

INTERNATIONAL MANAGEMENT INSTITUTE, BHUBANESWAR

Post Graduate Diploma in Management (PGDM)

Business Communication Skills II (GSM 502)

CREDIT: Full (two credits)

SESSION DURATION: 60 Minutes

TERM: II

YEAR: 2018-2019

FACULTY: Dr. Kapil Pandla

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Office hours: 9.30 AM – 5.30 PM

Course Introduction

This second course on Business Communication will focus on improving writing skills of the students. Through discussions, activities and exercises, this course will help them acquire the necessary skills to handle day-to-day managerial responsibilities, such as making speeches, controlling one-to-one communication, enriching group activities and processes, writing letters, memos, minutes, reports and emails etc.

Learning Outcomes

Knowledge:

On completion of the course, the students will be able to develop an understanding of

1. Effective written communication specially Business Writing (K1)
2. Persuasive Communication (K2)
3. Corporate Communication (K3)
4. Book and Movie Review Writing (K4)
5. Corporate Communication (K5)
6. Effective Presentation

Skills:

1. Develop expertise in written communication by writing letters, memos, minutes, and reports (S1)
2. Acquire necessary attributes to handle day-to-day Communication such as making persuasive speeches, controlling one-to-one communication, enriching group activities and processes, giving effective presentations, etc. (S2)
3. Improve listening skills, as well as vocabulary for basic business situations. (S3)

Attitude:

1. Develop positive attitude towards importance of writing skills (A1)
2. Will appreciate cultural differences in communication (A2)

Evaluation Scheme	Class Participation	10
	Book Review	10
	Writing a Business Plan	20
	Mid Term	20
	End Term	40
	Total	100
Pedagogic tools	Lecture, Discussions, Exercises, Role Plays, Business Games	

Course Reading (CR)

1. Mukherjee, H S, Business Communication – Connecting at work; Oxford, Second Impression 2013
2. Kumar S., Lata P. Communication Skills, Oxford, First Edition 2011
3. Courtland L B., Thill, J V and Schatzman, B E Business Communication Today, Prentice Hall. 2011
4. Lehman, Carol M, Dufrene, Debbie D, Sinha, Mala. Business Communication – A South-Asian Perspective New Delhi: Cengage Learning
5. Courtland Bovee, V Thill and Mukesh Chaturvedi: Excellence in Business Communication
6. Lesikar V, Flatley, Rentz and Pande: Business Communication. New Delhi: Tata McGraw Hill Education Pvt. Ltd. 2009.
7. Murphey, Hildebrandt and P. Thomas: Effective Business Communication. New Delhi: Tata McGraw-Hill Companies, 2008.
8. Raman, Meenakshi and P. Singh: Business Communication New Delhi: Oxford University Press, 2006.

Session Plan

Session No		Topics	Learning Outcomes	Pedagogy and activity	Pre readings/ Case Study
1		Improving Writing Skills	K1A1	Lecture	Chap 6, CR#1
2-3		Introduction to Business Letters Exercise	K1S1	Lecture and Exercise	Chap 22, CR#2
4-6		Writing Reports and Business Proposals Exercise	K1S1	Lecture and Exercise	Chap 9, CR#1
7-8		Writing Business Plan	K1S1	Lecture	Chap 9, CR#1
9		Business Writing: Writing Negative Messages Caselet	K1S1	Lecture Discussion	Chap 8, CR#1 Avoiding Negative Messages does not help
10-11		Writing Memos, Circulars and Notices	K1	Lecture	Chap 8, CR#1
12		Business Writing; Agenda and Minutes of Meeting	K1	Lecture	Chap 15, CR#3
13		Importance of Listening and writing a synopsis of it.	S3	Lecture and Exercise	Chap 4, CR#1
14-15		Persuasive Communication	K2S2	Lecture	Chap 8, CR#1
16-17		Writing Book and Movie reviews	K4	Lecture	Bill A., How to write a Book review http://www.writing-

					world.com/freelance/asenjo.shtml https://edusson.com/blog/how-to-write-movie-review
18		Corporate Communication	K5	Lecture	Chap 3, CR#1
19-20		Creating and Delivering good presentation	K6	Lecture	Chap 12, CR#1

Assignment 1: Writing a Business Plan

Purpose

The purpose of this assignment is

- a) To broaden your knowledge of a specific topic
- b) To help you gain experience in gathering, interpreting, and documenting information, developing and organizing ideas and conclusions and communicating them effectively in the form of paper
- c) To apply the concept learnt in the class

Style

Cover Page – Your name and title should go on the first page immediately before the beginning of the text you have written

Margin – 1 inch

Font – Arial/ Times New Roman 10/12

Spacing- 1.5

Deadlines

What you must do	What you must produce	When it is due
1. Select an idea	A proposal paragraph	Friday of Second Week of the term
2. Prepare final draft of	Soft copy of Business Plan	Friday of second last Week of

Business Plan		the term
3. Presentation	Power point presentation	Last two sessions

Nature of the assignment

This assignment will be done in a team of 5 students

Assignment 2: Book Review

Each student in the class will select a book and write review of that book and will submit hard copy of the same.

Style

Cover Page – Your name and title should go on the first page immediately before the beginning of the text you have written

Margin – 1 inch

Font – Arial/ Times New Roman 10/12

Spacing- 1.5

Deadlines

What you must do	What you must produce	When it is due
1. Select a book	Book name with details such as author and publisher	Friday of Second Week of the term
2. Write a book review	Hard copy of Book review	Friday of second last Week of the term

Plagiarism

We are committed to upholding the highest standards of academic integrity and honesty. Plagiarism in any form is unacceptable and will be treated seriously. All such cases will be referred to the appropriate body of the Institute for suitable disciplinary action.

Make up Examination

As per IMI rules mentioned in Student’s Handbook

Grading Policy

As per IMI policy