Duke-IIMU Summer School 2018  
Syllabus and Class Plan for Management classes

Principal Instructor: Ashok Arora  
Module Instructors: Prakash Satyavageeswaran, Sandhya Bhatia, Ajit Kanitkar,  
Rajesh R. Nanarpuzha, Sanjiv Phansalkar

Readings: Students are required to do the assigned readings in advance of every class. These readings are not extensive. But without reading them you will not be pulling your weight in class discussions.

Office hours: Will be held regularly and will be announced in class. Individuals and teams should sign up for these slots. Each team’s project will be discussed. Module instructors will also be available to guide student teams about their projects.

CLASS 1. June 26 (Ashok Arora): Managing for Development

No Readings

CLASS 2. June 27 (Prakash Satyavageeswaran): Communication for Behavioral Change
Readings: The BCC_Pre-read_Handbook_CH17.

CLASS 3. June 27 (Prakash Satyavageeswaran): Delivering Development services to Targeted Beneficiaries
Readings: The DSS_Pre-read_UN E-gov Survey_CH4

Readings: Note on Financial Accounting in Nonprofit and Government Organizations (To be circulated in hard copy)

Readings: Note on Evaluating Capital Investments

CLASS 6. June 29 (Ashok Arora): Defining Target Beneficiaries
Readings: Reaching the Poor and Vulnerable: Targeting Strategies for Social Funds and Other Community Driven Programs

CLASS 7. July 10 (Ashok Arora): Serving Target Beneficiaries
Readings: What Makes Good Development Management? Author(s): Alan Thomas Source: Development in Practice, Vol. 9, No. 1/2 (Feb., 1999), pp. 9-17 Published by: on behalf of Taylor & Francis, Ltd. Oxfam GB

Readings:

Readings:

**CLASS 10.** July 12 (Rajesh Nanarpuzha): Understanding subaltern populations

**CLASS 11.** July 12 (Rajesh Nanarpuzha): Studying underprivileged communities - Methods

**CLASS 12.** July 16 (Rajesh Nanarpuzha): Accessing underprivileged communities
Readings: TBA

**CLASS 13.** July 18 (Sanjiv Phansalkar): Strategizing for the Development Organization
Readings: TBA

**CLASS 14.** July 18 (Sanjiv Phansalkar): Change Management in Organizations
Readings: TBA