizational Design and Strategy in a changing Global environment

Lecture 21 - Organizational Change

Lecture 22 - Organizational Change

Lecture 23 - Organizational Change

Lecture 24 - Organizational Change

Lecture 25 - Organizational Change

Lecture 26 - Managing Conflict, Power, and Politics

Lecture 27 - Managing Conflict, Power, and Politics

Lecture 28 - Managing Conflict, Power, and Politics

Lecture 29 - Managing Conflict, Power, and Politics

Lecture 30 - Managing Conflict, Power, and Politics

Lecture 31 - Organizational culture

- Lecture 32 - Organizational culture and socialization
- Lecture 33 - Organizational culture and climate
- Lecture 34 - Managing organizational culture
- Lecture 35 - International aspects of organizational culture
- Lecture 36 - Organizational design and technology
- Lecture 37 - Technologies and organizational structure
- Lecture 38 - Technological theories and organizational design
- Lecture 39 - Organizational design and technology: Challenges
- Lecture 40 - Organizational competencies
- Lecture 41 - Decision making
- Lecture 42 - Learning
- Lecture 43 - Knowledge management
- Lecture 44 - IT and IS
- Lecture 45 - IT in Management and Organization
- Lecture 46 - Organizational Birth and Growth
- Lecture 47 - Organizational Decline and Death
- Lecture 48 - Organizational Inertia and Resilience
- Lecture 49 - Organizational Transformation
- Lecture 50 - Organizational Development and Intervention
- Lecture 51 - Innovation: Concept, Types
- Lecture 52 - Innovation Framework Model
- Lecture 53 - Intrapreneurship
- Lecture 54 - Creativity
- Lecture 55 - Creativity and Related Issues
- Lecture 56 - Creativity and Design Thinking
- Lecture 57 - Turnaround Situation: Strategic, Operational and Cultural
- Lecture 58 - IT and ICT Intervention
- Lecture 59 - Human Resource Intervention
- Lecture 60 - Organizational Culture, Transformation and Ethical Values
- Lecture 61 - Future Trends for Organizational Transformation

- Lecture 1 - Introduction to Mergers and Acquisitions - I
- Lecture 2 - Introduction to Mergers and Acquisitions - II
- Lecture 3 - Theories of Mergers and Acquisitions
- Lecture 4 - Legal Environment of M and A in India
- Lecture 5 - Case Studies - DO M and A PAY ?
- Lecture 6 - Takeover Tactics and Anti-takeover Defenses - 1
- Lecture 7 - Takeover Tactics and Anti-takeover Defenses - 1
- Lecture 8 - Takeover Tactics and Anti-takeover Defenses - 2
- Lecture 9 - Takeover Tactics and Anti-takeover Defenses - 3
- Lecture 10 - Acquisition Search and Due Diligence - 1
- Lecture 11 - Acquisition Search and Due Diligence - 2
- Lecture 12 - Valuation in M and A: Cash Flow Based Approach - 1
- Lecture 13 - Valuation in M and A: Cash Flow Based Approach - 3 (Cost of Capital)
- Lecture 14 - Valuation in M and A: Cash Flow Based Approach - 4 (Dividend Discount Model)
- Lecture 15 - Valuation in M and A: Cash Flow Based Approach - 4 (Dividend Discount Model)
- Lecture 16 - Valuation in M and A: Cash Flow Based Approach - 5 (Free Cash Flow Models)
- Lecture 17 - Valuation in M and A: Cash Flow Based Approach - 6 (Free Cash Flow Models) (Continued...)
- Lecture 18 - Valuation in M and A: Valuation of Synergies - 1
- Lecture 19 - Valuation in M and A: Valuation of Synergies - 2
- Lecture 20 - Valuation in M and A: Asset Based Valuation
- Lecture 21 - Valuation in M and A: Relative Valuation - 1
- Lecture 22 - Valuation in M and A: Relative Valuation - 2
- Lecture 23 - Alternative Exit and Restructuring Strategies - 1
- Lecture 24 - Alternative Exit and Restructuring Strategies - 2
- Lecture 25 - Alternative Exit and Restructuring Strategies - 3
- Lecture 26 - M and A Deal Structuring - 1
- Lecture 27 - M and A Deal Structuring - 2
- Lecture 28 - M and A Deal Structuring - 3
- Lecture 29 - M and A Deal Structuring - 4
- Lecture 30 - M and A Deal Structuring - 5
- Lecture 31 - Legal Aspects of M and A - 1

[Lecture 32 - Legal Aspects of M and A - 2](#)

[Lecture 33 - Legal Aspects of M and A - 3](#)

[Lecture 34 - Accounting Aspects of M and A - I](#)

[Lecture 35 - Accounting Aspects of M and A - II](#)

[Lecture 36 - Alternative Exit and Restructuring Strategies - 1](#)

[Lecture 37 - Alternative Exit and Restructuring Strategies - 2](#)

[Lecture 38 - Alternative Exit and Restructuring Strategies - 3](#)

[Lecture 39 - Leveraged Buyouts](#)

[Lecture 40 - Alternative Exit and Restructuring Strategies - Insolvency and Bankruptcy](#)

- Lecture 1 - Investment Management as a Process
- Lecture 2 - Role of Financial Markets and Institutions
- Lecture 3 - Types of Investments
- Lecture 4 - Ecology of Financial Markets
- Lecture 5 - Investment Philosophies
- Lecture 6 - Present and Future Values of Investments
- Lecture 7 - Bonds as an Investment
- Lecture 8 - Pricing and Valuation of Bonds
- Lecture 9 - Pricing and Valuation of Bonds (Continued...)
- Lecture 10 - Prices, Yields, and Duration of Bonds
- Lecture 11 - Equity as an Asset Class
- Lecture 12 - Equity Valuation Models
- Lecture 13 - Equity Valuation Models (Continued...)
- Lecture 14 - Equity Valuation Ratios
- Lecture 15 - Equity Investment Strategies
- Lecture 16 - Portfolio Theory - Primer
- Lecture 17 - Capital Asset Pricing Model
- Lecture 18 - The CAPM and Index Models
- Lecture 19 - The CAPM and Index Models (Continued...)
- Lecture 20 - Consumption-Based Asset Pricing
- Lecture 21 - Two-fund Theorem
- Lecture 22 - Mutual Fund Basics
- Lecture 23 - Mutual Fund Basics (Continued...)
- Lecture 24 - Risk Indicator of a Mutual Fund
- Lecture 25 - Risk Indicator of a Mutual Fund (Continued...)
- Lecture 26 - Market Efficiency
- Lecture 27 - Market Efficiency (Continued...)
- Lecture 28 - Fundamental Analysis of Securities
- Lecture 29 - Value Investing using PV Models
- Lecture 30 - Asset Allocation and Portfolio Strategies
- Lecture 31 - Exchange Traded Funds (ETFs)

[Lecture 32 - Forming Portfolio with ETFs](#)

[Lecture 33 - Forming Portfolio with ETFs \(Continued...\)](#)

[Lecture 34 - Cryptocurrencies](#)

[Lecture 35 - Cryptocurrencies \(Continued...\)](#)

[Lecture 36 - Behavioral Anomalies in Investments](#)

[Lecture 37 - Behavioral Anomalies in Investments \(Continued...\)](#)

[Lecture 38 - Portfolio Evaluation](#)

[Lecture 39 - Portfolio Evaluation \(Continued...\)](#)

[Lecture 40 - Wrapping up](#)

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NPTEL : NOC:Project Management: Planning, Execution, Evaluation and Control (Management)

Co-ordinators : Prof. Sanjib Chowdhury

- Lecture 1 - Basic Concepts and Introduction
- Lecture 2 - Drivers of Project Management
- Lecture 3 - Linkages between Organization Strategy and Projects
- Lecture 4 - Project Governance and Design of Project Portfolio System
- Lecture 5 - Non-Financial and Multi-Criteria Project Selection Models
- Lecture 6 - Organization Structure
- Lecture 7 - Organization Culture
- Lecture 8 - Project Scope of Work and Deliverables
- Lecture 9 - Responsibility Matrices and Project Communication Plan
- Lecture 10 - Estimating Guidelines and Methods, Top-down Estimation
- Lecture 11 - Level of Details, Type of Costs and Refining Estimates
- Lecture 12 - Concept of Project Network and Development Rules
- Lecture 13 - Construction of Network and Computation Process
- Lecture 14 - Extended Network Techniques to Represent Reality
- Lecture 15 - Probability of Completion of Project on Time
- Lecture 16 - Managing Risk and Risk Identification
- Lecture 17 - Risk Assessment
- Lecture 18 - Risk Response Development and Contingency Planning
- Lecture 19 - Risk Response Control and Change Control Management
- Lecture 20 - Risk Assessment of Capital projects
- Lecture 21 - Classification of Scheduling Problems: Time-constrained Project
- Lecture 22 - Resource-constrained Project
- Lecture 23 - Time-phased Budget, Critical Chain Project Management
- Lecture 24 - Rationale and Options for Project Crashing
- Lecture 25 - Crashing - Reducing Project Duration
- Lecture 26 - Reducing Project Duration - Solving Numerical
- Lecture 27 - Project Monitoring and Control Process
- Lecture 28 - Development of Performance Indexes for Monitoring
- Lecture 29 - Forecasting Project Completion Time and Cost
- Lecture 30 - Strategic Dimensions and Decision Logic of Outsourcing
- Lecture 31 - Best Practices in Outsourcing Project Work

[Lecture 32 - Partnering and Traditional Approaches for Managing Relations](#)

[Lecture 33 - The Art of Negotiating](#)

[Lecture 34 - Customer's Satisfaction and Managing Customer Relations](#)

[Lecture 35 - Types of Contract and their Salient Features](#)

[Lecture 36 - Preparation and Evaluation of RFP: Best Practices](#)

[Lecture 37 - Project Closure Activities and Post-Implementation Evaluation](#)

[Lecture 38 - Retrospectives](#)

[Lecture 39 - Oversight Activities and Levels](#)

[Lecture 40 - Phase Gate System, Project Management Maturity Model](#)

Lecture 1 - Introduction to Commodity Market

Lecture 2 - Commodity Spot Market and Different Types of Auction

Lecture 3 - Commodity Spot Market and Different Types of Auction

Lecture 4 - Introduction to forward contract

Lecture 5 - Introduction to Futures Contract

Lecture 6 - Futures Contract Specification

Lecture 7 - Futures Contract Specification (Continued...)

Lecture 8 - Futures Contract Specification (Continued...)

Lecture 9 - Futures Contract (Different Types of Margins)

Lecture 10 - Futures Contract (Mark-to-Market/MTM Margin)

Lecture 11 - Hedgers Vs. Speculators

Lecture 12 - Measures of Speculation

Lecture 13 - Spot Price, Futures Price and Basis Risk

Lecture 14 - Spot Price, Futures Price and Basis Risk (Continued...)

Lecture 15 - Pricing of Futures

Lecture 16 - Pricing of Futures (Continued...)

Lecture 17 - Convenience Yield, Minimum Variance Hedge Ratio

Lecture 18 - Hedge Effectiveness, Cross Hedge, Stack and Roll Vs. Strip Hedge

Lecture 19 - Calendar Spread, Valuation of Futures vs. Forwards, Commodity Swaps

Lecture 20 - Commodity Swaps

Lecture 21 - Commodity Index

Lecture 22 - Commodity Index (Continued...)

Lecture 23 - Commodity options

Lecture 24 - Introduction to Commodity Options (Continued...), Hedgers vs. Speculators

Lecture 25 - Pricing of Commodity Options

Lecture 26 - Commodity Options (Continued...), Put-Call Parity and Put-Call Ratio

Lecture 27 - Put-Call Parity, Implied Volatility, Swaptions

Lecture 28 - Commodity Swaption (Continued...) and Asian Options on Commodities

Lecture 29 - Commodity Derivatives Market : Value Proposition

Lecture 30 - Commodity Derivatives Market : Value Proposition

Lecture 31 - Agricultural Commodity Price Risk Management

- Lecture 32 - Agricultural Commodity Price Risk Management (Continued...)
- Lecture 33 - Agricommodities Price Risk, Seasonality, Crush Spread Futures
- Lecture 34 - Agri-commodity Seasonality, Crush Spread Futures, Salmon Futures
- Lecture 35 - Crush Spread Futures, Salmon Futures, Agri-commodity risk Management Practices
- Lecture 36 - Gold and other Precious Metal Derivatives
- Lecture 37 - Gold as Asset, LBMA Spot Price Fix
- Lecture 38 - Gold as Asset, ETF, Gold-Silver Ratio
- Lecture 39 - Gold Price Risk Management, Dehedge, Zero Cost Derivatives
- Lecture 40 - Gold Quanto Futures, Delta Hedge Trap
- Lecture 41 - Crude oil and Crude oil Derivatives Price Risk Management
- Lecture 42 - Crude oil and Crude oil Derivatives Price Risk Management (Continued...)
- Lecture 43 - Crack Spread Futures, Spread Options and Crude Oil Price Risk
- Lecture 44 - Crude Oil Price Risk Management: 3-Way Collar, Spread Options and Swaps
- Lecture 45 - Swaps, Calendar Spreads: Crude Oil and Natural Gas Risk Management
- Lecture 46 - Weather Derivatives
- Lecture 47 - Weather Derivatives (Continued...)
- Lecture 48 - Weather Derivatives (Snowfall, Rainfall and Hurricane)
- Lecture 49 - Weather Derivatives (Rainfall and Hurricane)
- Lecture 50 - Spot and Derivatives Contracts on Electricity
- Lecture 51 - Electricity Trading in Day Ahead Market (DAM)
- Lecture 52 - Spot and Derivatives in Electricity (System Price and Area Clearing Price)
- Lecture 53 - Spot and Derivatives in Electricity (Green DAM, Duck Curve, Dark/Spark Spread)
- Lecture 54 - Carbon Credits and Carbon Credit Derivatives Market
- Lecture 55 - Carbon Credits (CDM, JI, RGGI, REC, ESCerts)
- Lecture 56 - Carbon Credits (REC, ESCerts, CORSIA) and Carbon Derivatives
- Lecture 57 - Freight Rates Derivatives
- Lecture 58 - Freight Rates Derivatives (Continued...)
- Lecture 59 - Water Derivatives
- Lecture 60 - Real Estate Derivatives and Derivatives Losses

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NPTEL : NOC:Service Management: Integrating Strategy, Operations, and Technology (Management)

Co-ordinators : Prof. Sanjib Chowdhury

Lecture 1 - The Role of Services in an Economy - 1

Lecture 2 - The Role of Services in an Economy - 2

Lecture 3 - The Nature of Services - 1

Lecture 4 - The Nature of Services - 2

Lecture 5 - The Nature of Services - 3

Lecture 6 - Strategic Service Vision, and Competitive Advantage

Lecture 7 - Generic Strategies for Competitive Advantage (Continued...)

Lecture 8 - Five-forces Model, and SWOT Analysis

Lecture 9 - Winning Customers, Sustainability, and Role of Information in Services

Lecture 10 - Virtual Value Chain, Limits in the Use of Information, and Service Firm Competitiveness

Lecture 11 - Sources of Growth and Innovations in Service Sector

Lecture 12 - Design and Development of New Service

Lecture 13 - Taxonomy and Generic Approaches to Service System Design

Lecture 14 - Role of Technology in Services and Service Encounter Triad

Lecture 15 - Service Encounter (Continued...)

Lecture 16 - Service Profit Chain

Lecture 17 - Servicescapes and Facility Design

Lecture 18 - Process Flows

Lecture 19 - Product Layout: Work Allocation Problem

Lecture 20 - Process Layout: Relative Location Problem

Lecture 21 - Process Layout: Relative Location Problem (Continued...)

Lecture 22 - Defining and Measuring Service Quality

Lecture 23 - Quality Service by Design

Lecture 24 - Unconditional Service Guarantee and Service Recovery

Lecture 25 - Statistical Process Control - I

Lecture 26 - Statistical Process Control - II

Lecture 27 - Statistical Process Control - III

Lecture 28 - Statistical Process Control - IV

Lecture 29 - Foundation of Continuous Improvement

Lecture 30 - Quality Improvement Programs - I

Lecture 31 - Quality Improvement Programs - II

- Lecture 32 - Domestic Growth and Expansion Strategies
- Lecture 33 - Generic International Strategies
- Lecture 34 - Transnational Operations and Global Service Strategies
- Lecture 35 - Strategic Location Considerations
- Lecture 36 - Facility Location Modelling
- Lecture 37 - Facility Location Techniques: Locational Cost-Profit-Volume analysis
- Lecture 38 - Facility Location Techniques: Cross-Median Approach
- Lecture 39 - Facility Location Techniques: Huff Retail Location Model - I
- Lecture 40 - Facility Location Techniques: Huff Retail Location Model - II
- Lecture 41 - Strategies for Managing Demand - I
- Lecture 42 - Strategies for Managing Demand - II
- Lecture 43 - Strategies for Managing Demand - III
- Lecture 44 - Strategies for Managing Capacity - I
- Lecture 45 - Strategies for Managing Capacity - II
- Lecture 46 - Yield Management - I
- Lecture 47 - Yield Management - II
- Lecture 48 - Strategies for Managing Customer Waiting
- Lecture 49 - Essential Features of Queuing Systems
- Lecture 50 - Relationship between negative Exponential and Poisson distribution
- Lecture 51 - Strategic Roles of Capacity Planning, and Queuing - Terminology
- Lecture 52 - Queuing Models - Operating System Characteristics
- Lecture 53 - Queuing System Cost Trade-off
- Lecture 54 - Basic Concepts and Approach to Managing Project
- Lecture 55 - Developing Project Plan using PERT/CPM
- Lecture 56 - Construction of Network and Network Computation Process
- Lecture 57 - Uncertain Activities, and Probability of Completion of Project on Time
- Lecture 58 - The Role of Inventory in Services, and Inventory Models
- Lecture 59 - Economic Order Quantity and Special Inventory Models
- Lecture 60 - Inventory Management under Uncertainty
- Lecture 61 - Inventory Control Systems and ABC Analysis

[Lecture 1](#)

[Lecture 2](#)

[Lecture 3](#)

[Lecture 4](#)

[Lecture 5](#)

[Lecture 6](#)

[Lecture 7](#)

[Lecture 8](#)

[Lecture 9](#)

[Lecture 10](#)

[Lecture 11](#)

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[Lecture 40](#)

NPTEL : Infrastructure Finance (Management)

Co-ordinators : Dr. A. Thillai Rajan

Lecture 1 - Introduction

Lecture 2 - Overview on Infrastructure Financing Sources

Lecture 3 - Basics of Financial Management - Part-1

Lecture 4 - Basics of Financial Management - Part-2

Lecture 5 - Basics of Financial Management - Part-3

Lecture 6 - Basics of Financial Management - Part-4

Lecture 7 - Analysis of company Performance - Part-1

Lecture 8 - Analysis of company Performance - Part-2

Lecture 9 - Analysis of Project Viability Time value of money

Lecture 10 - Analysis of Project Viability Cost of Capital

Lecture 11 - Analysis of Project Viability Capital Budgeting Techniques - I

Lecture 12 - Analysis of Project Viability Capital Budgeting Guidelines - II

Lecture 13 - Analysis of Project Viability Capital Budgeting Guidelines - III

Lecture 14 - Analysis of Project Viability Capital Budgeting Guidelines - IV

Lecture 15 - Overview and introduction to project finance

Lecture 16 - Project Financing Attributes and Motivations - I

Lecture 17 - Project Financing Attributes and Motivations - II

Lecture 18 - Project Finance Markets - I

Lecture 19 - Project Finance Markets - II

Lecture 20 - Project Finance Markets - III

Lecture 21 - Project Finance Markets Mezzanine / Sub-ordinated Debt

Lecture 22 - Project Finance Markets - Type of Debt and Leasing

Lecture 23 - Project Finance Markets - Financial Intermediation

Lecture 24 - Project Finance Markets - Loan Refinancing

Lecture 25 - Project Finance Markets - Project Bonds - I

Lecture 26 - Project Finance Markets - Project Bonds - II

Lecture 27 - Public Private Partnerships

Lecture 28 - Risk Management - I

Lecture 29 - Risk Management - II

Lecture 30 - Risk Management - III

Lecture 31 - Risk Management - Market Risks

[Lecture 32 - Risk Management - Country / Political risks - I](#)

[Lecture 33 - Risk Management - Country / Political risks - II](#)

[Lecture 34 - Risk Management - Country / Political risks - III](#)

[Lecture 35 - Risk Management - Country / Political risks - IV](#)

[Lecture 36 - Context of infrastructure development - I](#)

[Lecture 37 - Context of infrastructure development - II](#)

[Lecture 38 - Context of infrastructure development - III](#)

[Lecture 39 - Context of infrastructure development - IV](#)

[Lecture 40 - Context of infrastructure development - V](#)

NPTEL : Manufacturing Systems Management (Management)

Co-ordinators : Prof. G. Srinivasan

- Lecture 1 - Introduction to Manufacturing Systems Management
- Lecture 2 - Different types of Manufacturing Systems
- Lecture 3 - Introduction to Cellular Manufacturing
- Lecture 4 - Cellular Manufacturing Applications, Production Flow Analysis
- Lecture 5 - Production Flow Analysis
- Lecture 6 - Cellular Manufacturing - Unidirectional flow, Capacity Planning, Layout
- Lecture 7 - Exercise on Production Flow Analysis
- Lecture 8 - Rank Order Clustering, Similarity Coefficient based algorithm
- Lecture 9 - Similarity Coefficient based clustering algorithm
- Lecture 10 - Hierarchical and Non hierarchical clustering algorithms
- Lecture 11 - Optimization based algorithms
- Lecture 12 - Optimization based algorithms, Assignment based algorithm
- Lecture 13 - Assignment model, Algorithm considering sequence of visit of machines
- Lecture 14 - Algorithm considering sequence of visit of machines
- Lecture 15 - Algorithm considering cell load data, alternate process plans
- Lecture 16 - Reducing Intercell moves
- Lecture 17 - Part subcontracting, Incremental cell formation
- Lecture 18 - Product based cells
- Lecture 19 - Branching algorithm for product based cells, Operator and task assignment
- Lecture 20 - Operator and task assignment
- Lecture 21 - Operator and task assignment continued
- Lecture 22 - Static and dynamic Operator allocation, Multiple products and incremental cells
- Lecture 23 - Cell scheduling and sequencing
- Lecture 24 - Cell scheduling and sequencing continued
- Lecture 25 - Single piece transportation
- Lecture 26 - Cell Layout, Introduction to Just-in-time manufacturing
- Lecture 27 - Cell control and JIT
- Lecture 28 - Basic elements of JIT, Kanban systems
- Lecture 29 - Role of basic elements, Critical success factors
- Lecture 30 - Models in JIT
- Lecture 31 - Models in JIT continued

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- [Lecture 32 - CONWIP, Introduction to synchronous manufacturing](#)
- [Lecture 33 - Theory of constraints, Product mix problem](#)
- [Lecture 34 - Statistical Fluctuations, Random events, principles of SM](#)
- [Lecture 35 - Scheduling in SM](#)
- [Lecture 36 - Drum Buffer Rope system](#)
- [Lecture 37 - Flexible Manufacturing System, Part selection problem](#)
- [Lecture 38 - FMS Loading problem](#)
- [Lecture 39 - FMS Loading, multiple batches and changeover times](#)
- [Lecture 40 - FMS Loading and scheduling, Summary of the course contents](#)

NPTEL : Operations and Supply Chain Management (Management)

Co-ordinators : Prof. G. Srinivasan

- Lecture 1 - Introduction - (Challenges, Methodologies)
- Lecture 2 - Forecasting - Time series models - Simple Exponential smoothing
- Lecture 3 - Forecasting - Linear Models, Regression, Holt's , seasonality
- Lecture 4 - Forecasting - Winter's model, causal models, Goodness of forecast, Aggregate Planning, Tabular method
- Lecture 5 - Aggregate Planning, Tabular method, Linear Programming
- Lecture 6 - Aggregate Planning, Transportation model
- Lecture 7 - Aggregate Planning, Dynamic Programming, backordering
- Lecture 8 - Aggregate Planning, Quadratic model, Demand and capacity planning
- Lecture 9 - Inventory Models - Costs, EOQ model
- Lecture 10 - Inventory - EOQ model graphs, with backordering
- Lecture 11 - Inventory - Models for all quantity and marginal quantity Discount
- Lecture 12 - Multiple Quantity Discount, Multiple item inventory - Constraint on numbers of orders
- Lecture 13 - Multiple item inventory - Constraint on money value, space, equal number of orders
- Lecture 14 - Multiple item inventory - combining orders, production consumption model
- Lecture 15 - Inventory - Production consumption model with backordering, Economic lot scheduling problem
- Lecture 16 - Economic lot scheduling problem, Supply Chain inventory
- Lecture 17 - Lot sizing
- Lecture 18 - Lot sizing - heuristics
- Lecture 19 - Disaggregation
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Co-ordinators : Prof. C Bhaktavatsala Rao

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Co-ordinators : Prof. R. K. Amit, Prof. U. Chandrasekhar

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- Lecture 80 - Validating the learning - Walkthrough of RIL's Annual Report
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- Lecture 82 - Practice Problem - Liquidity Position
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- Lecture 85 - Practice Problem - Profitability Position
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- Lecture 89 - Types of Cash Flows
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- Lecture 93 - Cash Flows from Operating Activities - Part 1
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DIGIMAT - The No.1 Learning Management Platform for Creative Learning

NPTEL : NOC:Technology Forecasting for Strategic Decision Making - An Introduction (Management)

Co-ordinators : Prof. Dmitry Kucharavy, Prof. Bala Ramadurai

Lecture 1 - Introduction to Tech Forecasting for Strategic Decision Making

Lecture 2 - Famous forecasts which missed the mark

Lecture 3 - Why do we need technology forecasts? - Innovation vs Invention Efficiency vs Effectiveness

Lecture 5 - Why do we need technology forecasts? - Limiting Resources

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Lecture 7 - Why do we need technology forecasts? - General stages of forecasting?

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Lecture 10 - Strategic, Tactical and Operational Decision Making

Lecture 11 - Quiz about Strategic, Tactical and Operational decision making

Lecture 12 - Answer to the quiz on Strategic, Tactical and operational decision making

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Lecture 14 - Quiz on systems and set

Lecture 15 - Quiz on functions

Lecture 16 - Technology Lifecycle - Example case study - Transportation

Lecture 17 - Technology Lifecycle - Seasons, Clockspeed - Part 1

Lecture 18 - Technology Lifecycle - Seasons, Clockspeed - Part 2

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Lecture 22 - Aryabhata's experience in modeling and Live Solar Eclipse

Lecture 23 - Alternatives to forecasting in scope of technology management

Lecture 24 - Alternatives to forecasting in scope of technology management - Q&A

Lecture 25 - Element-Name-Value Model

Lecture 26 - System Operator

Lecture 27 - How to collect problems for mapping

Lecture 28 - How to formalize our knowledge about problems?

Lecture 29 - System function - What's function 1 Energy for cooking

Lecture 30 - System function - What's the function 2 Mosquito repellent

Lecture 31 - System function - What's the function 3 Pancake (Dosa) batter

Lecture 32 - Technological roadmaps

Lecture 33 - Maps of contradiction for forecasting

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Lecture 3 - Management Thought - 1

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Lecture 5 - Management Thought - 3

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Lecture 8 - Situational Theory

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Lecture 10 - Leader-Member Exchange Theory

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Lecture 12 - Climate Leadership

Lecture 13 - Resource Leadership

Lecture 14 - Global Leadership

Lecture 15 - Crisis Leadership

Lecture 16 - Leadership Attributes

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Lecture 19 - Learning to Lead

Lecture 20 - Indian Leader Competencies

Lecture 21 - Self-actualization

Lecture 22 - Leadership Balance

Lecture 23 - Paradox Management

Lecture 24 - Agile and Precise

Lecture 25 - Adaptive Processes

Lecture 26 - Stature versus Title

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Lecture 28 - Organization Structures

Lecture 29 - Effective Execution

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- Lecture 32 - Instilling Development Passion
- Lecture 33 - CEO Succession
- Lecture 34 - Success Factors for Succession
- Lecture 35 - Stage and Stature
- Lecture 36 - R&D Leadership
- Lecture 37 - Operations Leadership
- Lecture 38 - Marketing Leadership
- Lecture 39 - Finance Leadership
- Lecture 40 - Human Resources Leadership
- Lecture 41 - Pioneering Leadership Model
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- Lecture 51 - Leadership Sensibilities
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- Lecture 55 - Organizational Totalitarianism
- Lecture 56 - Dr A P J Abdul Kalam President without Precedent
- Lecture 57 - Dr C K Prahalad Timeless in Strategy, Tireless in Creativity
- Lecture 58 - Steve Jobs Technology Visionary Par Excellence
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- Lecture 60 - J R D Tata Conglomerate Leadership Beyond Compare
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- Lecture 8 - Global Strategy
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- Lecture 10 - Balanced Scorecard
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- Lecture 14 - Execution case study
- Lecture 15 - Strategic management
- Lecture 16 - Competitive strategy overview
- Lecture 17 - Economic forces
- Lecture 18 - Liquidity as the sixth force
- Lecture 19 - The six forces model
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- Lecture 24 - Market signaling
- Lecture 25 - Competitor clusters and analysis
- Lecture 26 - Generic strategies
- Lecture 27 - Structural analysis and competitive strategy
- Lecture 28 - Quality, Cost and value
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- Lecture 13 - Industrial Transformations
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- Lecture 16 - Industry, Market and Business
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- Lecture 21 - Customer Characteristics
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- Lecture 27 - Market and Product Segmentation
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- Lecture 30 - Market Attractiveness and competitive positioning
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- Lecture 49 - Cultural Skills
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- Lecture 52 - Growth Examples
- Lecture 53 - Fragmented Industries and Emerging Industries
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Lecture 4 - Factors affecting virtual teams

Lecture 5 - Managing virtualness

Lecture 6 - Cross-cultural teams

Lecture 7 - Factors affecting cross-cultural teams

Lecture 8 - Introduction to start-up teams

Lecture 9 - Factors affecting start-up teams

Lecture 10 - Introduction to IPO model in teams

Lecture 11 - Introduction to Human-AI teams

Lecture 12 - Inputs and Processes in Human-AI teams

Lecture 13 - States and Outcomes in Human-AI teams

Lecture 14 - Multiple Team Membership and Multi-team Systems

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- Lecture 2 - Introduction to Corporate Finance
- Lecture 3 - Contents of Income Statement and Balance Sheet - Part I
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- Lecture 6 - Preparation of Income Statement and Balance Sheet: Example - Part I
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- Lecture 9 - Preparation of Balance Sheet: Lone Pine Cafe A - Part I
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- Lecture 21 - Ratio Analysis - Part III - Dividend and Liquidity Ratios
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- Lecture 23 - Cost, Costing and Cost Accounting
- Lecture 24 - Classification of Costs
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- Lecture 28 - Primary and Secondary Distribution of Overhead
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- Lecture 37 - Introduction to Budgeting: Preparation of Budgets - Part I
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- Lecture 41 - Foundations of Corporate Finance - Part I
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- Lecture 43 - Time Value of Money: Present Value and Future Value in Single and Multiperiod case
- Lecture 44 - Simplification of Cash Flows: Annuity, Growing Annuity, Perpetuity and Growing Perpetuity
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- Lecture 58 - Dividend and Other Payouts

NPTEL : NOC:Strategic Sourcing (Management)

Co-ordinators : Prof. Arshinder Kaur

- Lecture 1 - Evolution of Sourcing and changing paradigms
- Lecture 2 - Changing Expectations leading to Supply Management and Strategic Sourcing
- Lecture 3 - Supply Chains and Supply Networks
- Lecture 4 - Return on Assets
- Lecture 5 - Strategic sourcing and Organisation's Strategy Importance of supply management
- Lecture 6 - Procure to Pay cycle
- Lecture 7 - Recognition of need
- Lecture 8 - Purchasing and supply process - 1
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- Lecture 10 - Need identification and types - 1
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- Lecture 12 - Indirect contributions of Supply
- Lecture 13 - Aligning supply objectives with organisation's strategy
- Lecture 14 - Procurement in Organizations - 1
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- Lecture 16 - Developing supply strategy - 1
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[Lecture 34 - Overview of GST portal - Part 3](#)

[Lecture 35 - Overview of GST portal - Part 4](#)

[Lecture 36 - Overview of GST portal - Part 5](#)

Lecture 1 - What is Market and Marketing?

Lecture 2 - Research, Marketing Research and its Types

Lecture 3 - Introduction to Marketing Research Process

Lecture 4 - Step #1 Problem Definition Discussion with Decision Maker

Lecture 5 - Step #1 Problem Definition Problem Audit, Interview with Experts, Qualitative Research

Lecture 6 - Step #1 Problem Definition Marketing Research Problem and an Example

Lecture 7 - Step #2 Developing an approach to the problem Understanding a Theory

Lecture 8 - Step #2 Developing an approach to the problem Components of an approach

Lecture 9 - Step #2 Developing an approach to the problem Examples

Lecture 10 - Case Studies for Problem Definition Process

Lecture 11 - Research Design: An Introduction

Lecture 12 - Exploratory and Descriptive Research Design: An Introduction

Lecture 13 - Exploratory Research Techniques: Secondary Data and Thematic Analysis

Lecture 14 - Exploratory Research Techniques: Secondary Data and Qualitative Research - Focus Group Discussion

Lecture 15 - Exploratory Research Techniques: Focus Group Discussion PDF

Lecture 16 - Exploratory Research Techniques: Depth Interviews

Lecture 17 - Exploratory Research Techniques: Projective Techniques

Lecture 18 - Descriptive Research Techniques

Lecture 19 - Causal Research Design: Experiments and Confounding Variables

Lecture 20 - Causal Research Design: Experiments and Related Terminologies

Lecture 21 - Causal Research Design: Experiments and its Types

Lecture 22 - Measurement and Scaling: Levels of Measurement

Lecture 23 - Measurement and Scaling: Comparative and Non Comparative Scaling

Lecture 24 - Measurement and Scaling: Non Comparative Scaling - Likert Item Scales

Lecture 25 - Measurement and Scaling: Semantic Differential Scale and Other Scale Decisions

Lecture 26 - Measurement and Scaling: Multi item Scales

Lecture 27 - Measurement and Scaling: Multi item Scales, Conceptual and Operational Definitions

Lecture 28 - Questionnaire Design: Initial Steps 1 to 5

Lecture 29 - Questionnaire Design: Steps 6 onwards and Other Issues

Lecture 30 - Questionnaire Design: Framing Common Demographic and Screener Questions

Lecture 31 - Data Analysis using SPSS: Entering the Data

[Lecture 32 - Data Analysis using SPSS: Data Cleaning and Descriptive Statistics](#)

[Lecture 33 - Data Analysis using SPSS: Charts, Outliers, and Descriptive Statistics](#)

[Lecture 34 - Data Analysis using SPSS: Cross Tabs](#)

[Lecture 35 - Data Analysis using SPSS: Hypothesis Testing for Association](#)

[Lecture 36 - Data Analysis using SPSS: Hypothesis Testing for Differences in Means P value, Sampling Distribution](#)

[Lecture 37 - Data Analysis using SPSS: Hypothesis Testing for Differences in Means \(Independent Sample T test\)](#)

[Lecture 38 - Analysis using SPSS: Hypothesis Testing for Differences in Means Paired Sample T test, One way ANOVA](#)

NPTEL : NOC:Financial Statement Analysis and Reporting (Management)

Co-ordinators : Prof. Anil K. Sharma

Lecture 1 - Introduction

Lecture 2 - Accounting Process

Lecture 3 - Accounting Concepts

Lecture 4 - Trial Balance and its Relevance

Lecture 5 - Relevant Accounting Statements

Lecture 6 - Journal (Part-I) - The first and original book of accounting

Lecture 7 - Journal (Part-II) - The first and original book of accounting

Lecture 8 - Ledger-The second book of accounts

Lecture 9 - Financial Statements

Lecture 10 - Financial Statements - Income Statement

Lecture 11 - Financial Statements - Balance Sheet

Lecture 12 - Financial Statements with Adjustments (Part-1)

Lecture 13 - Financial Statements with Adjustments (Part-2)

Lecture 14 - Financial Statements with Adjustments (Part-3)

Lecture 15 - Financial Statements with Adjustments (Part-4)

Lecture 16 - Financial Statements with Adjustments (Part-5)

Lecture 17 - Financial Statements with Adjustments (Part-6)

Lecture 18 - Financial Statements with Adjustments (Part-7)

Lecture 19 - Financial Statements with Adjustments (Part-8)

Lecture 20 - Financial Statements with Adjustments (Part-9)

Lecture 21 - Financial Statements with Adjustments (Part-10)

Lecture 22 - Financial Statements with Adjustments (Part-11)

Lecture 23 - Financial Statements with Adjustments (Part-12)

Lecture 24 - Financial Statements with Adjustments (Part-13)

Lecture 25 - Corporate Financial Statements (Part-1)

Lecture 26 - Corporate Financial Statements (Part-2)

Lecture 27 - Corporate Financial Statements (Part-3)

Lecture 28 - Corporate Financial Statements (Part-4)

Lecture 29 - Corporate Financial Statements (Part-5)

Lecture 30 - Corporate Financial Statements (Part-6)

Lecture 31 - Corporate Financial Statements (Part-7)

- Lecture 32 - Corporate Financial Statements (Part-8)
- Lecture 33 - Corporate Financial Statements (Part-9)
- Lecture 34 - Financial Statement Analysis
- Lecture 35 - Ratio Analysis (Part-1)
- Lecture 36 - Ratio Analysis (Part-2)
- Lecture 37 - Ratio Analysis (Part-3)
- Lecture 38 - Different Sets of Ratios (Part-1)
- Lecture 39 - Different Sets of Ratios (Part-2)
- Lecture 40 - Ratio Analysis - A case of Grasim Industries (Part-1)
- Lecture 41 - Ratio Analysis - A case of Grasim Industries (Part-2)
- Lecture 42 - Liquidity Ratios - Grasim Industries (Part-1)
- Lecture 43 - Liquidity Ratios - Grasim Industries (Part-2)
- Lecture 44 - Liquidity Ratios - Grasim Industries (Part-3)
- Lecture 45 - Profitability Ratios- Grasim Industries (Part-1)
- Lecture 46 - Profitability Ratios- Grasim Industries (Part-2)
- Lecture 47 - Profitability Ratios- Grasim Industries (Part-3)
- Lecture 48 - DuPont Ratios (Part-1)
- Lecture 49 - DuPont Ratios (Part-2)
- Lecture 50 - Valuation or Capital Market Ratios (Part-1)
- Lecture 51 - Valuation or Capital Market Ratios (Part-2)
- Lecture 52 - Cash Flow Statement - Introduction (Part-1)
- Lecture 53 - Cash Flow Statement (Part-2)
- Lecture 54 - Preparation of Cash Flow Statement- Basic Cash Flow Statement
- Lecture 55 - Cash Flow Statement - Further Analysis (Part-1)
- Lecture 56 - Cash Flow Statement - Further Analysis (Part-2)
- Lecture 57 - Final Cash Flow Statement (Part-1)
- Lecture 58 - Final Cash Flow Statement (Part-2)
- Lecture 59 - Financial Reporting (Part-1)
- Lecture 60 - Financial Reporting (Part-2)

NPTEL : NOC:Supply Chain Analytics (Management)

Co-ordinators : Prof. Rajat Agrawal

- Lecture 1 - Introduction to Supply Chain Management
- Lecture 2 - Evolution of Supply Chain Management
- Lecture 3 - Analytics in Supply Chain Management
- Lecture 4 - Supply Chain Planning
- Lecture 5 - Different views of Supply Chain
- Lecture 6 - Supply Chain Strategy
- Lecture 7 - Supply Chain Drivers
- Lecture 8 - Developing Supply Chain Strategy
- Lecture 9 - Strategic Fit in Supply Chain
- Lecture 10 - Demand Forecasting in Supply Chain
- Lecture 11 - Bullwhip Effect and Time Series Analysis
- Lecture 12 - Exponential Smoothing Method of Forecasting
- Lecture 13 - Measures of Forecasting Errors
- Lecture 14 - Tracking Signal and Seasonality Models
- Lecture 15 - Forecasting using multiple characteristics in Demand Data and Inventory Management in Supply Chain
- Lecture 16 - Inventory Management in Supply Chain
- Lecture 17 - Multi echelon Inventory Management
- Lecture 18 - Multi echelon Inventory Management (Continued...)
- Lecture 19 - Multi echelon Inventory Management for four stations
- Lecture 20 - Multi echelon Inventory Management for four stations (Numerical Example)
- Lecture 21 - Multi echelon Inventory Management for four stations (Numerical Example) (Continued...)
- Lecture 22 - Network Design in Supply Chain
- Lecture 23 - Network Design of Global Supply Chain
- Lecture 24 - Alternative channels of Distribution
- Lecture 25 - Location Decisions in Supply Chain
- Lecture 26 - Network Optimization Models
- Lecture 27 - Using Excel Solver for Network Optimization
- Lecture 28 - Uncertainty in Network Design
- Lecture 29 - Network Design in Uncertain Environment and Flexibility
- Lecture 30 - Flexibility in Supply Chain
- Lecture 31 - Optimal Level of Product Availability in Supply chain

[Lecture 32 - Time Value of money in Supply Chain](#)

[Lecture 33 - Different types of Analytics in Supply Chain](#)

[Lecture 34 - Predictive Modelling in Forecasting in Supply Chain](#)

[Lecture 35 - Representation on Uncertainty in Supply Chain](#)

[Lecture 36 - Using Decision Tree for handling Uncertainty](#)

[Lecture 37 - Example of using Decision Tree incorporating Uncertainty in Single Factor](#)

[Lecture 38 - Example of using Decision Tree incorporating Uncertainty in two Key Factors](#)

[Lecture 39 - Modelling Flexibility in Supply Chain](#)

[Lecture 40 - Trends, Challenges and Future of Supply Chain](#)

Lecture 1 - Introduction to Marketing Research

Lecture 2 - Defining Research Problem

Lecture 3 - Developing Research Approach and Developing Research Design: Non- Conclusive

Lecture 4 - Research Design: Conclusive

Lecture 5 - Qualitative Research: Nature and Approaches

Lecture 6 - Qualitative Research: Depth Interview, Focus Group Discussion

Lecture 7 - Projective Technique, Case Study

Lecture 8 - Case Study, Descriptive Research Design and Research Errors

Lecture 9 - Primary and Secondary Data, Research Error

Lecture 10 - Measurement and Scaling: Comparative and Non-comparative Scaling

Lecture 11 - Scale Development Process

Lecture 12 - Questionnaire and Form Design

Lecture 13 - Causal Research and Types

Lecture 14 - Experimental Design and Sampling

Lecture 15 - Sampling Design and Procedure

Lecture 16 - Sampling and Sample Size Determination

Lecture 17 - Hypothesis Development: Null and Alternate, Type I and Type II Errors

Lecture 18 - Data Preparation

Lecture 19 - Hypothesis Testing: T-Test, Z-Test

Lecture 20 - T, Z and F Test

Lecture 21 - Hypothesis Testing: Anova and Manova

Lecture 22 - Cross Tabulation and Chi Square Test

Lecture 23 - Correlation and Regression

Lecture 24 - Regression

Lecture 25 - Factor Analysis

Lecture 26 - Factor Analysis

Lecture 27 - SEM and CFA - 1

Lecture 28 - SEM and CFA - 2

Lecture 29 - SEM and CFA - 3

Lecture 30 - Cluster Analysis - I

Lecture 31 - Cluster Analysis - II

[Lecture 32 - Discriminant Analysis](#)

[Lecture 33 - Discriminant Analysis - 1](#)

[Lecture 34 - Researching Rural Market](#)

[Lecture 35 - International Marketing Research](#)

[Lecture 36 - Ethics in Marketing Research](#)

[Lecture 37 - Ethics in Marketing Research - 1](#)

[Lecture 38 - Report Preparation and Presentation](#)

[Lecture 39 - Multi Dimensional Scaling](#)

[Lecture 40 - Conjoint Analysis](#)

- Lecture 1 - Introduction of Project Management
- Lecture 2 - Project Success
- Lecture 3 - Types of Structure Organizations
- Lecture 4 - Project Management Office
- Lecture 5 - Stakeholders Management
- Lecture 6 - Types of Projects and Project Life Cycle
- Lecture 7 - Project Life Cycle Phases and Project Appraisal
- Lecture 8 - Methods of Project Selection - I
- Lecture 9 - Methods of Project Selection - II
- Lecture 10 - Methods of Project Selection - MCDM-I
- Lecture 11 - Methods of Project Selection - MCDM-II
- Lecture 12 - Methods of Project Selection - MCDM-III
- Lecture 13 - Market and Demand Analysis - I
- Lecture 14 - Market and Demand Analysis - II
- Lecture 15 - Financial Analysis
- Lecture 16 - Capital Budgeting Techniques - I
- Lecture 17 - Capital Budgeting Techniques - II
- Lecture 18 - Financing of Projects
- Lecture 19 - Risk Management - I
- Lecture 20 - Risk Management - II
- Lecture 21 - Risk Management (Control and Documentation)
- Lecture 22 - Stand Alone Risk Analysis - I
- Lecture 23 - Stand Alone Risk Analysis - II
- Lecture 24 - Hillier Model
- Lecture 25 - Simulation Analysis
- Lecture 26 - Decision Tree Analysis - I
- Lecture 27 - Decision Tree Analysis - II
- Lecture 28 - Abandonment Analysis
- Lecture 29 - Technical Analysis
- Lecture 30 - Product Mix and Plant Capacity Analysis
- Lecture 31 - Project Team Building, Conflict and Negotiation

- Lecture 32 - HRM Issues and time Management
- Lecture 33 - Project Time Management - Introduction
- Lecture 34 - Project Time Management - Project Scheduling
- Lecture 35 - Project time Management - Numbering of Nodes
- Lecture 36 - Project Time Management - PERT Networks
- Lecture 37 - Project Time Management - CPM
- Lecture 38 - Project Time Management - Laddering in PERT/CPM
- Lecture 39 - Probability Models in Networks - I
- Lecture 40 - Probability Models in Networks - II
- Lecture 41 - Probability Models in Networks - III
- Lecture 42 - Probability Models in Networks - IV
- Lecture 43 - Simulation of Networks - I
- Lecture 44 - Simulation of Networks - II
- Lecture 45 - Slacks and Floats - I
- Lecture 46 - Slacks and Floats - II
- Lecture 47 - Time and Cost Relationship
- Lecture 48 - Crashing of Networks - I
- Lecture 49 - Crashing of Networks - II
- Lecture 50 - Crashing of Networks - III (Free Float Method)
- Lecture 51 - Crashing of Networks - IV
- Lecture 52 - Introduction to Project Cost Management
- Lecture 53 - Cost Control (Tools and Techniques)
- Lecture 54 - Cost Estimation
- Lecture 55 - Introduction to Quality Management
- Lecture 56 - Cost of Quality
- Lecture 57 - Quality Management (Source of variability and Six Sigma)
- Lecture 58 - Quality Management (Six Sigma Tools)
- Lecture 59 - Procurement Management- I
- Lecture 60 - Procurement Management- II and Project Termination

Lecture 1 - Introduction

Lecture 2 - Data Mining Process

Lecture 3 - Introduction To R

Lecture 4 - Basic Statistics

Lecture 5 - Basic Statistics - Part 2

Lecture 6 - Partitioning Process

Lecture 7 - Visualization Techniques

Lecture 8 - Visualization Techniques - Part 2

Lecture 9 - Visualization Techniques - Part 3

Lecture 10 - Visualization Techniques - Part 4

Lecture 11 - Visualization Techniques - Part 5

Lecture 12 - Visualization Techniques - Part 6

Lecture 13 - Dimension Reduction Techniques

Lecture 14 - Dimension Reduction Techniques - Part 2

Lecture 15 - Dimension Reduction Techniques - Part 3

Lecture 16 - Performance Metrics

Lecture 17 - Performance Metrics - Part 2

Lecture 18 - Performance Metrics - Part 3

Lecture 19 - Performance Metrics - Part 4

Lecture 20 - Performance Metrics - Part 5

Lecture 21 - Prediction Performance

Lecture 22 - Multiple Linear Regression

Lecture 23 - Multiple Linear Regression - Part 2

Lecture 24 - Multiple Linear Regression - Part 3

Lecture 25 - Multiple Linear Regression - Part 4

Lecture 26 - Multiple Linear Regression - Part 5

Lecture 27 - Multiple Linear Regression - Part 6

Lecture 28 - Machine Learning Technique K-Nn

Lecture 29 - Machine Learning Technique K-Nn - Part 2

Lecture 30 - Machine Learning Technique K-Nn - Part 3

Lecture 31 - Naive Bayes

[Lecture 32 - Naive Bayes - Part 2](#)

[Lecture 33 - Naive Bayes - Part 3](#)

[Lecture 34 - Naive Bayes - Part 4](#)

[Lecture 35 - Naive Bayes - Part 5](#)

[Lecture 36 - Classification And Regression Trees](#)

[Lecture 37 - Classification And Regression Trees - Part 2](#)

[Lecture 38 - Classification And Regression Trees - Part 3](#)

[Lecture 39 - Classification And Regression Trees - Part 4](#)

[Lecture 40 - Classification And Regression Trees - Part 5](#)

[Lecture 41 - Classification And Regression Trees - Part 6](#)

[Lecture 42 - Pruning Process](#)

[Lecture 43 - Pruning Process - Part 2](#)

[Lecture 44 - Pruning Process - Part 3](#)

[Lecture 45 - Regression Trees](#)

[Lecture 46 - Logistic Regression](#)

[Lecture 47 - Logistic Regression - Part 2](#)

[Lecture 48 - Logistic Regression - Part 3](#)

[Lecture 49 - Logistic Regression - Part 4](#)

[Lecture 50 - Logistic Regression - Part 5](#)

[Lecture 51 - Logistic Regression - Part 6](#)

[Lecture 52 - Logistic Regression - Part 7](#)

[Lecture 53 - Artificial Neural Networks](#)

[Lecture 54 - Artificial Neural Network - Part 2](#)

[Lecture 55 - Artificial Neural Network - Part 3](#)

[Lecture 56 - Artificial Neural Network - Part 4](#)

[Lecture 57 - Artificial Neural Network - Part 5](#)

[Lecture 58 - Artificial Neural Network - Part 6](#)

[Lecture 59 - Discriminant Analysis](#)

[Lecture 60 - Discriminant Analysis - Part 2](#)

NPTEL : NOC:Working Capital Management (Management)

Co-ordinators : Prof. Anil K. Sharma

- Lecture 1 - Introduction - I
- Lecture 2 - Introduction - II
- Lecture 3 - Nature of the Working Capital Management
- Lecture 4 - Approaches of Working Capital Management - I
- Lecture 5 - Approaches of Working Capital Management - II
- Lecture 6 - Trade off between Profitability and Risk - I
- Lecture 7 - Trade off between Profitability and Risk - II
- Lecture 8 - Working Capital Management in Indian Business - I
- Lecture 9 - Working Capital Management in Indian Business - II
- Lecture 10 - Operating Cycle
- Lecture 11 - Weighted Operating Cycle
- Lecture 12 - Working Capital Requirement Assessment - I
- Lecture 13 - Working Capital Requirement Assessment - II
- Lecture 14 - Assessing Working Capital Requirements - Problem 2 and 5
- Lecture 15 - Working Capital Requirement- The Conclusion
- Lecture 16 - Working Capital Leverage
- Lecture 17 - Risk and Cost of Holding Inventory
- Lecture 18 - Inventory Costs
- Lecture 19 - Inventory Behaviour
- Lecture 20 - Inventory Management - Methods and Strategies
- Lecture 21 - EOQ Technique of Inventory Management
- Lecture 22 - Stockouts cause Walkouts
- Lecture 23 - Rationing of Working Capital - I
- Lecture 24 - Rationing of Working Capital - II
- Lecture 25 - Different Modes of Bank Finance
- Lecture 26 - Incremental Inventory - I
- Lecture 27 - Incremental Inventory - II
- Lecture 28 - Management of Accounts Receivables - I
- Lecture 29 - Management of Accounts Receivables - II
- Lecture 30 - Management of Accounts Receivables - III
- Lecture 31 - Motives of Credit Sale - I

- Lecture 32 - Motives of Credit Sale - II
- Lecture 33 - Limitations of Credit Time Period
- Lecture 34 - Written Credit Policy - I
- Lecture 35 - Written Credit Policy - II
- Lecture 36 - Goals and Functions of Accounts Receivables Management
- Lecture 37 - Valuation of Receivables at Cost or Sales Value
- Lecture 38 - Credit Policy Changes - I
- Lecture 39 - Credit Policy Changes - II
- Lecture 40 - Credit Policy Changes - III
- Lecture 41 - Optimum Credit Policy
- Lecture 42 - Credit Risk Analysis - I
- Lecture 43 - Credit Risk Analysis - II
- Lecture 44 - Credit Risk Analysis - III
- Lecture 45 - Credit Policy Variables
- Lecture 46 - Cash Management
- Lecture 47 - Cash Flow Presentation
- Lecture 48 - Models of Cash Management- Certainty Model by Baumol
- Lecture 49 - Certainty Model by Baumol Continued
- Lecture 50 - Uncertainty Model by Miller and Orr
- Lecture 51 - Miller and Orr (Continued...) and Cash Management Techniques
- Lecture 52 - Measures of Liquidity
- Lecture 53 - Window Dressing and Management of Current Liabilities
- Lecture 54 - Management of Accounts Payable
- Lecture 55 - Cost of Stretching Accounts Payable - I
- Lecture 56 - Cost of Stretching Accounts Payable - II
- Lecture 57 - Other Accruals and Overtrading
- Lecture 58 - Bank Finance - Introduction
- Lecture 59 - Recommendations of Tondon and Chore Committees
- Lecture 60 - Deciding a Suitable Mix

- Lecture 1 - Analyzing the Current Business Scenario
- Lecture 2 - Innovation and Creativity - An Introduction
- Lecture 3 - Innovation in Current Environment
- Lecture 4 - Types of Innovation
- Lecture 5 - School of Innovation
- Lecture 6 - Challenges of Innovation
- Lecture 7 - Steps of Innovation Management
- Lecture 8 - Idea Management System
- Lecture 9 - Divergent v/s Convergent Thinking
- Lecture 10 - Design Thinking and Entrepreneurship
- Lecture 11 - Experimentation in Innovation Management
- Lecture 12 - Idea Championship
- Lecture 13 - Participation for Innovation
- Lecture 14 - Co-creation for Innovation
- Lecture 15 - Prototyping to Incubation
- Lecture 16 - What is Business Model ?
- Lecture 17 - Who is an Entrepreneur ?
- Lecture 18 - Social Entrepreneurship ?
- Lecture 19 - Blue Ocean Strategy - I
- Lecture 20 - Blue Ocean Strategy - II
- Lecture 21 - Marketing of Innovation
- Lecture 22 - Technology Innovation Process
- Lecture 23 - Technological Innovation Management Planning
- Lecture 24 - Technological Innovation Management Strategies
- Lecture 25 - Technology Forecasting
- Lecture 26 - Sustainability Innovation and Entrepreneurship
- Lecture 27 - Innovation Sustainable Conditions
- Lecture 28 - Innovation: Context and Patterns
- Lecture 29 - SMEs' strategic involvement in sustainable development
- Lecture 30 - Insight and Entrepreneurship
- Lecture 31 - Management of Innovation, creation of IPR - I

[Lecture 32 - Management of Innovation, creation of IPR - II](#)

[Lecture 33 - Types of IPR](#)

[Lecture 34 - Patents and Copyrights](#)

[Lecture 35 - Patents in India](#)

[Lecture 36 - Business Models and value proposition](#)

[Lecture 37 - Business Model Failure: Reasons and Remedies](#)

[Lecture 38 - Incubators: Business Vs Technology](#)

[Lecture 39 - Managing Investors for Innovation](#)

[Lecture 40 - Future markets and Innovation needs for India](#)

[Lecture 1 - Association Rules - Part I](#)

[Lecture 2 - Association Rules - Part II](#)

[Lecture 3 - Association Rules - Part III](#)

[Lecture 4 - Association Rules - Part IV](#)

[Lecture 5 - Cluster Analysis - Part I](#)

[Lecture 6 - Cluster Analysis - Part II](#)

[Lecture 7 - Cluster Analysis - Part III](#)

[Lecture 8 - Cluster Analysis - Part IV](#)

[Lecture 9 - Cluster Analysis - Part V](#)

[Lecture 10 - Cluster Analysis - Part VI](#)

[Lecture 11 - Cluster Analysis - Part VII](#)

[Lecture 12 - Understanding Time Series - Part I](#)

[Lecture 13 - Understanding Time Series - Part II](#)

[Lecture 14 - Understanding Time Series - Part III](#)

[Lecture 15 - Understanding Time Series - Part IV](#)

[Lecture 16 - Regression Based Forecasting Methods - Part I](#)

[Lecture 17 - Regression Based Forecasting Methods - Part II](#)

[Lecture 18 - Regression Based Forecasting Methods - Part III](#)

[Lecture 19 - Time Series Forecasting - Smoothing Methods - Part I](#)

[Lecture 20 - Time Series Forecasting - Smoothing Methods - Part II](#)

Lecture 1 - Globalization - Part 1

Lecture 2 - Globalization - Part 2

Lecture 3 - Global Economic Environment - Part 1

Lecture 4 - Global Economic Environment - Part 2

Lecture 5 - Global Economic Environment - Part 3

Lecture 6 - Financial Environment - Part 1

Lecture 7 - Financial Environment - Part 2

Lecture 8 - Cultural Issues and Buying Behavior - Part 1

Lecture 9 - Cultural Issues and Buying Behavior - Part 2

Lecture 10 - Political/ Legal Environment - Part 1

Lecture 11 - Political/ Legal Environment - Part 2

Lecture 12 - Global Marketing Research - Part 1

Lecture 13 - Global Marketing Research - Part 2

Lecture 14 - Global Segmentation and Positioning - Part 1

Lecture 15 - Global Segmentation and Positioning - Part 2

Lecture 16 - Global Marketing Strategies - Part 1

Lecture 17 - Global Marketing Strategies - Part 2

Lecture 18 - Global Market Entry Modes - Part 1

Lecture 19 - Global Market Entry Modes - Part 2

Lecture 20 - Global Product Development - Part 1

Lecture 21 - Global Product Development - Part 2

Lecture 22 - Marketing Products and Services - Part 1

Lecture 23 - Marketing Products and Services - Part 2

Lecture 24 - Global Pricing - Part 1

Lecture 25 - Global Pricing - Part 2

Lecture 26 - Communicating with the World Consumer - Part 1

Lecture 27 - Communicating with the World Consumer - Part 2

Lecture 28 - Sales Management - Part 1

Lecture 29 - Sales Management - Part 2

Lecture 30 - Global Logistics and Distribution - Part 1

Lecture 31 - Global Logistics and Distribution - Part 2

[Lecture 32 - Export/Import Management - Part 1](#)

[Lecture 33 - Export/Import Management - Part 2](#)

[Lecture 34 - Export/Import Management - Part 3](#)

[Lecture 35 - Planning, Organization and Control of Global Marketing Operations - Part 1](#)

[Lecture 36 - Planning, Organization and Control of Global Marketing Operations - Part 2](#)

[Lecture 37 - Marketing in Emerging Markets - Part 1](#)

[Lecture 38 - Marketing in Emerging Markets - Part 2](#)

[Lecture 39 - Global Marketing and the Internet - Part 1](#)

[Lecture 40 - Global Marketing and the Internet - Part 2](#)

Lecture 1 - Introduction to Marketing Research - I

Lecture 2 - Introduction to Marketing Research - II

Lecture 3 - Marketing Research Process - I

Lecture 4 - Marketing Research Process - II

Lecture 5 - Marketing Research Process - III

Lecture 6 - Marketing Research Process - IV

Lecture 7 - Hypothesis and Research Question - I (with real life example)

Lecture 8 - Hypothesis and Research Question - II (with real life example)

Lecture 9 - Hypothesis Development - I (with a real life case)

Lecture 10 - Hypothesis Development - II (with a real life case)

Lecture 11 - Research Design - I

Lecture 12 - Research Design - II

Lecture 13 - Research Design - III

Lecture 14 - Research Design - IV

Lecture 15 - Research Design - V

Lecture 16 - Research Design - VI

Lecture 17 - Data Purification and handling - I

Lecture 18 - Data Purification and handling - II

Lecture 19 - Data Purification and handling - III

Lecture 20 - Data Purification and handling - IV

Lecture 21 - Power of a Test and Sample Size Calculation (Problem Solving)

Lecture 22 - Sample Size Calculation and Hypothesis Testing (Problem Solving)

Lecture 23 - Hypothesis Testing - I (Problem Solving)

Lecture 24 - Hypothesis Testing - II (Problem Solving)

Lecture 25 - Non-Parametric Test - I

Lecture 26 - Non-Parametric Test - II

Lecture 27 - Non-Parametric Test - III

Lecture 28 - Non-Parametric Test - IV

Lecture 29 - Non-Parametric Test - V

Lecture 30 - Non-Parametric Test - VI

Lecture 31 - Non-Parametric Test - VII

- Lecture 32 - Non-Parametric Test - VIII
- Lecture 33 - Introduction to ANOVA and ANCOVA
- Lecture 34 - Conducting one-way ANOVA
- Lecture 35 - Solving n-way ANOVA - I
- Lecture 36 - Solving n-way ANOVA - II
- Lecture 37 - N-way ANOVA and MANOVA in SPSS
- Lecture 38 - MANOVA and ANCOVA in SPSS
- Lecture 39 - ANCOVA in SPSS
- Lecture 40 - ANCOVA and MANCOVA in SPSS
- Lecture 41 - Covariance and Correlation
- Lecture 42 - Correlation in SPSS
- Lecture 43 - Partial and Multiple Correlation
- Lecture 44 - Simple Regression Analysis in SPSS
- Lecture 45 - Multiple Regression Analysis in SPSS - I
- Lecture 46 - Multiple Regression Analysis in SPSS - II
- Lecture 47 - Stepwise Regression and Hierarchical Regression
- Lecture 48 - Hierarchical Regression and Dummy Variable Regression
- Lecture 49 - Logistic Regression Analysis
- Lecture 50 - Discriminant Analysis in SPSS
- Lecture 51 - Factor Analysis in SPSS - I
- Lecture 52 - Factor Analysis in SPSS - II
- Lecture 53 - Exploratory Factor Analysis in SPSS
- Lecture 54 - Confirmatory Factor Analysis in SPSS - I
- Lecture 55 - Confirmatory Factor Analysis in SPSS - II
- Lecture 56 - Confirmatory Factor Analysis in SPSS - III
- Lecture 57 - Structural Equation Modelling in SPSS
- Lecture 58 - Mediation and Moderation Analysis in SPSS
- Lecture 59 - Cluster Analysis in Practice - I
- Lecture 60 - Cluster Analysis in Practice - II

Lecture 1 - Introduction to Statistics and Data

Lecture 2 - Types of Statistics, types of Data and sources of Data, Population vs Sample

Lecture 3 - Scales of Measurement

Lecture 4 - Data representation techniques - Part 1

Lecture 5 - Data representation techniques - Part 2 and measures of central tendency - Part 1

Lecture 6 - Measures of Central Tendency - Part 2

Lecture 7 - Examples of introduction to data and data representation techniques

Lecture 8 - Measures of Variation

Lecture 9 - Applications of Measures of Central Tendency and Measures of Variation

Lecture 10 - Chapter concepts- Measures of central tendency and measures of variation, Outliers, and shape of a distribution

Lecture 11 - Numerical Descriptive Measures

Lecture 12 - Covariance and Coefficient of Correlation, Introduction to Probability

Lecture 13 - Probability - Part 1

Lecture 14 - Probability - Part 2

Lecture 15 - Probability - Part 3

Lecture 16 - Probability Distributions - Part 1

Lecture 17 - Probability Distributions - Part 2

Lecture 18 - Probability Distributions - Part 3

Lecture 19 - Examples for Standardized Normal Distribution

Lecture 20 - Evaluating Normality, Exponential Probability Distribution

Lecture 21 - Chapter Concepts - Probability Distributions

Lecture 22 - Sampling and Sampling Techniques

Lecture 23 - Sampling Distribution - I

Lecture 24 - Sampling Distribution - II

Lecture 25 - Sampling Distribution - III

Lecture 26 - Method of Estimation

Lecture 27 - Interval Estimation

Lecture 28 - Confidence Interval - I

Lecture 29 - Confidence Interval - II

Lecture 30 - Types of Hypothesis Testing

Lecture 31 - Hypothesis Testing Process - I

- Lecture 32 - Hypothesis Testing Process - II
- Lecture 33 - Hypothesis Testing Examples
- Lecture 34 - Hypothesis Testing of Proportions - I
- Lecture 35 - Hypothesis Testing of Proportions - II
- Lecture 36 - Hypothesis Testing-One sample Test
- Lecture 37 - Hypothesis Testing using Minitab
- Lecture 38 - Hypothesis Testing of Proportions using Minitab
- Lecture 39 - Hypothesis Testing Two Sample Test - I
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NPTEL : NOC:Toyota Production System (Management)

Co-ordinators : Prof. Rajat Agarwal

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Co-ordinators : Prof. Zillur Rahman

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- Lecture 50 - Word-of-Mouth and Corporate Advertising
- Lecture 51 - Digital Advertising
- Lecture 52 - Search Engine Optimization (SEO)
- Lecture 53 - Social Media Advertising - Part I
- Lecture 54 - Social Media Advertising - Part II
- Lecture 55 - Social Media Advertising - Part III
- Lecture 56 - Content Marketing
- Lecture 57 - Ethics and Marketing Communications
- Lecture 58 - Measuring Effectiveness of IMC - Part I
- Lecture 59 - Measuring Effectiveness of IMC - Part II
- Lecture 60 - Conclusion

Lecture 1 - Introduction to Leadership and Team Management

Lecture 2 - Leadership Myths and Facts - I

Lecture 3 - Leadership Myths and Facts - II

Lecture 4 - Interactional Framework for Analyzing Leadership

Lecture 5 - Leadership Development: The First 90 Days as a Leader

Lecture 6 - Leader Development: The Action-Observation-Reflection Model

Lecture 7 - Leader's "Member Exchange (LMX) Theory

Lecture 8 - Normative Decision Model

Lecture 9 - Situational Leadership Model

Lecture 10 - Contingency Model and Path-Goal Theory

Lecture 11 - Charismatic and Transformational Leadership

Lecture 12 - Leadership for Tomorrow

Lecture 13 - Leadership Attributes

Lecture 14 - Personality Traits and Leadership

Lecture 15 - Personality Types and Leadership

Lecture 16 - Intelligence and Leadership

Lecture 17 - Emotional Intelligence and Leadership

Lecture 18 - Power and Leadership

Lecture 19 - The Art of Influence in Leadership

Lecture 20 - Leadership and "Doing the Right Things

Lecture 21 - Character Based Approach to Leadership

Lecture 22 - Role of Ethics and Values in Organisational Leadership

Lecture 23 - Leadership Behaviour

Lecture 24 - Leadership Pipeline

Lecture 25 - Assessing Leadership Behaviors: Multi-rater feedback instruments

Lecture 26 - The Dark Side of Leadership- Destructive Leadership

Lecture 27 - Managerial Incompetence and Derailment

Lecture 28 - Negotiation and Leadership

Lecture 29 - Leadership in Crisis Situation

Lecture 30 - The Situation and The Environment

Lecture 31 - Culture and Leadership

- Lecture 32 - Global Leadership
- Lecture 33 - Motivation and Leadership
- Lecture 34 - Introduction to Groups and Teams
- Lecture 35 - Characteristics of Leader, Follower and Situation
- Lecture 36 - Group Dynamics
- Lecture 37 - Team Formation
- Lecture 38 - Delegation and Empowerment
- Lecture 39 - Leading Teams: Enhancing Teamwork within a Group
- Lecture 40 - The Leader's Role in Team-Based Organizations
- Lecture 41 - Leader Actions That Foster Team Effectiveness
- Lecture 42 - Offsite Training and Team Development
- Lecture 43 - Understanding Team Processes and Team Coaching
- Lecture 44 - Team Decision Making and Conflict Management
- Lecture 45 - Virtual teams
- Lecture 46 - Managing Multicultural Teams
- Lecture 47 - Building Great Teams
- Lecture 48 - Experiential Learning
- Lecture 49 - Action Learning
- Lecture 50 - Development Planning: GAPS Analysis
- Lecture 51 - Coaching and Mentoring
- Lecture 52 - Women in Leadership Roles
- Lecture 53 - Building Effective Relationship with Subordinates and Peers
- Lecture 54 - Fostering Followers Satisfaction
- Lecture 55 - The Art of Communication
- Lecture 56 - Setting Goals and Providing Constructive Feedback
- Lecture 57 - Enhancing Creativity Problem Solving Skills
- Lecture 58 - Building High-Performance Teams: The Rocket Model
- Lecture 59 - Building Credibility and Trust
- Lecture 60 - Skills for Developing Others

Lecture 1 - Introduction to Product and Brand Management

Lecture 2 - Defining Product

Lecture 3 - Terminologies Associated with Product - 1

Lecture 4 - Terminologies Associated with Product - 2

Lecture 5 - Terminologies Associated with Product - 3

Lecture 6 - Terminologies Associated with Product - 4

Lecture 7 - Product Management and Concepts Associated with Product

Lecture 8 - Product Classification

Lecture 9 - Product Differentiation and its Elements - 1

Lecture 10 - Product Differentiation and its Elements - 2

Lecture 11 - Product Positioning - 1

Lecture 12 - Product Positioning - 2

Lecture 13 - Product Life cycle - 1

Lecture 14 - Product Life Cycle - 2

Lecture 15 - Product Life Cycle - 3

Lecture 16 - Saddle Effect and Relationship of Product with Marketing Mix Elements

Lecture 17 - Market and Product Planning - 1

Lecture 18 - Market and Product Planning - 2

Lecture 19 - Product Strategy and Decisions - 1

Lecture 20 - Product Strategy and Decisions - 2

Lecture 21 - Product Decisions

Lecture 22 - Product Portfolio Management

Lecture 23 - Product Category Management

Lecture 24 - Customer Analysis

Lecture 25 - Competitors Analysis

Lecture 26 - Product Pricing

Lecture 27 - Product Pricing and Packaging

Lecture 28 - Product Distribution

Lecture 29 - Design Thinking - 1

Lecture 30 - Design Thinking - 2

Lecture 31 - Design Thinking - 3

- Lecture 32 - Product Innovation - 1
- Lecture 33 - Product Innovation - 2
- Lecture 34 - New Product Development
- Lecture 35 - Reflexivity, Insight, and Value Co-Creation
- Lecture 36 - Brand Management
- Lecture 37 - Defining Brand
- Lecture 38 - Strategic Brand Management Process
- Lecture 39 - Brand Proposition
- Lecture 40 - Customer-based Brand Equity - 1
- Lecture 41 - Customer-based Brand Equity - 2
- Lecture 42 - Brand Positioning
- Lecture 43 - Brand Resonance Model
- Lecture 44 - Brand Value Chain - 1
- Lecture 45 - Brand Value Chain - 2
- Lecture 46 - Brand Equity Elements - 1
- Lecture 47 - Brand Equity Elements - 2
- Lecture 48 - Designing Marketing Programs to Build Brand Equity
- Lecture 49 - Secondary Brand Associations
- Lecture 50 - Brand Audit and Research
- Lecture 51 - Brand Architecture Strategies And Brand Portfolio
- Lecture 52 - Brand Portfolio And Brand Hierarchies
- Lecture 53 - Brand Equity: Measuring Outcomes - 1
- Lecture 54 - Brand Equity: Measuring Outcomes - 2
- Lecture 55 - Brand Extension
- Lecture 56 - Brand Experience and Brand Loyalty
- Lecture 57 - Brand Continuum and Brand Reinforcement
- Lecture 58 - Brand Revitalization and Repositioning
- Lecture 59 - Rebranding, Brand Demise and Brand Lifecycle
- Lecture 60 - Product and Brand Management - Conclusion

Lecture 1 - Overview and Introduction, Debt and Equity

Lecture 2 - Hybrids, Derivatives

Lecture 3 - Financial Risk

Lecture 4 - Arbitrage

Lecture 5 - Arbitrage Free Pricing

Lecture 6 - Arbitrage Free Pricing of Bonds

Lecture 7 - Forward Rates, Bond Pricing with Forward Rates

Lecture 8 - Binomial Interest Rate Tree

Lecture 9 - Bond Pricing with Binomial Trees

Lecture 10 - Bond Pricing (Continued...)

Lecture 11 - Valuation of Bonds with Embedded Options

Lecture 12 - Features of Option Embedded Bonds

Lecture 13 - Yield to Maturity

Lecture 14 - Bond Yields and Yield Spreads

Lecture 15 - Z Spread and Option Adjusted Spread (OAS)

Lecture 16 - Yield Spreads

Lecture 17 - Interest Rate Risk

Lecture 18 - Duration and Immunization

Lecture 19 - Immunization and Bond Dynamics

Lecture 20 - Duration: Properties

Lecture 21 - Effective Duration

Lecture 22 - Key Rate Duration

Lecture 23 - One Sided Duration

Lecture 24 - Modeling of Fixed Income Returns

Lecture 25 - Immunizing a Single Liability

Lecture 26 - The Barbell Strategy - 1

Lecture 27 - The Barbell Strategy - 2

Lecture 28 - Yield Shifts and Immunization

Lecture 29 - Fixed Income Portfolio Strategies - 1

Lecture 30 - Fixed Income Portfolio Strategies - 2

Lecture 31 - Fixed Income Portfolio Strategies - 3

- Lecture 32 - Floaters, Caps and Floors
- Lecture 33 - Derivatives, A Recapitulation
- Lecture 34 - Forward Pricing - Investment Assets
- Lecture 35 - Forward Pricing - Consumption Assets
- Lecture 36 - Introduction to Options
- Lecture 37 - Put Call Parity and Arbitrage
- Lecture 38 - American Options - 1
- Lecture 39 - American Options - 2
- Lecture 40 - Option Trading Strategies - 1
- Lecture 41 - Option Trading Strategies - 2
- Lecture 42 - Option Trading Strategies - 3
- Lecture 43 - Option Pricing - Binomial Model - 1
- Lecture 44 - Option Pricing - Binomial Model - 2
- Lecture 45 - Option Pricing - American Options
- Lecture 46 - Random Walks
- Lecture 47 - Brownian Motion
- Lecture 48 - Stochastic Calculus
- Lecture 49 - Stock Price Modelling
- Lecture 50 - Black Scholes Model
- Lecture 51 - Futures - 1
- Lecture 52 - Futures - 2
- Lecture 53 - Forward vs Futures Prices
- Lecture 54 - Futures Hedging
- Lecture 55 - Issues in Futures Hedging
- Lecture 56 - Perfect Futures Hedge, Cross Hedge, Tailing the Hedge
- Lecture 57 - Stock Index Futures - 1
- Lecture 58 - Stock Index Futures - 2
- Lecture 59 - Interest Rate Futures - 1
- Lecture 60 - Interest Rate Futures - 2

- Lecture 1 - Breaking the Myths and Learning the Basics
- Lecture 2 - Evolution and Role of Sales Management
- Lecture 3 - Tactical Role of Sales Management
- Lecture 4 - Complexities in Sales Management and Characteristics of Modern Selling
- Lecture 5 - Difference Between Sales and Marketing
- Lecture 6 - Selling in a VUCA World
- Lecture 7 - Place of Selling in Overall Marketing Plan
- Lecture 8 - Use of Marketing Principles in Creating Strategic Sales Plan
- Lecture 9 - Sales Forecasting Methods for Informed Decision-Making
- Lecture 10 - Tools to Assess Market While Developing Strategic Sales Plan
- Lecture 11 - Models of Sales planning
- Lecture 12 - Types of sales man and what makes a good sales man
- Lecture 13 - Buying Centre and stages of sales call
- Lecture 14 - Transformative Factors And Evolved Selling Process And Theories
- Lecture 15 - Miller Heiman approach and virtual framework strategic selling
- Lecture 16 - Miller Heiman Approach And Virtual Framework Strategic Selling (Continued...)
- Lecture 17 - Buyer Persona and Consumer and B2B Decision Making process
- Lecture 18 - Consumer and B2B Decision Making process Selling and Consumer Behavior
- Lecture 19 - B2B Decision Making Process and Difference in B2B and B2C Selling
- Lecture 20 - Key Account Management and Customer Centric Selling
- Lecture 21 - Key Account Management, Customer Centric Selling and CRM Strategies (Continued...)
- Lecture 22 - Key Responsibilities of Salespeople
- Lecture 23 - Preparing for a Sales Role
- Lecture 24 - Preparing for a Sales Role (Continued...)
- Lecture 25 - Personal Selling Skills and Motivating Sales Team
- Lecture 26 - Personal Selling Skills and Motivating Sales Team (Continued...)
- Lecture 27 - Meaning and Role of Sales Intelligence
- Lecture 28 - Data for Sales intelligence
- Lecture 29 - Ideal Customer Profile
- Lecture 30 - Data-Driven Approaches to Selling
- Lecture 31 - Social Media for Lead Generation

[Lecture 32 - Understanding International Selling](#)

[Lecture 33 - Global Sales Dynamics and Sales Force Management](#)

[Lecture 34 - Do's and Don'ts of International Selling](#)

[Lecture 35 - Role of culture in International Selling](#)

[Lecture 36 - Challenges of Selling in International Markets](#)

[Lecture 37 - Role of technology management in selling](#)

[Lecture 38 - Use of Sales force Automation for Effective Selling](#)

[Lecture 39 - Role of AR/VR and AI in Selling](#)

[Lecture 40 - Managing a Diversified Sales-force](#)

[Lecture 41 - Ethical and Social issues in Selling](#)

NPTEL : NOC:Retail Marketing Strategy (Management)

Co-ordinators : Prof. Sourabh Arora

Lecture 1 - Understanding Retailing from a Strategic Standpoint

Lecture 2 - Why is Retailing so Important: Strategic Perspectives

Lecture 3 - Strategic Standpoint and Evolution of Retailing

Lecture 4 - Evolution of Retailing

Lecture 5 - Value Creation

Lecture 6 - Retailing Theories Role in Supply Chain

Lecture 7 - Retailing Theories and Retailers Role in Supply Chain

Lecture 8 - Retailers Role in Supply Chain and Retail Management Decision Process

Lecture 9 - Retail Management Decision Process (Continued...) and Kahn's Retailing Success Matrix

Lecture 10 - Retail Management Decision Process and Kahn's Retailing Success Matrix

Lecture 11 - Retail Management Decision Process, Kahn's Retailing Success Matrix and Success Factors

Lecture 12 - Kahn's Retailing Success Matrix and Success Factors for Retailing

Lecture 13 - Success Factors for Retailing and View of Consumer Decision Making Processes

Lecture 14 - Success Factors for Retailing and View of Consumer Decision Making Processes (Continued...)

Lecture 15 - Consumer Decision Making Processes (Continued...)

Lecture 16 - Consumer Decision Making Processes (Continued...)

Lecture 17 - Consumer Decision Making Processes (Continued...) and Consumer Motives

Lecture 18 - Tenets of Customer Centric Approach: A Retailers Perspective

Lecture 19 - Private Label Brands

Lecture 20 - Types of Private Label Brands and Introduction to Multi and Omni-Channel Retail

Lecture 21 - Introduction to Multi and Omni-Channel Retail

Lecture 22 - Introduction to Multi and Omni-Channel Retail (Continued...)

Lecture 23 - Introduction to Multi and Omni-Channel Retail (Continued...)

Lecture 24 - Formulating a Successful Retail Strategy

Lecture 25 - Formulating a Successful Retail Strategy

Lecture 26 - Formulating a Successful Retail Strategy (Continued...)

Lecture 27 - Formulating a Successful Retail Strategy (Continued...)

Lecture 28 - Formulating a Successful Retail Strategy (Continued...)

Lecture 29 - Formulating a Successful Retail Strategy (Continued...)

Lecture 30 - Formulating a Successful Retail Strategy (Continued...)

Lecture 31 - Location Decisions

[Lecture 32 - Location Decisions](#)

[Lecture 33 - Pricing Decisions](#)

[Lecture 34 - Merchandise Management and Planning](#)

[Lecture 35 - Merchandise Management and Planning \(Continued...\)](#)

[Lecture 36 - Role of HRM in Retailing](#)

[Lecture 37 - Role of HRM in Retailing \(Continued...\)](#)

[Lecture 38 - Motivating Employees](#)

[Lecture 39 - Showrooming and Webrooming](#)

[Lecture 40 - Showrooming and Webrooming](#)

[Lecture 41 - Virtual Reality, Augmented Reality and Artificial Intelligence in Retailing](#)

- Lecture 1 - Introduction to Business to Business Marketing
- Lecture 2 - Classification of Products and Customers in B2B
- Lecture 3 - B2B vs B2C Marketing - 1
- Lecture 4 - B2B vs B2C Marketing - 2
- Lecture 5 - Some Important Concepts and Case Study
- Lecture 6 - Value Chain Analysis, Core Competence and Outsourcing
- Lecture 7 - Introduction to Organisational Buying Behaviour
- Lecture 8 - Howard's Seth Model
- Lecture 9 - Seth's Model
- Lecture 10 - Webster and Wind Model, Buying Center and Buygrid Framework
- Lecture 11 - Purchasing function Goals and Kraljic's Model
- Lecture 12 - Purchasing Cycle and Procurement Development Process
- Lecture 13 - Strategic Sourcing and Case Study
- Lecture 14 - E-Procurement and Supplier Assessment
- Lecture 15 - B2B Marketing Strategy Formulation
- Lecture 16 - B2B Marketing Strategy Formulation and Balance Scorecard
- Lecture 17 - Balance Scorecard, Strategy Maps and Case Study
- Lecture 18 - Managing Products in B2B Markets: PLC Approach
- Lecture 19 - Managing Products in B2B Markets: TA Life Cycle Approach
- Lecture 20 - Managing Services in B2B Markets
- Lecture 21 - Introduction to STP
- Lecture 22 - Segmentation in B2B Markets
- Lecture 23 - Bonama and Shapiro's Nested Approach and Targeting in B2B
- Lecture 24 - Target Market Strategies
- Lecture 25 - Positioning in B2B Markets
- Lecture 26 - B2B Positioning Strategies
- Lecture 27 - Business Market Communication: Personal Selling
- Lecture 28 - Business Market Communication: Sales Force Management
- Lecture 29 - Business Market Communication: Advertising
- Lecture 30 - Business Market Communication: Social Media, Trade shows and more
- Lecture 31 - Business Market Communication: Promotional Budgeting

- Lecture 32 - Demand Forecasting in B2B Markets: Introduction
- Lecture 33 - Demand Forecasting in B2B Markets: Qualitative Methods
- Lecture 34 - Demand Forecasting in B2B Markets: Quantitative Methods - 1
- Lecture 35 - Demand Forecasting in B2B Markets: Quantitative Methods - 2
- Lecture 36 - B2B Product Management: New Product Development
- Lecture 37 - B2B Product Management: Identifying New Products
- Lecture 38 - B2B Product Management: Customer Value, Product Launch and more
- Lecture 39 - B2B Product Management: Branding
- Lecture 40 - B2B Pricing: Introduction
- Lecture 41 - B2B Pricing: Price Setting Process - 1
- Lecture 42 - B2B Pricing: Price Setting Process - 2
- Lecture 43 - B2B Pricing: Pricing Methods
- Lecture 44 - B2B Pricing: Geographical and Value Based Pricing
- Lecture 45 - B2B Pricing: Competitive Bidding
- Lecture 46 - Introduction to Relationship Management in B2B Markets
- Lecture 47 - Types of Relationships in B2B Markets and Customer Profitability
- Lecture 48 - Customer Relationship Management
- Lecture 49 - Customer Lifetime Value
- Lecture 50 - B2B Marketing Research: Introduction
- Lecture 51 - B2B Marketing Research: Research Methods
- Lecture 52 - Business Marketing Channels: Introduction and its Types
- Lecture 53 - Business Marketing Channels: Types of Participants
- Lecture 54 - Business Marketing Channels: E-Commerce
- Lecture 55 - Supply Chain Management and its Drivers
- Lecture 56 - Approaches to SCM and Logistics Management
- Lecture 57 - Strategic Business Units (SBU) and BCG Matrix
- Lecture 58 - GE Matrix and McKinsey 7S Framework
- Lecture 59 - Marketing Techniques Implementation and Control
- Lecture 60 - A Comprehensive Case Study

- Lecture 1 - Introduction to Organization Design
- Lecture 2 - Evolution of Organization Theory and Design
- Lecture 3 - Approaches to Design Based on Different Models
- Lecture 4 - Role of Strategy in Organization Design
- Lecture 5 - A Framework for Selecting Strategy and Design
- Lecture 6 - Assessing Organizational Effectiveness - 1
- Lecture 7 - Assessing Organizational Effectiveness - 2
- Lecture 8 - Understanding Organizational Structure
- Lecture 9 - Dimension of Organization Structure - 1
- Lecture 10 - Dimension of Organization Structure - 2
- Lecture 11 - Dimension of Organization Structure - 3
- Lecture 12 - Interorganizational Relationship - 1
- Lecture 13 - Interorganizational Relationship - 2
- Lecture 14 - The Impact of External Environment
- Lecture 15 - Framework for Response to Environmental Change
- Lecture 16 - Organization Resilience and Adaptability
- Lecture 17 - Introduction to Organization Decision-making
- Lecture 18 - Models of Organizational decision-making
- Lecture 19 - Contingency Decision-Making Framework
- Lecture 20 - Role of IT in decision making
- Lecture 21 - Strategic Role of Change
- Lecture 22 - Model of Change Management
- Lecture 23 - Managing Technology Change
- Lecture 24 - Leading in VUCA World
- Lecture 25 - Enhancing Organizational Readiness for Change
- Lecture 26 - Designing Organizations for Competitive Success
- Lecture 27 - Understanding and Developing Organization culture
- Lecture 28 - Managing Culture by Design
- Lecture 29 - Learning Organization
- Lecture 30 - Ethical values and Social Responsibility
- Lecture 31 - Organizational Design Challenges

- Lecture 32 - Interdepartmental Conflict in Organization
- Lecture 33 - Power and Organization
- Lecture 34 - Political Processes in an organization
- Lecture 35 - Communications Structure of Organization
- Lecture 36 - Leadership in Organization Design
- Lecture 37 - The strategic value of Information Technology
- Lecture 38 - E-business Organization Design
- Lecture 39 - Workplace Technology and Design - 1
- Lecture 40 - Workplace Technology and Design - 2
- Lecture 41 - Innovation Management and its Principles
- Lecture 42 - Models of Organizational Innovation
- Lecture 43 - Innovation for Impact
- Lecture 44 - Design Thinking for Innovation - 1
- Lecture 45 - Design Thinking for Innovation - 2
- Lecture 46 - Growth and Organization Life cycle
- Lecture 47 - Organization Size and Complexity of Organization
- Lecture 48 - Organization Bureaucracy and Control
- Lecture 49 - Organization Development and Tools - 1
- Lecture 50 - Organization Development and Tools - 2
- Lecture 51 - Understanding Global Organizational Design
- Lecture 52 - Designing Structure to Fit Global Strategy
- Lecture 53 - Building Global Capabilities
- Lecture 54 - Sustainable Organization Design
- Lecture 55 - Job Crafting
- Lecture 56 - Workplace Design for Well-being
- Lecture 57 - Organization Building in Context of Employee Engagement
- Lecture 58 - The Experience-Centric Organization
- Lecture 59 - The Wheel of Experience Centricity
- Lecture 60 - Designing Organization for Meaningful Experiences

- Lecture 1 - Introduction to Project Management - I
- Lecture 2 - Introduction to Project Management - II
- Lecture 3 - Agile Project Management
- Lecture 4 - Project Selection Models
- Lecture 5 - Examples of Project Selection Models
- Lecture 6 - Project Manager
- Lecture 7 - Attributes of Effective Project Manager
- Lecture 8 - Managing for Stakeholders
- Lecture 9 - Resolving Conflicts
- Lecture 10 - Negotiation
- Lecture 11 - Project in the Organization structure
- Lecture 12 - Human factors and the Project Team
- Lecture 13 - Traditional Project Activity Planning
- Lecture 14 - Agile Project Planning, Project Charter
- Lecture 15 - Coordination through Integration Management
- Lecture 16 - Project Feasibility Analysis
- Lecture 17 - Estimating Project Budgets
- Lecture 18 - Project Risk Management
- Lecture 19 - Quantitative Risk Assessment Methodologies
- Lecture 20 - Critical Path Method (CPM)
- Lecture 21 - Programme Evaluation And Review Technique PERT
- Lecture 22 - Risk Analysis with simulation for scheduling
- Lecture 23 - Gantt Chart and Scheduling with scrum
- Lecture 24 - Crashing a project
- Lecture 25 - Resource Loading
- Lecture 26 - Resource Levelling
- Lecture 27 - Goldratt's critical chain
- Lecture 28 - Planning monitoring controlling cycle
- Lecture 29 - Earned value analysis
- Lecture 30 - Agile tools for tracking project
- Lecture 31 - Three types of Project Controlling

[Lecture 32 - Control of change scope and scope creep](#)

[Lecture 33 - Project Audit](#)

[Lecture 34 - Essentials of an audit evaluation](#)

[Lecture 35 - When to close a project ?](#)

[Lecture 36 - Benefits realization, Case study on the success of Chandrayan 3](#)

[Lecture 37 - Software for Project Management](#)

[Lecture 38 - Demo on project management software](#)

[Lecture 39 - Simulations Software for Project Management](#)

[Lecture 40 - Course Summary](#)

NPTEL : NOC:AI in Marketing (Management)

Co-ordinators : Prof. Zillur Rahman

- Lecture 1 - Understanding the basics of AI in Marketing - I
- Lecture 2 - Understanding the basics of AI in Marketing - II
- Lecture 3 - Understanding the basics of AI in Marketing - III
- Lecture 4 - Introduction to AI Algorithms
- Lecture 5 - Designs of AI, Transition process and AI matrix
- Lecture 6 - Customer value and Role of AI in Value Delivery Process
- Lecture 7 - Transforming Marketing Strategy using AI - I
- Lecture 8 - Transforming Marketing Strategy using AI - II
- Lecture 9 - Transforming Marketing Strategy using AI - III
- Lecture 10 - Transforming Marketing Strategy using AI - IV
- Lecture 11 - Transforming Marketing Strategy using AI - V
- Lecture 12 - Using AI for STP
- Lecture 13 - Application of AI in Marketing Mix - I
- Lecture 14 - Application of AI in Marketing Mix - II
- Lecture 15 - Marketing Information Systems and its Components
- Lecture 16 - What is Marketing Research - I
- Lecture 17 - What is Marketing Research - II
- Lecture 18 - Individual Dynamics and its influence on Consumer Behaviour
- Lecture 19 - Consumer Buying Decision Process
- Lecture 20 - Understanding Customer Journey - I
- Lecture 21 - Understanding Customer Journey - II
- Lecture 22 - Customer Experience: Meaning and Characteristics
- Lecture 23 - Personalization: Going Beyond Segmentation - I
- Lecture 24 - Personalization: Going Beyond Segmentation - II
- Lecture 25 - Avatar marketing
- Lecture 26 - Standardization, Personalization and Relationalization of Brands using AI
- Lecture 27 - Understanding Networks and Brand Network Effect
- Lecture 28 - Understanding the Use of AI for Addressing Competition
- Lecture 29 - AI and Brand Equity
- Lecture 30 - AI and New Brand Realities - I
- Lecture 31 - AI and New Brand Realities - II

- Lecture 32 - AI for Value Creation and Product Development
- Lecture 33 - Personalization and hyper-personalization Using AI - I
- Lecture 34 - Personalization and hyper-personalization Using AI - II
- Lecture 35 - Personalization and hyper-personalization Using AI - III
- Lecture 36 - Personalization and hyper-personalization Using AI - IV
- Lecture 37 - Personalization and hyper-personalization Using AI - V
- Lecture 38 - Implementation of AI by Product Managers
- Lecture 39 - AI in Service
- Lecture 40 - Pricing Strategies Using AI - I
- Lecture 41 - Pricing Strategies Using AI - II
- Lecture 42 - Pricing Strategies Using AI - III
- Lecture 43 - Pricing Strategies Using AI - IV
- Lecture 44 - Role of AI in Advertising - I
- Lecture 45 - Role of AI in Advertising - II
- Lecture 46 - AI in Sales promotion and Direct Marketing
- Lecture 47 - AI in PR and Publicity and Social Media Marketing - I
- Lecture 48 - AI in PR and Publicity and Social Media Marketing - II
- Lecture 49 - Personal Selling using AI
- Lecture 50 - Sales management using AI
- Lecture 51 - AI and Marketing Channel Management
- Lecture 52 - Omnichannel Marketing and Retailing
- Lecture 53 - Changing face of Retailing in the age of AI
- Lecture 54 - AI in Logistics Management - I
- Lecture 55 - AI in Logistics Management - II
- Lecture 56 - Navigating Ethical Challenges in AI - I
- Lecture 57 - Navigating Ethical Challenges in AI - II
- Lecture 58 - Navigating Ethical Challenges in AI - III
- Lecture 59 - Navigating Ethical Challenges in AI - IV
- Lecture 60 - AI and Sustainability

Lecture 1 - Introduction

Lecture 2 - Innovation

Lecture 3 - Innovations in Marketing and Marketing of Innovations

Lecture 4 - Innovations in Marketing

Lecture 5 - Need for Innovations in Marketing - 1

Lecture 6 - Need for Innovations in Marketing - 2

Lecture 7 - Change in Consumer Behaviour - 1

Lecture 8 - Change in Consumer Behaviour - 2

Lecture 9 - Innovative Perspectives about 4Pâ€™s for Innovation

Lecture 10 - Innovator's Dilemma

Lecture 11 - Go-To-Market Strategy

Lecture 12 - Targeting - Evolutionary Perspective

Lecture 13 - Innovations in Targeting and Positioning

Lecture 14 - Changing Concepts in Marketing of Products and Services

Lecture 15 - Changing Concepts of Marketing and Innovations in Service Marketing

Lecture 16 - Countering Commoditization: An Innovative Perspective

Lecture 17 - Innovations and Branding

Lecture 18 - Innovation in Pricing and Factors Affecting Pricing Innovations

Lecture 19 - Innovation in Pricing

Lecture 20 - Innovation in Pricing Strategies - 1

Lecture 21 - Innovation in Pricing Strategies - 2

Lecture 22 - Innovation in Distribution Channels

Lecture 23 - Innovation in Channel Management

Lecture 24 - Innovation in Retailing - 1

Lecture 25 - Innovation in Retailing - 2

Lecture 26 - Influence of distribution innovation on Marketing Mix

Lecture 27 - Innovation in Marketing Communication - 1

Lecture 28 - Innovation in Marketing Communication - 2

Lecture 29 - Innovation in Marketing Communication - 3

Lecture 30 - Innovative Marketing Communications: Direct Marketing

Lecture 31 - Innovative Marketing Communications: Sales Promotion and Public Relations

DIGIMAT - The No.1 Learning Management Platform for Creative Learning

[Lecture 32 - Innovative Marketing Communications: Advertising - Print, Radio and Television](#)

[Lecture 33 - Innovative Marketing Communications: Digital and Social Media Marketing](#)

[Lecture 34 - Influence of Innovation in Marketing Communications on the Marketing Mix](#)

[Lecture 35 - Co-Creation of Value and Value Co-Creation](#)

[Lecture 36 - Innovation and Value Chains - 1](#)

[Lecture 37 - Innovation and Value Chains - 2](#)

[Lecture 38 - Beyond Business](#)

[Lecture 39 - What is Marketing of Innovation? - Part 1](#)

[Lecture 40 - What is Marketing of Innovation? - Part 2](#)

[Lecture 41 - What is Marketing of Innovation? - Part 3](#)

[Lecture 42 - Marketing of Innovation - new products/new usage/ new services/ new perspective?](#)

[Lecture 43 - Marketing Research on Marketing of Innovation - Part 1](#)

[Lecture 44 - Marketing Research on Marketing of Innovation - Part 2](#)

[Lecture 45 - Marketing of Innovation - A fundamental change of thought process](#)

[Lecture 46 - Introduction to Innovation](#)

[Lecture 47 - Sources and Principles of Innovation](#)

[Lecture 48 - Strategy and Innovation](#)

[Lecture 49 - Connecting Innovation to Strategy](#)

[Lecture 50 - Understanding Consumers](#)

[Lecture 51 - Consumer Behavior and Innovations](#)

[Lecture 52 - Product Life Cycle in case of Innovations; Is it different?](#)

[Lecture 53 - Branding of Innovation](#)

[Lecture 54 - Marketing of Innovation in Service Industry - Part 1](#)

[Lecture 55 - Marketing of Innovation in Service Industry - Part 2](#)

[Lecture 56 - Positioning of Innovation](#)

[Lecture 57 - New Product Development](#)

[Lecture 58 - Monetizing and Delivering Innovation](#)

[Lecture 59 - What if it did not happen?](#)

[Lecture 60 - Conclusion](#)

- Lecture 1 - Services and their Unique Characteristics
- Lecture 2 - Services in Modern Economy
- Lecture 3 - Trends and Challenges in Services Marketing
- Lecture 4 - Service Marketing Mix and Value Creation
- Lecture 5 - Services Ecosystem and Stakeholder Analysis
- Lecture 6 - Customer Journey Mapping and Touchpoint Analysis
- Lecture 7 - Designing memorable customer experiences
- Lecture 8 - Personalization and Customization in Services
- Lecture 9 - Emotional and Sensory marketing in Services
- Lecture 10 - Technology-enabled customer experiences
- Lecture 11 - Service Design Thinking and Design-driven Innovation
- Lecture 12 - Open Innovation and Collaboration in Services
- Lecture 13 - Crowdsourcing and customer involvement in service development
- Lecture 14 - Managing Service Failures and Service Recovery Strategies
- Lecture 15 - Leveraging Customer Feedback for Continuous Improvement
- Lecture 16 - Digitalization of Services and Digital Service Platforms
- Lecture 17 - Online Customer Engagement and Social Media Marketing
- Lecture 18 - Mobile Marketing and Location-based Services
- Lecture 19 - Artificial Intelligence and Chatbot Integration in Services
- Lecture 20 - Blockchain and its application in service industries
- Lecture 21 - Data-driven Decision-making in Services Marketing
- Lecture 22 - Customer Analytics and Segmentation Strategies
- Lecture 23 - Predictive Analytics for Personalized Marketing
- Lecture 24 - Sentiment Analysis and Social Listening in Services
- Lecture 25 - Ethical Considerations in Handling Customer Data
- Lecture 26 - Building a Strong Service Brand Identity
- Lecture 27 - Brand Positioning and Differentiation Strategies
- Lecture 28 - Online Brand Management and Reputation Monitoring
- Lecture 29 - Managing Brand Extensions and Brand Partnerships
- Lecture 30 - Internal Branding and Aligning Employees with the Brand
- Lecture 31 - Measuring and Improving Service Quality

- Lecture 32 - SERVQUAL and Other Service Quality Measurement Tools
- Lecture 33 - Service Guarantees and Service-level Agreements
- Lecture 34 - Service Recovery Strategies and Complaint Handling
- Lecture 35 - Cultivating a Culture of Service Excellence
- Lecture 36 - Pricing Strategies for Services and Value-based Pricing
- Lecture 37 - Dynamic Pricing and Revenue Optimization Techniques
- Lecture 38 - Bundling and Packaging Strategies in Service Pricing
- Lecture 39 - Subscription Models and Revenue Diversification
- Lecture 40 - Pricing Strategies for Freemium and Subscription-based Services
- Lecture 41 - Cultural Nuances and Their Impact on Service Marketing
- Lecture 42 - Adapting Services for Different Cultural Contexts
- Lecture 43 - Global Branding and Localization Strategies
- Lecture 44 - Managing Diversity and Inclusivity in Service Delivery
- Lecture 45 - Cross-cultural Communication and Customer Relationship Management
- Lecture 46 - Sustainable practices and corporate social responsibility in services
- Lecture 47 - Environmental consciousness and green marketing
- Lecture 48 - Eco-friendly service design and operations
- Lecture 49 - Ethical sourcing and responsible supply chain management
- Lecture 50 - Consumer attitudes towards sustainable services
- Lecture 51 - Developing service leadership skills
- Lecture 52 - Motivating and empowering service employees
- Lecture 53 - Service culture and service-oriented organizational behaviour
- Lecture 54 - Training and development for service excellence
- Lecture 55 - Managing service teams and fostering collaboration
- Lecture 56 - Innovations in Service Delivery and Technology
- Lecture 57 - Augmented Reality and Virtual Reality in Services
- Lecture 58 - Internet of Things (IoT) in Service Ecosystem
- Lecture 59 - Servitization and Product-Service Systems
- Lecture 60 - Future Prospects and Challenges in Services Marketing

Lecture 1 - Introduction to HR Analytics

Lecture 2 - HR Data Preparation and Development of HR metrics

Lecture 3 - Data science framework

Lecture 4 - Pitfalls of data science framework and Basics of data visualization

Lecture 5 - Developing HR analytics unit and culture

Lecture 6 - List of books

Lecture 7 - Introduction to data visualization

Lecture 8 - Data Visualization Power BI - 1

Lecture 9 - Data Visualization Power BI - 2

Lecture 10 - Data Visualization Power BI - 3

Lecture 11 - Data Visualization Excel - 1

Lecture 12 - Data Visualization Excel - 2

Lecture 13 - Steps of recruitment

Lecture 14 - Managerial challenges of recruitment - 1

Lecture 15 - Managerial challenges of recruitment - 2

Lecture 16 - Recruitment Analytics - 1

Lecture 17 - Recruitment Analytics - 2

Lecture 18 - Recruitment Analytics - 3

Lecture 19 - Recruitment Analytics - 4

Lecture 20 - Steps of employee selection process

Lecture 21 - Managerial challenges of employee selection - 1

Lecture 22 - Managerial challenges of employee selection - 2

Lecture 23 - Selection Analytics - 1

Lecture 24 - Selection Analytics - 2

Lecture 25 - Selection Analytics - 3

Lecture 26 - Selection Analytics - 4

Lecture 27 - Data Visualization of Recruitment and Selection

Lecture 28 - Steps of training

Lecture 29 - Managerial challenges of employee training - 1

Lecture 30 - Managerial challenges of employee training - 2

Lecture 31 - Training Analytics - 1

- Lecture 32 - Training Analytics - 2
- Lecture 33 - Training Analytics - 3
- Lecture 34 - Training Analytics - 4
- Lecture 35 - Steps of Employee Development
- Lecture 36 - Managerial Challenges of Employee Development - 1
- Lecture 37 - Managerial challenges of employee development - 2
- Lecture 38 - Employee Development Analytics - 1
- Lecture 39 - Employee Development Analytics - 2
- Lecture 40 - Employee Development Analytics - 3
- Lecture 41 - Employee Development Analytics - 4
- Lecture 42 - Data Visualization of Training and Development
- Lecture 43 - Steps of performance management
- Lecture 44 - Managerial challenges of performance management - 1
- Lecture 45 - Managerial challenges of performance management - 2
- Lecture 46 - Performance Analytics - 1
- Lecture 47 - Performance Analytics - 2
- Lecture 48 - Performance Analytics - 3
- Lecture 49 - Performance Analytics - 4
- Lecture 50 - Steps of compensation management
- Lecture 51 - Managerial challenges of compensation management - 1
- Lecture 52 - Managerial challenges of compensation management - 2
- Lecture 53 - Compensation Analytics - 1
- Lecture 54 - Compensation Analytics - 2
- Lecture 55 - Compensation Analytics - 3
- Lecture 56 - Compensation Analytics - 4
- Lecture 57 - Data Visualization of Performance and Compensation
- Lecture 58 - Data Visualization Tableau - 1
- Lecture 59 - Data Visualization Tableau - 2
- Lecture 60 - Data Visualization Tableau - 3
- Lecture 61 - Data Visualization Tableau - 4
- Lecture 62 - Data Visualization Tableau - 5

Lecture 1 - What is Strategic Management?

Lecture 2 - Concepts of Strategy - 1

Lecture 3 - Concepts of Strategy - 2

Lecture 4 - Concepts of Strategy - 3

Lecture 5 - Strategy, Strategic Plan and Tactics

Lecture 6 - Strategic Planning, Thinking and Business Policy

Lecture 7 - Importance of Strategic Management

Lecture 8 - Corporate Culture

Lecture 9 - Leadership - 1

Lecture 10 - Leadership - 2

Lecture 11 - Developing and Communicating a Strategic Vision

Lecture 12 - Communicating a Strategic Vision

Lecture 13 - Developing a Company's Mission Statement and Linking it with Company's Core Values

Lecture 14 - Strategic Management Process - 1

Lecture 15 - Strategic Management Process - 2

Lecture 16 - Concept of Organizational Life Cycle

Lecture 17 - Generic Competitive Strategies - 1

Lecture 18 - Generic Competitive Strategies - 2

Lecture 19 - Ethics as a Strategy - 1

Lecture 20 - Ethics as a Strategy - 2

Lecture 21 - Sustainability as a Strategic Approach - 1

Lecture 22 - Sustainability as a Strategic Approach - 2

Lecture 23 - Environment and Strategy - 1

Lecture 24 - Environment and Strategy - 2

Lecture 25 - Internal Environment

Lecture 26 - Environmental Analysis - Resource Based Model

Lecture 27 - I/O Model, Resources, Capabilities, Core Competencies and Value Chain

Lecture 28 - Industry Life Cycle

Lecture 29 - Competition as Basis for Strategy Formulation and Red Ocean Strategy

Lecture 30 - Blue Ocean Strategy - 1

Lecture 31 - Blue Ocean Strategy - 2

- Lecture 32 - Blue Ocean Strategy - 3
- Lecture 33 - Blue Ocean Strategy - 4
- Lecture 34 - Blue Ocean Strategy - 5
- Lecture 35 - Strategic Entrepreneurship
- Lecture 36 - Strategy for Value Creation
- Lecture 37 - Strategy from Different Perspectives: Fortune at the Bottom of the Pyramid
- Lecture 38 - Strategy from Different Perspectives: Capitalism at the Crossroads
- Lecture 39 - Strategy from Different Perspectives: Sustainable Value Framework
- Lecture 40 - Strategy from Different Perspectives: Development as Freedom
- Lecture 41 - Designing Business Level Strategies
- Lecture 42 - Designing and Strengthening Business Strategies
- Lecture 43 - Corporate Level Strategy - 1
- Lecture 44 - Corporate Level Strategy - 2
- Lecture 45 - Designing Corporate Level Strategy
- Lecture 46 - Designing and Strengthening Corporate Level Strategy
- Lecture 47 - Strengthening Company's Competitive Position - 1
- Lecture 48 - Strengthening Company's Competitive Position - 2
- Lecture 49 - Mergers and Acquisitions - 1
- Lecture 50 - Mergers and Acquisitions - 2
- Lecture 51 - Corporate Governance - 1
- Lecture 52 - Corporate Governance - 2
- Lecture 53 - Corporate Governance - 3
- Lecture 54 - Managing Internal Operations
- Lecture 55 - Strategy Implementation
- Lecture 56 - Strategy Evaluation
- Lecture 57 - The Black Swan
- Lecture 58 - ESG and SDG
- Lecture 59 - Stop Predicting
- Lecture 60 - Conclusion

NPTEL : Strategic Management (Management)

Co-ordinators : Prof. R. Srinivasan

Lecture 1 - Introduction to Strategic Management

Lecture 2 - Concept of Corporate Strategy

Lecture 3 - Strategic Management Process - 1

Lecture 4 - Strategic Management Process - 2

Lecture 5 - The 7-S Framework

Lecture 6 - Corporate Policy and Planning in India

Lecture 7 - Board of Directors - Role and Functions

Lecture 8 - Board of Directors - Role and Functions, Top Management - Role and Skills, Board Functioning - Indian Context

Lecture 9 - Board Functioning - Indian Context and Environmental Scanning

Lecture 10 - Environmental Scanning and Industry Analysis

Lecture 11 - The synthesis of External Factors and External Factors Analysis Summary (EFAS)

Lecture 12 - Internal Corporate Analysis and Impact Matrix

Lecture 13 - Value Chain Analysis

Lecture 14 - Synthesis of Internal Factors - 1

Lecture 15 - Synthesis of Internal Factors - 2

Lecture 16 - Internal Factors Analysis Summary (IFAS) and Case Study - 1

Lecture 17 - Case Analysis

Lecture 18 - Key Financial Ratios

Lecture 19 - Case Analysis - 2 and SFAS Matrix

Lecture 20 - Business Strategy

Lecture 21 - Corporate Strategy - 1

Lecture 22 - Corporate Strategy - 2

Lecture 23 - Corporate Strategy - 3 and Functional Strategy

Lecture 24 - Functional Strategy - 1

Lecture 25 - Functional Strategy - 2

Lecture 26 - Functional Strategy - 3 and Strategic Choice

Lecture 27 - Strategy Implementation - 1

Lecture 28 - Strategy Implementation - 2

Lecture 29 - Evaluation and Control

Lecture 30 - Strategic Information Systems - 1

Lecture 31 - Strategic Information Systems - 2

[Lecture 32 - Other Strategic Issues - 1](#)

[Lecture 33 - Other Strategic Issues - 2](#)

[Lecture 34 - Small and Medium Enterprises](#)

[Lecture 35 - Non- Profit Organizations](#)

[Lecture 36 - Summary - 1](#)

[Lecture 37 - Summary - 2](#)

NPTEL : Global Supply Chain Management (Management)

Co-ordinators : Prof. N. Viswanadham

Lecture 1 - Introduction to Global Supply Chain Networks Part - 1

Lecture 2 - Introduction to Global Supply Chain Networks Part - 2

Lecture 3 - Zara - fast fashion

Lecture 4 - The Supply Chain Eco-System Framework

Lecture 5 - Supply Chain Eco-System Framework: Supply Chains & Resources

Lecture 6 - Supply Chain Eco-System Framework: Delivery services & Institutions

Lecture 7 - Metro Cash and Carry

Lecture 8 - Performance Analysis

Lecture 9 - Supply Chain Risk - Part-1

Lecture 10 - Supply Chain Risk - Part-2

Lecture 11 - Supply Chain Risk - Part-3

Lecture 12 - Mattel Toy Recalls and Supply Chain Management

Lecture 13 - Innovation in Emerging markets

Lecture 14 - Innovations in Supply Chain Ecosystem

Lecture 15 - Indian Telecom and Bharti Airtel

Lecture 16 - CEMEX - Part-1

Lecture 17 - CEMEX - Part-2

Lecture 18 - Governance

Lecture 19 - Governance of networked organizations

Lecture 20 - The Orchestration Governance Model

Lecture 21 - Orchestration-Examples

Lecture 22 - Li & Fung - Part-1

Lecture 23 - Li & Fung - Part-2

Lecture 24 - Supply Chain Design - Part-1

Lecture 25 - Supply Chain Design - Part-2

Lecture 26 - Green supply chain design - Part-1

Lecture 27 - Green supply chain design - Part-2

Lecture 28 - Green Supply Chain Ecosystem Analysis

Lecture 29 - GRIP Framework

Lecture 30 - Location Selection

Lecture 31 - Ecosystem Aware Location Analysis

[Lecture 32 - Food supply chain in India](#)

[Lecture 33 - Food supply chain ecosystem - Grip frame work](#)

[Lecture 34 - Food Security in India](#)

[Lecture 35 - Smart Villages and Cities - Part-1](#)

[Lecture 36 - Smart Villages and Cities - Part-2](#)

[Lecture 37 - Overview of the Course](#)

[Lecture 38 - How to use the Video lectures](#)

Lecture 1 - Evolution of Marketing

Lecture 2 - Marketing Management

Lecture 3 - Marketing in India

Lecture 4 - Role of Marketing

Lecture 5 - Case Analysis

Lecture 6 - Case Analysis

Lecture 7 - Case of Suryodaya

Lecture 8 - Marketing System

Lecture 9 - Input-Output Map

Lecture 10 - Competition

Lecture 11 - Consumer Behaviour Model

Lecture 12 - BCG Matrix, Strategic Marketing

Lecture 13 - Marketing Strategy

Lecture 14 - Market Segmentation, VALS Model

Lecture 15 - Sales Function and Marketing Mix

Lecture 16 - B-B Markets, Macro Environment

Lecture 17 - Analytical Marketing System

Lecture 18 - Decision Models

Lecture 19 - E-Business

Lecture 20 - Market Demand, Concept Testing

Lecture 21 - Product, Product Mix, PLC

Lecture 22 - PLC (Continued...)

Lecture 23 - Pricing Strategies

Lecture 24 - Brands, Channels

Lecture 25 - Channel Management, Marketing Communication

Lecture 26 - Advertising, Marketing Organisation

Lecture 27 - Role of Product Manager, Industrial Buying

Lecture 28 - Sales Forecasting, Marketing Control

Lecture 29 - Marketing Expense Analysis

Lecture 30 - Toyota Strategy

Lecture 31 - Cafe Coffee Day(CCD)

[Lecture 32 - CCD \(Continued...\)](#)

[Lecture 33 - I flex \(OFSS\)](#)

[Lecture 34 - OFSS](#)

[Lecture 35 - Oilseeds Growers Cooperative Society \(OGCS\)](#)

[Lecture 36 - OGCS](#)

- Lecture 1 - Long Range/Strategic Planning
- Lecture 2 - Purpose, Mission, Goals
- Lecture 3 - Different types of Strategies
- Lecture 4 - Different types of Strategies
- Lecture 5 - Strategic Management Process (SMP)
- Lecture 6 - Modes of Strategic decisions
- Lecture 7 - 7-S Frame work
- Lecture 8 - Director, powers
- Lecture 9 - Functions of BoD
- Lecture 10 - Responsibilities of Business
- Lecture 11 - Taxonomy of Company Environment
- Lecture 12 - Competitive Landscape
- Lecture 13 - Global Uncertainty Internal Corporate Analysis
- Lecture 14 - Industry structure, Competitor Analysis
- Lecture 15 - Firm's value chain
- Lecture 16 - Key factors of Success, Porter's Industry Competition Model
- Lecture 17 - S and W Profile Analysis
- Lecture 18 - Competitive Advantage(CA), IFAS,SFAS
- Lecture 19 - Case Analysis
- Lecture 20 - Case Analysis (Continued...)
- Lecture 21 - Case Study - 1
- Lecture 22 - Case Study - 2
- Lecture 23 - Business Strategy
- Lecture 24 - BEA, Doom Loops, Corporate Strategy, Portfolio Analysis
- Lecture 25 - Corporate Strategy, Display Matrices
- Lecture 26 - Display Matrices
- Lecture 27 - Display Matrices
- Lecture 28 - National Diamond
- Lecture 29 - Functional Strategy
- Lecture 30 - Strategic Choice
- Lecture 31 - Stage I, II, III, IV organizations

[Lecture 32 - Risk, Corporate Diversification](#)

[Lecture 33 - Mergers and Acquisitions](#)

[Lecture 34 - Model for Evaluation](#)

[Lecture 35 - Rewards](#)

[Lecture 36 - Technology Road Map](#)

[Lecture 37 - IT and Strategy, R&D Strategy](#)

[Lecture 38 - Summary](#)