Indian Institute of Management Ahmedabad

# Accelerated General Management Programme (AGMPBL07)

2020 – ‘21

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| **Session Timings** | |
| Session 1 | 14.00 - 15.15 |
| Tea/Coffee Break | 15.15 - 15.45 |
| Session 2 | 15.45 - 17.00 |

# Revised Weekend Schedule – October, 2020

**Books:**

* Anthony Robert N, Hawkings David F, and Merchant Kenneth A, **ACCOUNTING: TEXT AND CASES**, 13th Edition (Referred to as **‘AHM’** in the session Schedule)
* Spiral Book titled **“Economic Environment and Policies”**
* **Legal Aspects of Business**, by Akhileshwar Pathak, e/7 McGraw-Hill India.

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| **Week 17** | **Saturday** | **October 03, 2020** |

Session 1 **Topic** **Feedback on Analytical Writing**

Asha Kaul

Session 2 **Topic** **Influence and Persuasion**

Asha Kaul **Case** Rocky Mountain Mutual

**Reading** i.Cialdini, R. & Cliffe, S (2013). The Uses

(and Abuses) of Influence. Harvard

Business Review p. 1-7.

1. Sussman, L. (2003). How to frame a message: The art of persuasion and negotiation. In Lewicki, R. J., Saunders, D. M., Minton, J.W. & B. Bruce (ed.) Negotiation: Readings, Exercises, and Cases. New York: McGraw-Hill.

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| **Week 17** | **Sunday** | **October 04, 2020** |

Sessions 1 **Topic** **Exam – Managerial Computing**

**(MC)**

Session 2 **Topic Exam – Microeconomic Analysis and**

**Policies (MEAP)**

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| **Week 18** | **Saturday** | **October 10, 2020** |

Sessions 1 **Topic** **Formation of Contract**

Akhileshwar Pathak **Case**  Oral Agreements, Implied Terms

and the Context: Wells v Devani

Sessions 2 **Topic** **Terms of Contract**

Akhileshwar Pathak **Case**  Contracts and Finality of Signature: The

Coys of Kensington Case

Sanctity of Oral Agreements: Rock

Advertising Ltd

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| **Week 18** | **Sunday** | **October 11, 2020** |

Sessions 3 **Topic** **GCCs and Electronic Contracts**

Akhileshwar Pathak **Case**  Smartphone Apps and Contract Terms:

The Uber Case

Sessions 4 **Topic** **Termination**

Akhileshwar Pathak **Case**  Overlap of Termination Terms and

Principles of Contract Law:

The Toba Trading Case

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| **Week 19** | **Saturday** | **October 17, 2020** |

Session 1 **Topic** **Costing Terminology and Behavior of** Shailesh Gandhi **Costs**

**Case** In-class Exercise (Distributed)

**Reading AHM:** Ch 16: The behaviour of costs

Session 2 **Topic** **Product/service Cost Determination:** Shailesh Gandhi **Direct Costs and Allocation of**

**Overheads using Activity-Based**

**Costing Costs**

**Case** **AHM:** Ch 18: Midwest Office Products

**Reading AHM**: Ch 18: Pages 524-541

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| **Week 19** | **Sunday** | **October 18, 2020** |

Session 1 **Topic** **Cost Information for Alternative Choice** Shailesh Gandhi **Decisions: Assessing Financial Viability**

**of a firm**

**Case** **AHM:** Ch 16: Prestige Telephone Co.

**Reading AHM:** Ch 16: The behaviour of costs

Session 2 **Topic** **Relevant Costs/benefits: offering** Shailesh Gandhi **similar products at differential prices**

**through separate distribution channels**

**Case** **AHM:** Ch 26: Baldwin Bicycle Company

**Reading AHM:** Ch 26: Short-run Alternative Choice Decisions

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| **Week 20** | **Saturday** | **October 24, 2020** |

Sessions 5 **Topic** **Damages**

Akhileshwar Pathak **Case**  Award of Liquidated damages: Triple Point

Technology, Inc. v PTT Public Company Ltd

Sessions 6 **Topic** **Indemnity**

Akhileshwar Pathak **Case**  Guarantee or Indemnity:

Catalyst Business Finance Limited v

Very Tangy Television Limited

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| **Week 20** | **Sunday** | **October 25, 2020** |

Session 1 **Topic** **Determining Money Supply and Interest** Sebastian Morris **Rates**

**Reading** The Fed, Money and Credit, Chapter 16 D&F

Session 2 **Topic** **Exchange Rate Parities, PPP and other** Sebastian Morris **parities**

**Reading** "Interest Rate Parity Conditions", Chapter 4 in Gandalfo, G. (2004), *Elements of International Economics,*

Springer-Verlag, Berlin

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| **Week 21** | **Saturday** | **October 31, 2020** |

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Session 1 **Topic** **Budgeting and Operating Plans**

Shailesh Gandhi **Case**  Bellaire Clinical Labs, Inc.

**Reading** **AHM:** Ch 24: Strategic Planning &

Budgeting

Session 2 **Topic** **Responsibility Accounting &**

Shailesh Gandhi **Performance Review – Variance**

**Analysis: Material, Labor and overheads**

**Case**  Mile High Cycles

**Reading** 1. **AHM:** Ch 20: Pages 606-611

2. **AHM:** Ch 21: Pages 629-631

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