**CK 181**

**MANAGEMENT INSIGHTS FROM PANCHATANTRA**

Program in which it is offered: B.A, BBA and B.Com

**Course Category: Minor Schedule of Offering: Semester Sep-Jan**

**Course Credit Structure: 3**

* **Lecture: 3**
* **Tutorial: 0**
* **Practical: 0**

**Contact Hours per week: 3 Instructor: Hari Sundar G**

1. **Introduction**

Ancient Indian texts are rich with management lessons. The course on Panchatantra and Management is an attempt to bring to limelight various management wisdom embedded in what one may think as animal fables for children. A deeper insight into the stories reveals the management wisdom which we learn through western texts.

The basic idea is to understand and apply the age old, time tested strategies of the Panchatantra to become an effective business leader

1. **Course Objectives**

To enable the participants to understand and apply the age old, time tested strategies of the Panchatantra to become an effective business leaders and managers in future

1. **Pre-requisites**

The student must have a passion to read books as well as to link the story and its morals with management principles.

1. **Course outcomes**
* To enable the students to understand and explain how to be prepared against losing their trusted friends or partners in business
* To create reliable business friendships
* Enabling the students to understand the strategy of taking on powerful opponents in business.
* To provide reasons for loss and ways to tackle them
* To enable the students to explain the need for careful examination of facts before the process of taking decisions.
1. **Readings**

*The basic text of Panchatantra would be provided to all students by the faculty.*

**Primary Texts**

1. Vishnu Sarma, (2015),”The Panchatantra”, Penguin India
2. Visnu Sarma, (2010), “365 Panchatantra Stories”, OM Books
3. Pandit Vishnu Sharma, G L Chandiramani (1991),” Panchatantra”, Roopa and Co
4. Arthur Ryder (1949), “Panchatantra”, 1st Edition, Jaico Publishing House
5. Vishnu Sharma, (2017), “Panchatantra(Illustrated)”, 1st Ed, Maple Press

**Module-wise topics**

##### UNIT I Loss of Friends (*Guarding against reliable partners*) 9

Chaturaka and Damanaka-monkey and the wedge-Jackal and the drum-the fall and rise of a merchant-foolish sage and the jackal- crafty crane and craftier crab-cunning hare and witless lion-Bug and the flea-the blue jackal-tha camel, jackal and the crow-bird pair and the sea-tale of three fish-elephant and the sparrow-Lion and the jackal-suchimukha and the monkey-sparrow came to grief- foolish crane and the mongoose-king and the foolish monkey

Suggested reading : https://indianfusion.aglasem.com/1221/panchatantra-and-management

##### UNIT II Gaining of friends (*creating reliable acquaintances*) 9

Crow and the rat-meeting a new friend-the hermit and the mouse-shandili and sesame seeds-the merchants son-unlucky weaver- rescue of a deer

*Suggested reading https://www.cioindex.com/article/articleid/628/panchatantra-and-the-cio-the-scorpion-and-the-frog*

##### UNIT III Crows and Owls (*developing strategy on taking upon opponents*) 9

Crows and owls-elephants and hares-cunning mediator-the Brahmin and the crooks-the Brahmin and the cobra-the old man, his young wife and the thief-the tale of two snakes-the wedding of the mouse-tale of golden droppings-frogs that rode a snake

Suggested reading: https://www.speakingtree.in/allslides/life-lessons-one-can-learn-from-the-panchatantra-tales/the-blue-jackal

##### UNIT IV Loss of Gains ( *Reasons for losses and avoidance mechanism*) 9

The crocodile and the monkey-greedy cobra and the king of the frogs-the lion and the foolish monkey-the story of the potter-three in one story-the carpenter’s wife-the price of indiscretion-the jackal’s strategy

Reading material- would be provided as case study

##### UNIT V Imprudence *(importance of proper research before decision making)* 9

The barber and the jain monks-the brajmani and the mongoose-the lion that sprang to life-two fish and a frog-story of the weaver-the bird with two heads

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**6. Pedagogy**

The teaching methodology in this course will be basically by way of a combination of lectures and classroom exercises. It involves the reading of the text as well as through understanding of the different concepts in management and linking them with the Panchatantra stories However, the key aspect would be for student participation.

*Students would be provided with the complete text of Panchatantra as well as relevant research papers on Panchatantra and management written by scholars for deliberations. Students are to engage in analysing the caselets provided to them in the form of stories from Panchatantra and class room discussions which makes the sessions attractive, lively and interesting.*

**6. Evaluation Pattern**

There is no Midterm examination in this course. However there would be Continuous Internal Assesment.

* Classroom presentations (10%)
* Assignments (20%)
* Case study and Discussion (30%)
* End-term examination (40%)