

Curriculum Book
and
Assessment and Evaluation Scheme
Based on

Outcome Based Education (OBE)

in

Bachelor of Business Administration
BBA (Honours)

4 Year Degree Program

Revised as on 1st August 2023
Applicable w.e.f. Academic Session 2023-24



AKS University
Satna 485001, Madhya Pradesh, India

Faculty of Management Studies
Department of Business Administration



AK S University

Faculty of Management Studies
Department of Business Administration
Curriculum of BBA (Hon's) Program
(Revised as on 01 August 2023)

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FORWARDING

I am delighted to observe the updated curriculum of the Department of Business Administration for BBA Program, which seamlessly integrates the most recent trends and corporate affairs in the field of business management and adheres to the guidelines set forth by AICTE and UGC. The revised curriculum also thoughtfully incorporates the directives of NEP-2020.

The alignment of course outcomes (COs), Programme Outcome (POs) and Programme specific outcomes (PSOs) has been intricately executed, aligning perfectly with the requisites of NEP-2020 and NAAC standards. I hold the belief that this revised syllabus will significantly enhance the skills and employability of our students.

With immense satisfaction, I hereby present the revised curriculum for the BBA program for implementation in the upcoming session.

ER. ANANT SONI

Pro Chancellor & Chairman
AKS University, Satna

01-August-2023



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FROM THE DESK OF THE VICE-CHANCELLOR



AKS University is currently undergoing a process to revamp its curriculum into an outcome-based approach, with the aim of enhancing the teaching and learning process. The foundation of quality of quality education lies in the implementation of a curriculum that aligns with both societal and industrial needs, focusing on relevant outcomes. This entails dedicated and inspired

Faculty members, as well as impactful industry internships

Hence, it is of utmost importance to begin this endeavor by crafting an outcome-based curriculum in collaboration with academia and industry experts. This curriculum design should be informed by the latest technological advancements, market demands, the guidelines outlined in the National Education Policy (NEP) of 2020, and sustainable goals.

I'm delighted to learn that the revised curriculum has been meticulously crafted by the Department of Business Administration, in consultation with an array of experts from the industry, research institutes, and academia. This curriculum effectively integrates the principles outlined in the NEP-2020 guidelines, as well as sustainable goals. It also adeptly incorporates the latest advancements in the field of business management.

Furthermore, the curriculum takes into account the specific needs of the Indian Industries, focusing on the creation of effective and efficient managers as well as entrepreneurs. This curriculum will not only impart knowledge but also encourages students' independent thinking for potential enhancements in the area of business management.

The curriculum goes beyond theoretical learning and embraces practical applications. To enhance students' skills, the curriculum integrates industrial visits, and On-Job Training experiences, research projects. This well-rounded approach ensures that students receive a comprehensive education, fostering their skill development and preparing them for success in the field of Business Management.

I am confident that the updated curriculum for Department of Business Administration will not only enhance students' managerial skills but also contribute significantly to their employability. During the process of revising the curriculum, I am pleased to observe that the Department of Business Administration has diligently adhered to the guidelines provided by the AICTE and UGC. Additionally, they have maintained a total credit requirement of 160 for the BBA program.

It's worth noting that curriculum revision is an ongoing and dynamic process, designed to address the continuous evolution of managerial and technological advancements and both local and global concerns. This ensures that the curriculum remains responsive and attuned to the changing landscape of education and industry.

AKS University warmly invites input and suggestions from industry experts and technocrats and Alumni students to enhance the curriculum and make it more student-centric. Your valuable insights will greatly contribute to shaping an education that best serves the needs and aspirations of our students.

PROFESSOR B.A. CHOPADE

Vice-Chancellor
AKS University, Satna

01-August-2023



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PREFACE

As part of our commitment to ongoing enhancement, the Department of Business Administration consistently reviews and updates its BBA program curriculum every three years. Through this process, we ensure that the curriculum remains aligned with the latest managerial developments, as well as local and global industrial and social demands.

During this procedure, the existing curriculum for the BBA Program undergoes evaluation by a panel of industry specialists, and academicians. Following meticulous scrutiny, the revised curriculum has been formulated and is set to be implemented starting from August 01, 2023. This implementation is contingent upon the endorsement of the curriculum by the University's Board of Studies and Governing Body.

This curriculum closely adheres to the AICTE model syllabus distributed in May 2023. It seamlessly integrates the guidelines set forth by the Ministry of Higher Education, Government of India, through NEP- 2020, as well as the principles of Sustainable Development Goals. In order to foster the holistic skill development of students, a range of practical activities, including Industrial Visits, Project planning and execution, Report Writing, Seminars, and Industrial On-Job Training, have been incorporated. Furthermore, in alignment with AICTE's directives, the total credit allocation for the BBA program is capped at 160 credits.

This curriculum is enriched with course components in alignment with AICTE guidelines, encompassing various disciplines such as Basic Science Course: 6 credits, Computer Science Courses: 4 credits, Management Core Courses: 30 credits, Finance Courses: 32 credits, Management Elective Courses: 12 credits, Economics Course: 8 Credits, Marketing Course: 10 Credits, Human Resources Courses: 10 Credits, Soft Skill Development Courses: 2 Credits, Sustainable Development Goal: 2 Credits, Indian Knowledge Systems: 2 Credits, Environmental Studies: 2 Credits, Project and Practical Training: 40 Credits. To ensure a comprehensive learning experience, detailed evaluation schemes and rubrics have also been meticulously provided.

For each course, a thorough mapping of Course Outcomes, Program Outcomes, and Program Specific Outcomes has been undertaken. As the course syllabus is being meticulously developed, various elements such as session outcomes, laboratory instruction, classroom instruction, self-learning activities, assignments, and mini projects are meticulously outlined.

We hold the belief that this dynamic curriculum will undoubtedly enhance independent thinking, skills, and overall employability of the students.

PROFESSOR (Dr.) Harshwardhan Shrivastava

Dean, Faculty of Management Studies
AKS University, Satna

01-August-2023



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INTRODUCTION

The Faculty of Management Studies offers various courses for students to impart the key concepts of management and its applications in an organization. Apart from the basic courses of management like BBA and MBA, the department has also designed some major courses i.e. Ph.D. (Management), MBA in Logistics, and Supply Chain Management. Our professional courses emphasize on the combination of core business subjects and skill courses which lead to the holistic development of the students.

VISION

Our vision encompasses the overall development of the professionals who would become the torchbearer of the financial planning revolution. We strive to impart management education to prepare business leaders and entrepreneurs to stand up to the global competition.

MISSION

M 1: The Faculty of Management Studies provides programs that meet educational needs required by industries and other institutions.

M 2: Our aim is to provide and maintain an emphasis on the continuous improvement of programs and services.

M 3: We believe in nurturing the young minds of students by effective training in the concerned subject and guiding them to lay the strong foundation for a successful career.

PROGRAM EDUCATIONAL OBJECTIVES (PEOs)

PEO-1: Students will be facilitated to acquire strong foundation and in-depth knowledge with respect to the basic concepts and practices related to the core management subjects and entrepreneurship.

PEO-2: Students will be facilitated to apply skills and competencies to bridge the gap between the theoretical knowledge of management and the real-life practical business experiences using modern pedagogy like case study methodology, summer internship and practical field projects.

PEO-3: Students will be encouraged to acquire leadership skills, develop entrepreneurial mind-set and be proficient with good communication skills so as to develop and improve personal career.



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PROGRAM OUTCOMES (POs)

PO-1: Domain Knowledge: Acquiring full knowledge with respect to the basic concepts and practices related to the core management subjects and the streams of business management like marketing, human Resources, Finance, Banking, Insurance and Entrepreneurship.

PO-2: Contemporary issues: Learning and understanding the latest developments in the field of management through an extensive review of literature and research work.

PO-3: Deep thinking, business analysis: Expertise in quantitative and qualitative techniques. Students will develop the skills on analyzing the business data, application of relevant analytical tools.

PO-4: mobilization of Resources: Students will learn the utilization of scarce resources optimally and mobilize the available resources in a fast-changing business environment.

PO-5: Research Orientation: Healthy research culture will be created by means of research practices and publications along with inculcating the knowledge of various tools and techniques of research.

PO-6: Developing corporate solutions: Developing corporate solutions by brainstorming and innovative teamwork in organizational decision making processes.

PROGRAM SPECIFIC OUTCOMES (PSOs)

PSO-1: Developing an entrepreneurial mindset: Acquire leadership skills, developing an entrepreneurial mindset, and be proficient with good communication skills so as to develop and improve personal career path.

PSO-2: Apply the ethical practices and moral values: Students will apply the ethical practices and moral values in his business decision making which may affect the environment and society so that the goal of sustainable development can be achieved.

CONSISTENCY/MAPPINGS OF PEOs WITH MISSION OF THE DEPARTMENT

PEOs	M-1	M-2	M-3
PEO 1	3	2	3
PEO 2	3	2	2
PEO 3	2	2	3

Correlation Indices: 1 – Low, 2 – Medium, 3 – High



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GENERAL COURSE STRUCTURE & THEME

1. Definition of Credit:

1 Hr. Lecture (L) per week	1 Credit
1 Hr. Tutorial (T) per week	1 Credit
2 Hours Practical (P) per week	1 Credit

2. Range of Credits:

In the light of the fact that a typical Model Four-year Graduate degree program in Management has about 160 credits, the total number of credits proposed for the four year Bachelor of business administration is kept as 160 considering NEP-20 and NAAC guideline.

3. Structure of UG Program in Bachelor of business administration (Honour's):

The structure of UG Program in Bachelor of business administration shall have essentially the following categories of courses with the breakup of credits as given:

COMPONENTS OF THE CURRICULUM

(Program curriculum grouping based on course components)

Sr. No	Course Component	% of total number of credits of the Program	Total number of Credits
1	Management Core Course (MCC)	22.50	38
2	Finance (FIN)	18.75	30
3	Economics (ECO)	5.00	16
4	Basic Science (BSC)	3.75	6
5	Computer science course (CSC)	2.50	4
6	Marketing (MKT)	8.75	14
7	Human resource management (HRM)	6.25	14
8	Soft Skill Development (SSD)	1.25	02
9	Sustainable Development Goals(SDG)	1.25	02
10	Indian Knowledge Systems(IKS)	1.25	02
11	Environmental Studies(EVS)	1.25	02
12	Management electives course (MEC)	10.00	16
13	Projects (PJT)	17.50	28
TOTAL		100%	160



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GENERAL COURSE STRUCTURE AND CREDIT DISTRIBUTION Curriculum of Master of business administration

SEMESTER-I		SEMESTER-II	
Course Title	Credit	Course Title	Credit
Major Subject		Major Subject	
Management and Organization Behaviour	6:0:0 = 6	Business Accounting	6:0:0 = 6
Minor Subject		Minor Subject	
Business Statistics	6:0:0 = 6	Entrepreneurship Development & Start – Ups	6:0:0 = 6
Choose any one (Generic Elective)		Choose any one (Generic Elective)	
Ethics and CSR	4:0:0 = 4	Human Resource Management	4:0:0 = 4
India's Diversity and Business	4:0:0 = 4	Human Resource Analytics	4:0:0 = 4
Ability Enhancement		Ability Enhancement	
Sustainable Development Goals	2:0:0 = 2	Environmental Studies	2:0:0 = 2
Communication Skills	2:0:0 = 2	Indian Knowledge System	2:0:0 = 2
TOTAL CREDIT	20	TOTAL CREDIT	20
SEMESTER-III		SEMESTER-IV	
Course Title	Credit	Course Title	Credit
Major Subject		Major Subject	
Management Accounting	6:0:0 = 6	Principles of Marketing	6:0:0 = 6
Minor Subject		Minor Subject	
Direct Taxation	6:0:0 = 6	Financial Management	5:1:0 = 6
Choose any one (Generic Elective)		Choose any one (Generic Elective)	
Macro Economics	4:0:0 = 4	Indian Economy	4:0:0 = 4
Managerial Economics	4:0:0 = 4	International Economics	4:0:0 = 4
Skill Enhancement		Skill Enhancement	
IT Tools For Business	3:0:1 = 4	Business and Marketing Research	4:0:0 = 4
TOTAL CREDIT	20	TOTAL CREDIT	20
SEMESTER-V		SEMESTER-VI	
Course Title	Credit	Course Title	Credit
Major Subject		Major Subject	
Legal Aspects of Business	6:0:0 = 6	Quantitative Techniques for Management	5:1:0 = 6
Skill Enhancement		DSE (Discipline Specific Electives)	
Digital Marketing	4:0:0 = 4	DSE-I (Finance) 1. Corporate Tax 2. Investment Analysis and Portfolio Management	4:0:0 = 4 4:0:0 = 4
DSE (Discipline Specific Electives)		DSE-II (Marketing) 1. Integrated Marketing Communication 2. Ad. & Brand Management	4:0:0 = 4 4:0:0 = 4
DSE-I (Finance) Investment Banking and Financial Services	4:0:0 = 4	DSE-III (Human Resource) 1. Performance and Compensation Management	4:0:0 = 4 4:0:0 = 4



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		2. Talent and Knowledge Management	
DSE-II (Marketing) Consumer Behaviour	4:0:0 = 4	Field Project	0:0:6 = 6
DSE-III (Human Resource) Industrial Relations	4:0:0 = 4		
Internship	0:0:6 = 6		
TOTAL CREDIT	20	TOTAL CREDIT	20
SEMESTER-VII		SEMESTER-VIII	
Course Title	Credit	Course Title	Credit
Major Subject		Major Subject	
Business Policy and Strategy	6:0:0 = 6	Financial Institutions and Markets	6:0:0 = 6
Minor Subject		Minor Subject	
Research Methodology	4:0:0 = 4	Strategic Management	4:0:0 = 4
DSE (Discipline Specific Electives)		Major Research Project	0:0:10 = 10
DSE-I (Finance) International Finance	4:0:0 = 4		
DSE-II (Marketing) International Marketing	4:0:0 = 4		
DSE-III (Human Resource) Strategic Human Resource Management	4:0:0 = 4		
Minor Research Project	0:0:6 = 6		
TOTAL CREDIT	20	TOTAL CREDIT	20

Total Credit: 160



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Course code and definition:

L	Lecture
T	Tutorial
P	Practical
C	Credit
MCC	Management Core Course
FIN	Finance
ECO	Economics
BSC	Basic Science
CSC	Computer Science Course
MKT	Marketing
HRM	Human Resource Management
SSD	Soft Skill Development
SDG	Sustainable Development Goals
IKS	Indian Knowledge System
EVS	Environmental Studies
MEC	Management Elective Course
PJT	Projects

COURSE LEVEL CODING SCHEME

Three-digit number (odd numbers are for the odd semester courses and even numbers are for even semester courses) used as suffix with the Course Code for identifying the level of the course. Digit at hundred's place signifies the year in which course is offered. *e.g.*

101, 102---for first semester	201, 202---for second semester	301, 302---for third semester
401, 402---for fourth semester	501, 502---for fifth semester	601, 602---for sixth semester
701, 702---for seventh semester	801, 802---for eighth semester	-



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CATEGORY-WISE COURSES

Management Core Course (MCC)

1. Number of Management Core Course (MCC): 08, Credits: 34

Sr. No	Code No	Subject	Semester	Credits
1	MCC	Management and Organization Behaviour	I	6
2	MCC	Ethics and CSR	I	4
3	MCC	India's Diversity and Business	I	4
4	MCC	Entrepreneurship Development & Start –Ups	II	6
5	MCC	Quantitative Techniques for Management	V	6
6	MCC	Business policy and strategy	VII	6
7	MCC	Research Methodology	VI	4
8	MCC	Strategic Management	VIII	4
Total Credits				36

2. Number of Finance (FIN): 05, Credits: 30

Sr. No	Code No	Subject	Semester	Credits
1	FIN	Business Accounting	II	6
2	FIN	Management Accounting	III	6
3	FIN	Taxation	III	6
4	FIN	Financial Management	IV	6
5	FIN	Financial Institutions & Markets	VI	6
Total Credits				30

3. Number of Economics (ECO): 04, Credits: 08

Sr. No	Code No	Subject	Semester	Credits
1	ECO	Macro Economics	III	4
2	ECO	Managerial Economics	III	4
3	ECO	Indian Economy	IV	4
4	ECO	International Economics	IV	4
Total Credits				8

4. Number of Basic Science (BSC): 01, Credits: 6

Sr. No	Code No	Subject	Semester	Credits
1	BSC	Business Statistics	I	6
Total Credits				6

5. Number of Computer Science Course (CSC): 01, Credits: 04

Sr. No	Code No	Subject	Semester	Credits
1	CSC	IT Tools for Business	III	4
Total Credits				4

6. Number of Marketing (MKT): 03, Credits: 14

Sr. No	Code No	Subject	Semester	Credits
1	MKT	Principles of Marketing	IV	6
2	MKT	Business and Marketing Research	IV	4



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3	MKT	Digital Marketing	V	4
Total Credits				14

7. Number of Human Resource Management (HRM): 03, Credits: 10

Sr. No	Code No	Subject	Semester	Credits
1	HRM	Human Resource Management	II	4
2	HRM	Human Resource Analytics	II	4
3	HRM	Legal Aspects of Business	V	6
Total Credits				10

8. Number of Soft Skills Development (SSD): 01, Credits: 2

Sr. No	Code No	Subject	Semester	Credits
1	0SSD03	Communication Skills	II	2
Total Credits				2

9. Number of Sustainable Development Goal (SDG): 01, Credits: 2

Sr. No	Code No	Subject	Semester	Credits
1	0SDG01	Sustainable Development Goal	I	2
Total Credits				2

10. Number of Indian Knowledge Systems (IKS): 01, Credits: 2

Sr. No	Code No	Subject	Semester	Credits
1	0IKS02	Indian knowledge Systems	II	2
Total Credits				2

11. Number of Environmental Studies (EVS): 01, Credits: 2

Sr. No	Code No	Subject	Semester	Credits
1	0EVS02	Environmental Studies	II	2
Total Credits				2



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MANAGEMENT ELECTIVE COURSE (MEC)

A student would be free to choose any two papers from one group. The course offers three groups viz. Finance (DSE-I) Marketing (DSE –II), Human Resource (DSE-III)

13. Number of Management Elective Course (MEC): 04, Credits: 16

Sr. No.	Code No.	Subject	Semester	Credits
FINANCE MANAGEMENT GROUP				
1	MEC-FIN	Investment Banking and Financial Services	V	4:0:0 = 4
2	MEC-FIN	Corporate Tax	VI	4:0:0 = 4
3	MEC-FIN	Investment Analysis & Portfolio Management	VI	4:0:0 = 4
4	MEC-FIN	International Finance	VII	4:0:0 = 4
MARKETING MANAGEMENT GROUP				
1	MEC-MKT	Consumer Behaviour	V	4:0:0 = 4
2	MEC-MKT	Integrated Marketing Communication	VI	4:0:0 = 4
3	MEC-MKT	Advertisement & Brand Management	VI	4:0:0 = 4
4	MEC-MKT	International Marketing	VII	4:0:0 = 4
HUMAN RESOURCE MANAGEMENT GROUP				
1	MEC-HRM	Management of Industrial Relations	V	4:0:0 = 4
2	MEC-HRM	Talent & Knowledge Management	VI	4:0:0 = 4
3	MEC-HRM	Performance & Competition Management	VI	4:0:0 = 4
4	MEC-HRM	Strategic Human Resource Management	VII	4:0:0 = 4
Total Credit				16

MAJOR PROJECT/ INTERNSHIP / RESEARCH PAPER / SURVEY GROUP (PJT)

13. Number of Project/ Internship / Survey / Research/ Publication / Conference (PJT): 04, Credits: 28

Sr. No	Code No	Subject	Semester	Credits
1	PJT	Internship	V	6
2	PJT	Field Project	VI	6
3	PJT	Minor Research Project	VII	6
4	PJT	Major Research Project	VIII	10
Total Credits				28



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INDUCTION PROGRAM

Induction program for students to be offered right at the start of the first year. It is mandatory. AKS University has designed an induction program for 1st year student, details are below:

1. Physical activity
2. Creative Arts
3. Universal Human Values
4. Literary
5. Proficiency Modules
6. Lectures by Eminent speakers
7. Visits to local Areas
8. Familiarization to Dept./Branch & Innovations

MANDATORY VISITS/WORKSHOP/EXPERT LECTURES

1. It is mandatory to arrange one industrial visit every semester for the students.
2. It is mandatory to conduct a One week work shop during the winter break after third semester on professional /industry /entrepreneurial orientation.
3. It is mandatory to organize at least one expert lecture per semester for each branch by expert resource persons from industry.



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EVALUATION SCHEME

1. For Theory Courses:

- The weightage of Internal assessment is 50% and;
- End Semester Exam is 50% the student has to obtain at least 40% marks individually both in internal assessment and end semester Exams to pass.

2. For Practical Courses:

- The weightage of Internal assessment is 50% and;
- End Semester Exam is 50%. The student has to obtain at least 40% marks individually both in internal assessment and end semester exams to pass.

3. For Summer Internship/Projects/Seminar etc.: Evaluation is based on work done, quality of report, performance in viva-voce, presentation etc.

Semester	L	T	P	Total Hour	No of Hours Per Sem.	Total Credit
Semester – I	20	0	0	20	20 x 15 = 300	20
Semester – II	20	0	0	20	20 x 15 = 300	20
Semester – III	19	0	1	21	21 x 15 = 315	20
Semester – IV	19	1	0	20	20 x 15 = 300	20
Semester – V	14	0	6	26	26 x 15 = 390	20
Semester – VI	13	1	6	26	26 x 15 = 390	20
Semester – VII	14	0	6	26	26 x 15 = 390	20
Semester - VIII	10	0	10	30	30 x 15 = 450	20
Total	129	2	29	202	2,835	160



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DETAILS OF SEMESTER WISE COURSE STRUCTURE

Semester-I

Sr. No	Category	Code	Course Title	L	T	P	Total Hour	Credit
Major Subject								
1	MCC	01MT101	Management and Organization Behaviour	6	0	0	6	6
Minor Subject								
2	BSC	02MT111	Business Statistics	6	0	0	6	6
Choose any one (Generic Elective)								
3	MCC	03MT121	Ethics and CSR	4	0	0	4	4
	MCC	03MT122	India's Diversity and Business	4	0	0	4	4
Ability Enhancement								
4	SDG	0SDG01	Sustainable Development Goals	2	0	0	2	2
5	SSD	0SSD02	Communication Skills	2	0	0	2	2
Total				20	0	0	20	20

Semester-II

Sr. No	Category	Code	Course Title	L	T	P	Total Hour	Credit
Major Subject								
1	FIN	01MT201	Business Accounting	6	0	0	6	6
Minor Subject								
2	MCC	02MT211	Entrepreneurship Development & Start-Ups	6	0	0	6	6
Choose any one (Generic Elective)								
3	HRM	03MT221	Human Resource Management	4	0	0	4	4
	HRM	03MT222	Human Resource Analytics	4	0	0	4	4
Ability Enhancement								
4	EVS	0EVS03	Environmental Studies	2	0	0	2	2
5	IKS	0IKS04	Indian Knowledge System	2	0	0	2	2
Total				20	0	0	20	20

Semester-III

Sr. No	Category	Code	Course Title	L	T	P	Total Hour	Credit
Major Subject								
1	FIN	01MT301	Management Accounting	6	0	0	6	6
Minor Subject								
2	FIN	02MT311	Taxation	6	0	0	6	6
Choose any one (Generic Elective)								
3	ECO	03EC322	Macro Economics	4	0	0	4	4
	ECO	03EC321	Managerial Economics	4	0	0	4	4
Skill Enhancement								
4	CSC	0IT302	IT Tools for Business	3	0	1	5	4
Total				19	0	1	21	20



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Semester-IV

Sr. No	Category	Code	Course Title	L	T	P	Total Hour	Credit
Major Subject								
1	MKT	01MT401	Principles of Marketing	6	0	0	6	6
Minor Subject								
2	FIN	02MT411	Financial Management	5	1	0	6	6
Choose any one (Generic Elective)								
3	ECO	03EC421	Indian Economy	4	0	0	4	4
	ECO	03EC422	International Economics	4	0	0	4	4
Skill Enhancement								
4	MKT	0MT401	Business and Marketing Research	4	0	0	4	4
Total				19	1	0	20	20

Semester-V

Sr. No	Category	Code	Course Title	L	T	P	Total Hour	Credit
Major Subject								
1	HRM	01MT501	Legal Aspects of Business	6	0	0	6	6
Skill Enhancement								
2	MKT	02MT503	Digital Marketing	4	0	0	4	4
DSE (Discipline Specific Electives)-1								
3	MEC	04FM511	Investment Banking and Financial Services	4	0	0	4	4
	MEC	04MM511	Consumer Behaviour	4	0	0	4	4
	MEC	04HR511	Management of Industrial Relations	4	0	0	4	4
Internship								
4	PJT	05MT551	Internship	0	0	6	12	6
Total				14	0	6	26	20

Semester-VI

Sr. No	Category	Code	Course Title	L	T	P	Total Hour	Credit
Major Subject								
1		01MT601	Quantitative Techniques for Management	5	1	0	6	6
DSE (Discipline Specific Electives)-2								
2	MEC	04FM611	Corporate Tax	4	0	0	4	4
	MEC	04MM611	Integrated Marketing Communication	4	0	0	4	4
	MEC	04HR611	Talent and Knowledge Management	4	0	0	4	4
DSE (Discipline Specific Electives)-3								
3	MEC	04FM612	Investment Analysis and Portfolio Management	4	0	0	4	4
	MEC	04MM612	Advertisement & Brand Management	4	0	0	4	4
	MEC	04HR612	Performance and Compensation Management	4	0	0	4	4
Field Project								



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4	PJT	05MT651	Field Project	0	0	6	12	6
Total				13	1	6	26	20

Semester-VII

Sr. No	Category	Code	Course Title	L	T	P	Total Hour	Credit
Major Subject								
1	MCC	01MT701	Business Policy and Strategy	6	0	0	6	6
Minor Subject								
2	MCC	02RM702	Research Methodology	4	0	0	4	4
DSE (Discipline Specific Electives)								
3	MEC	04FM711	International Finance	4	0	0	4	4
	MEC	04MM711	International Marketing	4	0	0	4	4
	MEC	04HR711	Strategic Human Resource Management	4	0	0	4	4
Minor Research Project								
4	PJT	05MT751	Minor Research Project	0	0	6	12	6
Total				14	0	6	26	20

Semester-VIII

Sr. No	Category	Code	Course Title	L	T	P	Total Hour	Credit
Major Subject								
1	FIN	01MT801	Financial Institutions and Markets	6	0	0	6	6
Minor Subject								
2	MCC	02MT811	Strategic Management	4	0	0	4	4
Major Research Subject								
3	PJT	05MT851	Major Research Project	0	0	10	20	10
Total				10	0	10	30	20

Total Credit: 160



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Semester-I

Course Code:	01MT101
Course Title :	Management and Organizational Behavior
Pre-requisite:	Student will be able to learn and Understands the concept of management thoughts, principles and how to apply it in practical way.
Rationale:	The students will study about principles and different practices of management which help the student to understand the application of principles of management which makes the managers and employees more conscious, realistic, thoughtful, justifiable, reasonable and free from personal biasness. The decisions taken on the basis of principles of management and organizational behavior are subject of evaluation and objective assessment. Through this student will learn about logical thinking, sensibility

Course Outcomes:

01MT101.1: Define management with different forms of business and able to understand the evaluation of management school though.

01MT101.2: Explain the overview of Functions of management with different organizational structure.

01MT101.3: Analyze and understand the significance of organizational behavior in various aspects.

01MT101.4: Analyze the significance and importance of groups and teams with interpersonal behavior.

01MT101.5: Evaluate the organizational power and politics and correlate it with management.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies(Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	01MT101	Management and Organizational Behavior	3	0	2	1	6	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA + ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MCC	01MT101	Management and Organizational Behavior	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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01MT101.1: Define management with different forms of business and able to understand the evaluation of management school thought

Approximate Hours

Item	AppX Hrs
CI	23
LI	0
SW	1
SL	1
Total	25

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1. To learn about basic forms of Business Ownership, Special forms of ownership: Franchising, Licensing, Leasing SO1.2 To understands how to Choose a form of Business ownership SO1.3 To create the understanding of Corporate Expansion: mergers and acquisitions, diversification, forward and backward integration, joint ventures SO1.4 Understand Management school thought SO1.5 To Apply Managerial functions and Roles and understand the correlation of Indian practices and ethos with it		Unit-1.0: Basic forms of Business Ownership [23 Hours] 1.1 Pictorial presentation of forms of Business Ownership, 1.2 Sole Proprietorship 1.3 Partnership 1.4 Joint Stock Company 1.5 Co-Operative Society 1.6 Special forms of ownership, 1.7 Franchising, 1.8 Licensing, 1.9 Leasing; 1.10 Choosing a form of Business ownership; 1.11 Corporate Expansion, mergers and Acquisitions 1.12 Diversification, forward and backward integration 1.13 Joint ventures 1.14 Strategic alliance. 1.15 Evolution of Management Theory 1.16 Classical theory 1.17 Neo classical theory 1.18 Modern management theory 1.19 Managerial functions, 1.20 Chart of Functions of Management. 1.21 Importance of managerial roles. 1.22 Insights from Indian Practices and ethos. 1.23 Revision	1. Functions of management 2. Management school thoughts 3. Basic forms of business ownership 4. Corporate expansion 5. Insights from India]practices and ethos

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** What is Management? Describe managerial functions and its roles.
- b. **Mini Project:** Chart of functions of management
- c. **Other Activities (Specify):** Class Presentation, Case study



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01MT101.2: Explain the overview of Functions of management with different organizational structure

Approximate Hours

Item	AppX Hrs
CI	18
LI	0
SW	1
SL	1
Total	20

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Understand types of Plans and planning process SO2.2 Discuss about Decision making: Process, Types and Techniques SO2.3 Apply Delegation process & correlate with Decentralization SO2.4 To create awareness about various Common organizational structures SO2.5 To understand the Process and Principles of delegation with its implementation		Unit-2.0: Overview of Planning [18 Hours] 2.1 Concept of planning 2.2 Diagram of planning process 2.3 Types of planning 2.4 Decision making 2.5 Chart of decision making process 2.6 Controlling 2.7 Process and types of controlling 2.8 Organizing 2.9 Principles of organizing 2.10 Diagram of organizational structure. 2.11 Concept of delegation and decentralization. 2.12 Diagram of factors affecting the extent of decentralization 2.13 Process of delegation 2.14 Principles of delegation 2.15 Importance of planning 2.16 importance of organizing 2.17 Importance of controlling 2.18 Correlation between different functions of management	1. Types of plans 2. Planning process 3. Decision making process 4. Organizational Structure 5. Process of delegation

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Define Organizing and its importance in management. Explain about organizational structure and its type.
- b. **Mini Project:** framework of planning process.
- c. **Other Activities (Specify):** Case Analysis, Presentation



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01MT101.3: Analyze and understand the significance of organizational behavior in various aspects

Approximate Hours

Item	AppX Hrs
CI	20
LI	0
SW	1
SL	1
Total	22

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 To Discuss the Nature and importance of organizational behavior SO3.2 To Understand the concept, nature and process of perception SO3.3 To analyze the concept and theories of learning SO3.4 Concept and applications of motivation SO3.5 To create the awareness about Contemporary leadership issues, emotional intelligence		Unit-3.0: Overview of Organizational Behaviour [20 Hours] 3.1 Organizational Behavior 3.2 Importance of Organizational Behavior 3.3 Perception 3.4 Attribution: concept and nature 3.5 Process of Attribution 3.6 Personality 3.7 Learning 3.8 Pictorial presentation of theories of learning 3.9 Reinforcement 3.10 Motivation 3.11 Need and importance of motivation 3.12 Motivation theories 3.13 Cotemporary Leadership theories 3.14 Charismatic 3.15 Transformational leadership 3.16 Emotional Intelligence 3.17 Need and Importance of emotional intelligence 3.18 Importance of motivation 3.19 Importance of perception 3.20 Importance of attribution	1. Bases of organizational behavior. 2. Perception process 3. Importance of Learning 4. Bases of motivation 5. Importance of leadership 6. Emotional intelligence

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Define concept and theories of learning.
- b. **Mini Project:** Theories of learning.
- c. **Other Activities (Specify):** Class Presentation, Case Study



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01MT101.4: Analyze the significance and importance of groups and teams with interpersonal behavior

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Groups and Teams: Definition, Difference between Groups and teams SO4.2 Define Stages of Group Development SO4.3 Group Cohesiveness, Types of teams SO4.4 Analysis of Interpersonal Relationship: Transactional Analysis, Johari Window SO4.5 To understand the importance and correlation of Transactional Analysis, Johari Window	.	Unit-4.0: Groups and Teams [14 Hours] 4.1 Define Group and team 4.2 Difference between Group and team. 4.3 Stages of Group Development. 4.4 Group cohesiveness 4.5 Types of teams 4.6 Analysis of interpersonal relationship 4.7 Transactional analysis Johari Window 4.8 Difference between transactional analysis and johari window. 4.9 Importance of group cohesiveness 4.10 Importance of group development 4.11 Significance of interpersonal relationship 4.12 Importance of transactional analysis 4.13 Importance of johari window 4.14 Revision	1. Learned about group and team 2. To analyze the importance of interpersonal relationship in any organization

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Define group and teams with its importance. Explain about interpersonal behaviour.
- b. **Mini Project:** Difference between transactional analysis and johari window.
- c. **Other Activities (Specify):** PPT Presentation, Case Analysis



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01MT101.5: Evaluate the organizational power and politics and correlate it with management

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Understand the nature of organizational politics SO5.2 Identify various stages of Conflict SO5.3 Able to implement Organizational Change SO5.4 Application of Kurt Lewin Theory of Change in corporate SO5.5 Able to understand stress management in an organization	.	Unit-5.0: Organizational Power and Politics [15 Hours] 5.1 Concept of organizational politics 5.2 Nature of organizational politics 5.3 Concept of conflict 5.4 Sources of conflict 5.5 Types of conflict 5.6 Stages of conflict 5.7 Overview of conflict management 5.8 Concept of organizational change 5.9 Resistance of change 5.10 Managing resistance to change 5.11 Implanting change 5.12 Kurt lewin theory of change 5.13 Managing stress 5.14 Insights from Indian ethos 5.15 Revision	1. Organizational politics 2. Concept and types of conflict 3. Concept and types of organizational change 4. Kurt Lewin Theory of Change 5. Stress management

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** Define Different stages of conflict. Explain about concept and nature of organizational politics.
- b. **Mini Project:** Write the importance of stress management.
- c. **Other Activities (Specify):** PPT Presentation, Case Study



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
01MT101.1: Define management with different forms of business and able to understand the evaluation of management school though	23	1	1	25
01MT101.2: Explain the overview of Functions of management with different organizational structure	18	1	1	20
01MT101.3: Analyze and understand the significance of organizational behavior in various aspects	20	1	1	22
01MT101.4: Analyze the significance and importance of groups and teams with interpersonal behavior	14	1	1	16
01MT101.5: Evaluate the organizational power and politics and correlate it with management	15	1	1	17
Total Hours	90	5	5	100

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
01MT101.1	Basic forms of Business Ownership				
01MT101.2	Overview of Planning				
01MT101.3	Importance of OB				
01MT101.4	Groups and Teams				
01MT101.5	Organizational power and politics				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Management and Organizational Behavior will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp,



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Mobile, Online sources)

6. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Fundamental of Management	Stephen P. Robbins, David A. Decenzo, Sanghmitra Bhattacharya	Pearson Education	2009
2	Management Theory and Applications	Kreitner	Cengage Learning, India	2009
3	Management Principles and Applications	Griffin	Cengage Learning, India	First Edition
4	Essentials of Management	Harold Koontz, O'Donnell and Heinz Weihrich	New Delhi, TMHi	2006
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 01MT101

Course Title: Management and Organizational Behavior

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
01MT101.1: Define management and able to understand the management school thought	3	3	1	3	2	3	2	1
01MT101.2: Explain the overview of planning in management	3	3	3	3	2	2	1	1
01MT101.3: Illustrate the concept of organizing, staffing, directing and controlling	3	3	3	3	1	1	1	2
01MT101.4: Analyze the significance of organizational behavior	3	3	3	3	1	1	2	1
01MT101.5: Evaluate the organizational power and politics	3	1	1	1	1	1	3	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	01MT101.1: Define management and able to understand the management school thought	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Basic forms of Business Ownership 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19, 1.20, 1.21, 1.22, 1.23	
POs 1,2,3,4,5,6 PSOs 1,2	01MT101.2: Explain the overview of planning in management	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Overview of Planning 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18	
POs 1,2,3,4,5,6 PSOs 1,2	01MT101.3: Illustrate the concept of organizing, staffing, directing and controlling	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Importance of OB 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16, 3.17, 3.18, 3.19, 3.20	
POs 1,2,3,4,5,6 PSOs 1,2	01MT101.4: Analyze the significance of organizational behavior	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Groups and Teams 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14	
POs 1,2,3,4,5,6 PSOs 1,2	01MT101.5: Evaluate the organizational power and politics	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Organizational power and politics 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15	



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Semester-I

Course Code:	02MT111
Course Title :	Business Statistics
Pre-requisite:	Basic knowledge of Mathematics
Rationale:	The aim of the course is to introduce to the field of Business Statistics with emphasis on its use to solve real world problems for which solutions are easy to express using the bulk data can be presented in a precise and definite form. The comparison and conclusion of data becomes easy. Forecasting the trend becomes easy with statistics.

Course Outcomes:

01MT111.1: Student will define the concept of measure of central tendency.

01MT111.2: Student will define the relationship between two or more variables.

01MT111.3: Student will examine a time series is a series without obvious trend or seasonal components.

01MT111.4: Student will analysis and outcomes is a possible result of an experiment or trial.

01MT111.5: Student will analyze a hypothesis testing.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
BSC	01MT111	Business Statistics	6	0	1	1	8	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
BSC	01MT111	Business Statistics	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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01MT111.1: Student will define the concept of measure of central tendency

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	2
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Understand the concept of measure of central tendency SO1.2 Understand the concept of measure of dispersion SO1.3 Merits and demerits of central tendency		Unit-1.0: Measure of Central Value [12 Hours] 1.1 Mean, median, mode 1.2 Geometric mean 1.3 harmonic mean 1.4 Merits and limitations 1.5 Relationship between average 1.6 Absolute and relative measure of dispersion 1.7 Range 1.8 Quartile Deviation 1.9 Mean deviation 1.10 Standard deviation 1.11 Coefficient of variation 1.12 Moments, skewness, kurtosis	1. Characteristics of an ideal measure 2. Merits, Demerits and uses

SW-1 Suggested Sessional Work (SW):

a. Assignments:

- Numerical based on questions.
- Write definition and uses.
- Coefficient of variation related examples.

b. Mini Project:

c. Other Activities (Specify):



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01MT111.2: Student will define the relationship between two or more variables

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	2
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Understand the concept of correlation SO2.2 Understand the concept of regression SO2.3 Uses of correlation and regression		Unit-2.0: Correlation Analysis and Regression Analysis [12 Hours] 2.1 Types of correlation 2.2 Degree of correlation 2.3 Graphic Method 2.4 Scatter diagram 2.5 Karl persons coefficient of correlation 2.6 Spearman's rank coefficient of correlation 2.7 Regression meaning and 2.8 significant 2.9 Regression vs. correlation 2.10 Linear regression 2.11 Regression lines 2.12 Standard error of estimate	1. Uses of correlation and regression 2. Numerical based on correlation and regression

SW-2 Suggested Sessional Work (SW):

a. Assignments:

- Numerical based on correlation and correlation.
- Numerical based on Regression analysis.
- Numerical method of studying simple correlation.

b. Mini Project:

c. Other Activities (Specify):



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01MT111.3: Student will examine a time series is a series without obvious trend or seasonal components

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	2
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Understand the concept of time series SO3.2 Understand the concept of index number SO3.3 Apply to real life		Unit-3.0: Analysis of Time series and Index number [12 Hours] 3.1 Meaning and significant 3.2 Components of time series 3.3 Models 3.4 Method of least squares 3.5 Parabolic trend 3.6 logarithmic trend 3.7 Meaning and significant of index number 3.8 Index number method 3.9 Constructing index number weighted and weighted 3.10 Chain base index number 3.11 Splicing 3.12 Deflating index number.	1. Basic concepts of time series and index number

SW-3 Suggested Sessional Work (SW):

a. Assignments:

- Numerical based on Index number.
- Writes uses of real life.
- Writes meaning of time series and index number.

b. Mini Project:

c. Other Activities (Specify):



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01MT111.4: Student will analysis and outcomes is an possible result of an experiment or trial

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	2
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Understand the concept of Probability SO4.2 Uses of Probability SO4.3 Question based on probability		Unit-4.0: Probability [13 Hours] 4.1 Meaning and need 4.2 Theorems of addition and multiplication 4.3 Conditional Probability 4.4 Bay's theorem 4.5 Example of Bay's theorem 4.6 Discrete probability 4.7 continuous probability 4.8 Probability distribution 4.9 Related examples 4.10 Meaning and characteristic 4.11 Poisson distribution 4.12 Normal distribution 4.13 Central limit theorem	1. Solve topic related examples

SW-4 Suggested Sessional Work (SW):

a. **Assignments:**

- Questions based on probability.
- Questions based on Theorem.
- Writes uses and related examples.

b. **Mini Project:**

c. **Other Activities (Specify):**



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01MT111.5: Student will analyze a hypothesis testing

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	2
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Understand the concept of Hypothesis SO5.2 Demonstrate the use of Hypothesis testing		Unit-5.0: Hypothesis testing concepts [13 Hours] 5.1 Level of significance 5.2 Process of testing 5.3 Approximation 5.4 Test of hypothesis concerning mean 5.5 Null hypothesis 5.6 Z test 5.7 T test 5.8 F test 5.9 Z test and t test related examples 5.10 Test fir Hypothesis examples 5.11 Statistical learning 5.12 Using for non-parametric statistics for hypothesis testing 5.13 Chi square test	1. Compare and analyze to Hypothesis testing

SW-5 Suggested Sessional Work (SW):

a. Assignments:

- Different types of tests.
- Writes uses and solve related examples.

b. Mini Project:

c. Other Activities (Specify):



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
01MT111.1: Student will define the concept of measure of central tendency	12	2	1	25
01MT111.2: Student will define the relationship between two or more variables	12	2	1	20
01MT111.3: Student will examine a time series is a series without obvious trend or seasonal components	12	2	1	22
01MT111.4: Student will analysis an outcomes is an possible result of an experiment or trial	13	2	1	16
01MT111.5: Student will analyze a hypothesis testing	13	2	1	17
Total Hours	62	10	5	77

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
01MT111.1	Measure of central value				
01MT111.2	Correlation Analysis and Regression Analysis				
01MT111.3	Analysis of Time series and Index number				
01MT111.4	Probability				
01MT111.5	Hypothesis testing concepts				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Business Statistics will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
6. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Statistical Methods	S.P. Gupta (S.P.)	Sultan Chand & Sons	34 th Edition
2	Statistics for management	Richard Levin & David Rubin	Prentice-Hall	-
3	Statistics for Business and Economics.	Anderson, Sweeny & Williams	South Wester	-
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 02MT111

Course Title: Business Statistics

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
01MT111.1: Student will define the concept of measure of central tendency	2	2	2	2	2	1	3	2
01MT111.2: Student will define the relationship between two or more variables	2	3	1	2	2	2	3	2
01MT111.3: Student will examine a time series is a series without obvious trend or seasonal components.	2	2	2	3	2	1	3	2
01MT111.4: Student will analysis and outcomes is a possible result of an experiment or trial	3	2	3	2	2	1	3	2
01MT111.5: Student will analyze a hypothesis testing	3	2	1	2	2	1	2	2

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	01MT111.1: Student will define the concept of measure of central tendency	SO1.1 SO1.2 SO1.3		Unit-1.0: Measure of central tendency 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.12	
POs 1,2,3,4,5,6 PSOs 1,2	01MT111.2: Student will define the relationship between two or more variables	SO2.1 SO2.2 SO2.3		Unit-2.0: Correlation Analysis 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12	
POs 1,2,3,4,5,6 PSOs 1,2	01MT111.3: Student will examine a time series is a series without obvious trend or seasonal components.	SO3.1 SO3.2 SO3.3		Unit-3.0: Time series analysis 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12	
POs 1,2,3,4,5,6 PSOs 1,2	01MT111.4: Student will analysis and outcomes is a possible result of an experiment or trial	SO4.1 SO4.2 SO4.3		Unit-4.0: Concept of probability 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13	
POs 1,2,3,4,5,6 PSOs 1,2	01MT111.5: Student will analyze a hypothesis testing	SO5.1 SO5.2 SO5.3		Unit-5.0: Hypothesis testing concepts 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13	



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Semester-I

Course Code:	03MT121
Course Title :	Ethics and corporate social responsibility
Pre-requisite:	Course assessment methods: CT & EA
Rationale:	The students studying principles and practice of management will be able to understand the application of principles of management which makes the manager more realistic, thoughtful, justifiable and free from personal bias. The decisions taken on the basis of principles of management are subject to evaluation and objective assessment.

Course Outcomes:

03MT121.1: Understand the concept of business ethics along with its practical implications.

03MT121.2: Identify the need of corporate governance in the present scenario.

03MT121.3: Describe the significance of SEBI and Board of directors in corporate governance.

03MT121.4: Discuss the role, duties and Responsibilities of Auditors in corporate governance.

03MT121.5: To develop various corporate social responsibility and practice in their professional life.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	03MT121	Ethics and corporate social responsibility	4	0	2	1	7	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MCC	03MT121	Ethics and corporate social responsibility	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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03MT121.1: Understand the concept of business ethics along with its practical implications.

Approximate Hours

Item	AppX Hrs
CI	16
LI	0
SW	1
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Understanding Business ethics: Meaning of ethics, why ethical problems occur in business SO1.2 Students will learn ethical principles and utilitarianism SO1.3 Understanding rights and duties, justice and fairness, integrity utility SO1.4 Discuss an alternative to moral principles SO1.5 Recognize worker's and employee's rights and responsibilities Compare and contrast between profit maximization and social responsibilities		Unit-1.0: Business Ethics [16 Hours] 1.1 Introduction and meaning of business ethics 1.2 Why ethical problems occur in business 1.3 Ethical principle in business 1.4 Utilitarianism 1.5 Weighing social cost and benefits 1.6 Rights and duties 1.7 Justice and fairness 1.8 ethics of care 1.9 Integrating utility 1.10 Rights, justice and caring 1.11 An alternative to moral principles 1.12 Virtue ethics, 1.13 Moral issues in business 1.14 Worker's and employee's rights 1.15 Worker's and employee's responsibilities 1.16 Profit maximization vs. social responsibility	1. Importance of business ethics 2. Pro of Utilitarianism

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** What do you understand by ethics? Discuss in detail.
- b. **Mini Project:** Discuss the types of Utilitarianism.
- c. **Other Activities (Specify):** Group discussion, presentation



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03MT121.2: Identify the need of corporate governance in the present scenario.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	1
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Understanding basic concepts of corporate governance SO2.2 Learning features of good governance SO2.3 Importance of role played by regulators to improve corporate governance SO2.4 Apply Accounting standards in corporate governance SO2.5 Concept of insider trading		Unit-2.0: Corporate governance [12 Hours] 2.1 Need to improve corporate governance 2.2 Standards, Features of good governance 2.3 Role played by regulators. 2.4 Trading 2.5 Role played by regulators to improve corporate governance, 2.6 Accounting standards 2.7 Corporate governance 2.8 Corporate disclosure 2.9 Corporate governance 2.10 Corporate governance concepts 2.11 Corporate governance need 2.12 Insider trading.	1. Significance of corporate governance 2. Traits of good governance

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Explain corporate governance and write need to improve corporate governance standard.
- b. **Mini Project:** Insider trading practices in India.
- c. **Other Activities (Specify):** Case analysis, presentation



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03MT121.3: Describe the significance of SEBI and Board of directors in corporate governance.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Formation of board and their roles SO3.2 Duties and responsibilities of Executive and Non-Executive directors SO3.3 Practical implication of SEBI clause SO3.4 Role of financial institution in enhancing corporate governance SO3.5 Critical issues in governance of board directors,		Unit-3.0: The Board [10 Hours] 3.1 The Board -Quality, 3.2 Composition and role of Board 3.3 Outside Directors on the board 3.4 (independent, nominee) 3.5 Executive director 3.6 Non-Executive director 3.7 SEBI clause 49, 3.8 directors and financial institutions in enhancing corporate governance 3.9 critical issues in governance of board directors 3.10 CEO Duality	1. Qualities of board of directors 2. Independent and nominee director

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Explain SEBI Clause 49 in detail.
- b. **Mini Project:** Difference between Executive and Non-Executive directors.
- c. **Other Activities (Specify):** Case analysis and group discussion.



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03MT121.4: Discuss the role, duties and Responsibilities of Auditors in corporate governance.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Understanding role of auditors in enhancing corporate governance SO4.2 Duties and Responsibilities of auditors SO4.3 The concept of Whistle blowing SO4.4 Discrimination, affirmative action, and reverse discrimination SO4.5 Importance of Equal employment opportunity, Affirmative action, Preferential hiring		Unit-4.0: Role of Auditor [15 Hours] 4.1 Role of auditors 4.2 Role of auditors 4.3 Role of auditors in enhancing corporate governance 4.4 Duties of auditors 4.5 duties and responsibilities of auditors, 4.6 Corporate governance 4.7 Internal auditors 4.8 Whistle blowing 4.9 Kind of Whistle blowing 4.10 Precluding the need for whistle blowing 4.11 Discrimination 4.12 Affirmative action 4.13 Affirmative action, and reverse discrimination: 4.14 Equal employment opportunity 4.15 Preferential hiring.	1. Kinds of whistle blowing 2. Equal employment opportunity

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Discuss Duties and Responsibilities of Auditors.
- b. **Mini Project:** Concept of Discrimination, affirmative action, and reverse discrimination.
- c. **Other Activities (Specify):** Case analysis and group discussion.



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03MT121.5: To develop various corporate social responsibility and practice in their professional life.

Approximate Hours

Item	AppX Hrs
CI	7
LI	0
SW	1
SL	1
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Understanding corporate social responsibilities SO5.2 Learning evolution of corporate social responsibilities SO5.3 Identifying common indicators for measuring business social performance SO5.4 Measuring social responsibility SO5.5 Preparation of annual report		Unit-5.0: Corporate social responsibility [7 Hours] 5.1 Corporate social responsibility 5.2 Meaning, and evaluation 5.3 Evolution of corporate social responsibility 5.4 Common indicators for measuring business 5.5 Common indicators for measuring business social performance 5.6 Reporting social responsibility 5.7 Measures in annual report	1. Importance of corporate social responsibility. 2. Contents of annual report

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Describe corporate social responsibility with real life examples.
- b. Mini Project:** Discuss about the various users of annual report.
- c. Other Activities (Specify):** Case analysis and group discussion.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
03MT121.1: Understand the concept of business ethics along with its practical implications	16	1	1	18
03MT121.2: Identify the need of corporate governance in the present scenario	12	1	1	14
03MT121.3: Describe the significance of SEBI and Board of directors in corporate governance	10	1	1	12
03MT121.4: Discuss the role, duties and Responsibilities of Auditors in corporate governance	15	1	1	16
03MT121.5: To develop various corporate social responsibility and practice in their professional life	7	1	1	9
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
03MT121.1	Business Ethics				
03MT121.2	Corporate governance				
03MT121.3	The Board				
03MT121.4	Role of Auditor				
03MT121.5	Corporate social responsibility				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Ethics and corporate social responsibility will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Case Method
3. Group Discussion
4. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
5. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Business ethics- concepts and cases	Manuel G Velasquez	Cases Pearson	-
2	Social issues in business	Luthans Hodgetts and Thompson	Macmillan USA	-
3	Business Ethics Pearson Education	A.C. Fernando	Pearson Education	-
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 03MT121

Course Title: Ethics and Corporate Social Responsibilities

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
03MT121.1: Understand the concept of business ethics along with its practical implications	3	2	2	2	1	2	3	3
03MT121.2: Identify the need of corporate governance in the present scenario	3	2	2	1	2	1	3	3
03MT121.3: Describe the significance of SEBI and Board of directors in corporate governance	3	1	2	2	1	2	3	3
03MT121.4: Discuss the role, duties and Responsibilities of Auditors in corporate governance	3	2	1	1	2	2	3	3
03MT121.5: To develop various corporate social responsibility and practice in their professional life	3	2	1	1	2	1	3	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	03MT121.1: Understand the concept of business ethics along with its practical implications	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Business Ethics 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.12, 1.13, 1.14, 1.15, 1.16	
POs 1,2,3,4,5,6 PSOs 1,2	03MT121.2: Identify the need of corporate governance in the present scenario	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Corporate governance 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12	
POs 1,2,3,4,5,6 PSOs 1,2	03MT121.3: Describe the significance of SEBI and Board of directors in corporate governance	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: The Board 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10	
POs 1,2,3,4,5,6 PSOs 1,2	03MT121.4: Discuss the role, duties and Responsibilities of Auditors in corporate governance	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Role of Auditor 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14	
POs 1,2,3,4,5,6 PSOs 1,2	03MT121.5: To develop various corporate social responsibility and practice in their professional life	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Corporate social responsibility 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7	



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Semester-I

Course Code:	03MT122
Course Title :	India's Diversity and Business
Pre-requisite:	Student should have basic knowledge of Indian diversity; India's diversity is a complex and multifaceted aspect that plays a significant role in shaping its business landscape. to understand and navigate the business environment in India
Rationale:	The students studying will able to understand India's diversity & business lies in the fact that India is a melting pot of various cultures, languages, traditions, and lifestyles. This diversity presents both challenges and opportunities for businesses operating in the country.

Course Outcomes:

03MT122.1: Gain insights into the diverse cultural nuances that exist across different states and regions in India.

03MT122.2: Explain the various dimensions of social diversity, including but not limited to race, ethnicity, gender, age, socioeconomic status, religion, sexual orientation, and ability.

03MT122.3: Explore the wide range of occupations and professions existing in different sectors, including agriculture, industry, services, and the informal economy.

03MT122.4: Analyze the resilience and adaptive strategies for communities facing ongoing or emerging social challenges.

03MT122.5: Create range of knowledge, skills, and attitudes to navigate the diverse cultural, social, and economic landscape of India.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	03MT122	India's Diversity and Business	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,



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C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MCC	03MT122	India's Diversity and Business	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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03MT122.1: Gain insights into the diverse cultural nuances that exist across different states and regions in India.

Approximate Hours

Item	AppX Hrs
CI	18
LI	0
SW	1
SL	1
Total	20

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Recognize and recall key facts about India's diversity, including its geographical, cultural, linguistic, and religious diversity SO1.2 Explain the significance of diversity in India, understanding how historical, cultural, and geographical factors have contributed to the country's rich and varied tapestry SO1.3 Apply knowledge of India's diversity to identify and analyze specific examples of diverse cultural practices, traditions, languages, and lifestyles across different regions SO1.4 Break down and analyze the impact of diversity on various aspects of Indian society, such as social interactions, economic activities, and governance structures SO1.5 Assess the challenges and opportunities arising from India's diversity, considering how it influences social cohesion, economic development, and political dynamics		Unit-1.0: India's Diversity [18 Hours] 1.1 Recognizing 1.2 Accommodating 1.3 Valuing diversity 1.4 Challenges 1.5 Dilemmas-posed-by diversity 1.6 Drive for-homogenization 1.7 Sources of dilemma and tension 1.8 Sources of immigration 1.9 Competition for limited resources 1.10 Regional bases of India's diversity 1.11 Regional approach to understanding diversity 1.12 In terms of India's topography, 1.13 Drainage, 1.14 Soil 1.15 Climate, 1.16 Vegetation, 1.17 Rural settlements System 1.18 Urban Settlement Systems	1. Valuing diversity 2. Sources of dilemma and tension 3. Sources of immigration

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Dilemmas-posed-by diversity.
- b. **Mini Project:** Regional bases of India's diversity.
- c. **Other Activities (Specify):** Class presentation.



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03MT122.2: Explain the various dimensions of social diversity, including but not limited to race, ethnicity, gender, age, socioeconomic status, religion, sexual orientation, and ability

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	1
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Define key terms related to social diversity in India, such as caste, religion, ethnicity, language, and regional differences SO2.2 Explain the significance of social diversity in the context of India's history, culture, and identity SO2.3 Apply knowledge of social diversity to propose strategies for promoting inclusivity and reducing social disparities in specific contexts SO2.4 Analyze case studies illustrating instances of social diversity and its implications in different regions of India SO2.5 Evaluate the role of policies and initiatives in addressing or exacerbating social diversity challenges		Unit-2.0: Social diversity in India [12 Hours] 2.1 Introduction 2.2 Peopling 2.3 Demography 2.4 Languages, 2.5 Castes 2.6 Ethnicity 2.7 Religions 2.8 Sects 2.9 Family 2.10 Kinship 2.11 Social institutions 2.12 Socio-cultural regions	1. Social diversity in India 2. Demography 3. Ethnicity

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Socio-cultural regions.
- b. **Mini Project:** Social institutions.
- c. **Other Activities (Specify):** PPT Presentation, Group Discussion.



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03MT122.3: Explore the wide range of occupations and professions existing in different sectors, including agriculture, industry, services, and the informal economy.

Approximate Hours

Item	AppX Hrs
CI	16
LI	0
SW	1
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Define key terms related to livelihood and occupational diversity, such as livelihood, occupation, diversity, and related concepts SO3.2 Explain the significance of livelihoods in sustaining individuals and communities SO3.3 Demonstrate the ability to apply theoretical concepts of livelihoods to real-world scenarios SO3.4 Analyze case studies to identify the impact of occupational diversity on economic development in different regions SO3.5 Evaluate the impact of globalization on livelihoods and occupational patterns		Unit-3.0: Livelihood and Occupational Diversity [16 Hours] 3.1 Introduction 3.2 People 3.3 Livelihood 3.4 Occupational Diversity 3.5 Traditional livelihoods 3.6 Traditional livelihoods-Nature 3.7 Agriculture 3.8 Crafts 3.9 Industry 3.10 Service 3.11 Region 3.12 Occupation 3.13 Employment 3.14 Merits 3.15 Demerits 3.16 Significance	1. Occupational Diversity 2. Traditional livelihoods 3. Agriculture

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Traditional livelihoods-Nature.
- b. **Mini Project:** Occupational Diversity.
- c. **Other Activities (Specify):** Class presentation.



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03MT122.4: Analyze the resilience and adaptive strategies for communities facing ongoing or emerging social challenges

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Define key socio-economic challenges in India SO4.2 Explain the root causes of socio-economic challenges in India SO4.3 Analyze how government policies have impacted socio-economic conditions SO4.4 Evaluate the effectiveness of existing programs and initiatives SO4.5 Examine the relationship between economic growth and social development in India		Unit-4.0: India's Socio-economic challenges [10 Hours] 4.1 Introduction to India's Socio-economic challenges 4.2 Features of India's Socio-economic challenges 4.3 Significance of India's Socio-economic challenges 4.4 Merits of India's Socio-economic challenges 4.5 Demerits India's Socio-economic challenges 4.6 Linkages between Diversity and India's Socio-economic challenges 4.7 Regional variations in terms of geographic socio-economic factors- trends 4.8 Emerging options 4.9 Food insecurity, economic inequalities and poverty 4.10 Environmental degradation and sustainable development.	1. Features of India's Socio-economic challenges 2. Linkages between Diversity and India's Socio-economic challenges 3. Regional variations in terms of geographic socio-economic factors 4. socio-economic factors

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Environmental degradation.
- b. **Mini Project:** Food insecurity, economic inequalities and poverty.
- c. **Other Activities (Specify):** Class presentation



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03MT122.5: Create range of knowledge, skills, and attitudes to navigate the diverse cultural, social, and economic landscape of India.

Approximate Hours

Item	AppX Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Define key terms related to diversity in the business context SO5.2 Explain the importance of diversity in fostering innovation and creativity within a business SO5.3 Apply diversity and inclusion principles to hypothetical workplace scenarios SO5.4 Analyze case studies highlighting challenges and solutions related to diversity in specific business contexts SO5.5 Evaluate the potential consequences of not prioritizing diversity in a business environment		Unit-5.0: Diversity and Business [4 Hours] 5.1 Indian Consumers and marketing; Rural and Urban context 5.2 Diversity, manufacturing, industry and services 5.3 Diversity and Innovation 5.4 Workforce diversity and management	1. Indian Consumers and marketing; Rural and Urban context 2. Diversity, manufacturing, industry and services 3. Diversity and Innovation

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Indian Consumers and marketing; Rural and Urban context.
- b. Mini Project:** Workforce diversity and management.
- c. Other Activities (Specify):** Class Presentation.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
03MT122.1: Gain insights into the diverse cultural nuances that exist across different states and regions in India	18	1	1	20
03MT122.2: Explain the various dimensions of social diversity, including but not limited to race, ethnicity, gender, age, socioeconomic status, religion, sexual orientation, and ability	12	1	1	14
03MT122.3: Explore the wide range of occupations and professions existing in different sectors, including agriculture, industry, services, and the informal economy	16	1	1	18
03MT122.4: Analyze the resilience and adaptive strategies for communities facing ongoing or emerging social challenges	10	1	1	12
03MT122.5: Create range of knowledge, skills, and attitudes to navigate the diverse cultural, social, and economic landscape of India	4	1	1	6
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
03MT122.1	India's Diversity				
03MT122.2	Social diversity in India				
03MT122.3	Livelihood and Occupational Diversity				
03MT122.4	India's Socio-economic challenges				
03MT122.5	Diversity and Business				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for India's Diversity and Business will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	India and Indian Regions: A Critical Overview	Bhatt, B. L	Cornell	1980
2	Unity in Indian Diversity	Bose NK	Popular Prakashan	1969
3	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 03MT122

Course Title: India's Diversity and Business

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
03MT122.1: Gain insights into the diverse cultural nuances that exist across different states and regions in India	3	1	1	1	1	1	2	2
03MT122.2: Explain the various dimensions of social diversity, including but not limited to race, ethnicity, gender, age, socioeconomic status, religion, sexual orientation, and ability	1	1	3	2	2	2	3	1
03MT122.3: Explore the wide range of occupations and professions existing in different sectors, including agriculture, industry, services, and the informal economy	2	1	3	1	1	1	3	1



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03MT122.4: Analyze the resilience and adaptive strategies for communities facing ongoing or emerging social challenges	1	1	1	3	1	1	3	2
03MT122.5: Create range of knowledge, skills, and attitudes to navigate the diverse cultural, social, and economic landscape of India	2	1	1	1	1	1	1	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	03MT122.1: Gain insights into the diverse cultural nuances that exist across different states and regions in India	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: India's Diversity 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18	
POs 1,2,3,4,5,6 PSOs 1,2	03MT122.2: Explain the various dimensions of social diversity, including but not limited to race, ethnicity, gender, age, socioeconomic status, religion, sexual orientation, and ability	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Social diversity in India 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12	
POs 1,2,3,4,5,6 PSOs 1,2	03MT122.3: Explore the wide range of occupations and professions existing in different sectors, including agriculture, industry, services, and the informal economy	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Livelihood and Occupational Diversity 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.14, 3.15, 3.16	
POs 1,2,3,4,5,6 PSOs 1,2	03MT122.4: Analyze the resilience and adaptive strategies for communities facing ongoing or emerging social challenges	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: India's Socio-economic challenges 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10	
POs 1,2,3,4,5,6 PSOs 1,2	03MT122.5: Create range of knowledge, skills, and attitudes to navigate the diverse cultural, social, and economic landscape of India	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Diversity and Business 5.1, 5.2, 5.3, 5.4	



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Semester-I

Course Code:	0SDG01
Course Title :	Sustainable Development Goals (SDGs)
Pre-requisite:	Student should have basic knowledge of Environment, Natural resources, Climate change and sustainability
Rationale:	To inculcate the knowledge base on sustainable development with a view to balance our economic, environmental and social needs, allowing prosperity for now and future generations. To train students to undertake major initiatives in the efficient management of natural resources and the prevention of environmental pollution with focus on Sustainable Development. To use environmental management tools that help to improve the quality of environment, to assess local vulnerabilities with respect to climate, natural disasters and to achieve sustainable developmental needs.

Course Outcomes:

0SDG01.1: Examine critically the 17 newly minted UN Sustainable Development Goals and understand the historical evolution, key theories, and concepts of sustainable development.

0SDG01.2: Identify and apply methods for assessing the achievement of sustainable development and discover the science, technology, economics, and politics underlying the concepts of sustainability.

0SDG01.3: Understand the implications of overuse of resources, population growth and economic growth and sustainability and explore the challenges the society faces in making transition to renewable resource use.

0SDG01.4: Develop skills to understand attitudes on individuals, society and their role regarding causes and solutions in the field of sustainable development and apply critical thinking skills to evaluate the quality, credibility and limitations of an argument for solution.

0SDG01.5: Describe the steps of the design thinking methodology and how design thinking can accelerate effective SDG implementation. Deepen knowledge and pedagogical tools to incorporate values-based education for sustainable development in educational programmes and processes.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
SDG	0SDG01	Sustainable Development Goals (SDGs)	2	0	1	1	4	2



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Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
SDG	0SDG01	Sustainable Development Goals (SDGs)	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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0SDG01.1: Examine critically the 17 newly minted UN Sustainable Development Goals and understand the historical evolution, key theories, and concepts of sustainable development.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Understand about Sustainable Development SO1.2 Understand the Need and Importance of SDGs SO1.3 Understand the historical evolution of SDGs SO1.4 Gain knowledge of SDGs Different goals and their importance SO1.5 Explain the Challenges & strategies of attaining SDGs in countries		Unit-1.0: Introduction to Sustainable Development [6 Hours] 1.1 Need and Importance of Sustainable Development 1.2 Historical & Policy perspectives of Sustainable Development 1.3 Sustainable Development: World and India Perspective 1.4 Introduction to 17 SDGs 1.5 Specific learning objectives for different SDGs 1.6 Challenges & strategies of attaining SDGs in developed and developing nations	1. Different SDG goals details and its importance

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Overview of SDGs, Sustainable Consumption and Production, Details of 17 SDGs.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Note down the different challenges in our state and district to achieve SDG



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0SDG01.2: Identify and apply methods for assessing the achievement of sustainable development and discover the science, technology, economics, and politics underlying the concepts of sustainability and measuring.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Explain Sustainable Development SO2.2 Understand the NEP-2020 and SDG SO2.3 Discuss higher Education role to achieve SDGs SO2.4 Explain how education for Sustainable Development SO2.5 Explain the measuring techniques for Sustainability		Unit-2.0: Special focus on SDG 4- Quality Education and Lifelong Learning: [6 Hours] 2.1 Focus of NEP-2020 on SDG 2.2 Education for Sustainable Development (ESD) 2.3 Berlin Declaration 2021 on ESD 2.4 Integration of ESD in curriculum and textbooks 2.5 Tools, Systems, and Innovation for Sustainability 2.6 Measuring Sustainability: How do we measure sustainability	1. NEP2020 objectives and concept for SDGs 2. Concept, Tools and techniques for measuring sustainability

SW-2 Suggested Sessional Work (SW):

- a. Assignments:** Education role to achieve SDGs, The role of education in Sustainable Development, Measuring techniques of sustainability, Sustainability Indicators.
- b. Mini Project:**
- c. Other Activities (Specify):** Seminar and group discussion on ESD and measuring sustainability Millennium Development Goals (MDGs).



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0SDG01.3: Understand the implications of overuse of resources, population growth and economic growth and sustainability and explore the challenges the society faces in making transition to renewable resource use.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Understand current economic issues in the context of the global sustainable development debate SO3.2 Outline of health, hygiene and water sanitation issues SO3.3 Discuss the renewable energy resources and its importance in present scenario SO3.4 Explain the importance of sustainable production and consumption SO3.5 Explain the problems and solution in rural and urban areas		Unit-3.0: Understanding the SDGs [6 Hours] 3.1 Circular economy (basic model of reuse, recycle, and reduce) 3.2 Rural & urban Problems & Challenges 3.3 Sustainable production and consumption 3.4 Renewable energy 3.5 Health & Hygiene, water , sanitation & water management 3.6 Waste Management	1. Water treatment and management practices 2. Non-renewable energy resources

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Eco-friendly energy resources importance, types of waste and its management, Urban Problems & Challenges.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Visit of waste water treatment plant, Visit of water treatment process.



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OSDG01.4: Develop skills to understand attitudes on individuals, society and their role regarding causes and solutions in the field of sustainable development and apply critical thinking skills to evaluate the quality, credibility and limitations of an argument for solution.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Understand environmental sustainability is crucial in reducing the impacts of climate change SO4.2 Discuss causes of emission of GHGs and its consequences SO4.3 Explain how climate change and sustainable development both play a role in shaping the human and environmental factors of the world SO4.4 Explain the importance of sustainable production and consumption SO4.5 Climate change is disrupting national economies and affecting lives and livelihoods, especially for the most vulnerable and its mitigation		Unit-4.0: Climate Change, Energy and Sustainable Development [6 Hours] 4.1 The greenhouse effect: Causes and Consequences 4.2 Climate Change: A Threat to Sustainable Development 4.3 Adaptation to Current and Future Climate Regimes 4.4 The consequences: crop failure 4.5 Solutions technology and lifestyle changes 4.6 Mitigating Climate Change	1. Agreement on Climate Change, Trade, and Sustainability Carbon Credit, carbon trading Kyoto Protocol

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Urban Sustainability and Climate Change, Sustainable Development Policies, Agreement on Climate Change, Trade and Sustainability, Resilient cities – What makes a city sustainable, green, and resilient.
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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0SDG01.5: Describe the steps of the design thinking methodology and how design thinking can accelerate effective SDG implementation. Deepen knowledge and pedagogical tools to incorporate values-based education for sustainable development in educational programmes and processes.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Understand the relevance and the concept of sustainability and the global initiatives in this direction SO4.2 Understand role of Corporations and Ecological Sustainability SO4.3 Explain role of CSR in Sustainability SO4.4 Understand the SD challenge for companies, their responsibility and their potentials for action SO4.5 Discuss the role of world government for world justice and peace		Unit-5.0: Sustainable Business Practices [6 Hours] 5.1 Corporate Social Responsibility 5.2 Sustainable products and services 5.3 Business and Environment 5.4 Corporations and Ecological Sustainability 5.5 Life Cycle Assessment: - LCA Overview and Application 5.6 World peace and justice: - United nations goals for peace and justice - World Government for peace	1. Local to the Global: Can Sustainable Development Work

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** Consumption Patterns and Lifestyles, Company Perspectives for Environmental Sustainability, an Introduction to Economic Growth.
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
0SDG01.1: Examine critically the 17 newly minted UN Sustainable Development Goals and understand the historical evolution, key theories, and concepts of sustainable development	6	1	1	8
0SDG01.2: Identify and apply methods for assessing the achievement of sustainable development and discover the science, technology, economics, and politics underlying the concepts of sustainability	6	1	1	8
0SDG01.3: Understand the implications of overuse of resources, population growth and economic growth and sustainability and explore the challenges the society faces in making transition to renewable resource use	6	1	1	8
0SDG01.4: Develop skills to understand attitudes on individuals, society and their role regarding causes and solutions in the field of sustainable development and apply critical thinking skills to evaluate the quality, credibility and limitations of an argument for solution	6	1	1	8
0SDG01.5: Describe the steps of the design thinking methodology and how design thinking can accelerate effective SDG implementation. Deepen knowledge and pedagogical tools to incorporate values-based education for sustainable development in educational programmes and processes	6	1	1	8
Total Hours	30	5	5	40

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
0SDG01.1	Introduction to Sustainable Development	3	1	1	5
0SDG01.2	Special focus on SDG 4-Quality Education and Lifelong Learning	2	6	2	10
0SDG01.3	Understanding the SDGs	3	7	5	15
0SDG01.4	Climate Change, Energy and Sustainable Development	-	10	5	15
0SDG01.5	Sustainable Business Practices	3	2	-	5
Total		11	26	13	50

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Sustainable Development Goals will be held with written examination of 50 marks.



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Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Case Method
3. Group Discussion
4. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	The Economics of Sustainable Development: The Case of India (Natural Resource Management and Policy)	Surender Kumar and Shunsuke Managi	Springer Switzerland	2009
2	Corporate Social Responsibility in Developing and Emerging Markets	Onyeka Osuji	Cambridge	New Edition June 2022
3	Smart Cities for Sustainable Development	Ram Kumar Mishra, Ch Lakshmi Kumari, Sandeep Chachra, P.S. Janaki Krishna	Springer Switzerland	March 2022
4	Sustainable Development: Linking Economy, Society, Environment	Tracey Strange and Anne Bayley	-	-
5	Management Of Resources For Sustainable Devpt	Sushma Goyal	The Orient Blackswan	2016
6	Energy, Environment and Sustainable Development: Issues and Policies	S. Ramaswamy Sathis G. Kumar	Regal Publications	2009
7	The New Map: Energy, Climate, and the Clash of Nations	Daniel Yergin	Penguin Press	September 2015
8	Contributions of Education for Sustainable Development (ESD) to Quality Education:	Laurie, R., Nonoyama-Tarumi, Y., Mckeown, R., & Hopkins, C.	A Synthesis of Research. Journal of Education for Sustainable Development, 10(2), 226–242.	2016
9	Sustainable Results in Development: Using the SDGs for Shared Results and Impact	OECD	OECD Publishing, Paris	2019
10	Development Discourse and	Ziai, Aram	Routledge, London &	2016



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	Global History from colonialism to the sustainable development goals		New York	
11	Sustainable Development Goals An Indian Perspective,	Hazra, Somnath., Bhukta, Anindya	Springer Switzerland	2020
12	Environmental Ecology, Biodiversity and Climate Change	HM Saxena	Rawat Publication	January 2021
13	https://www.un.org/sustainabledevelopment/			
14	https://www.aiu.ac.in/documents/AIU_Publications/UN-SDGgoals			
15	https://www.unesco.org/en/education-sustainable-development			
16	https://onlinecourses.nptel.ac.in/noc23_hs57/preview			
17	https://www.iau-hesd.net/news/5180-berlin-declaration-education-sustainable-development-adopted-unesco-esd-conference-17-19			
18	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

1. Professor G.C. Mishra, Director Cement Technology, AKS University, Satna
2. Professor Kamlesh Choure, Head Department of Biotechnology AKS University, Satna
3. Professor Mahendra Kumar Tiwari, Head Department of Environmental Science, AKS University, Satna

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: OSDG01

Course Title: Sustainable Development Goals (SDGs)

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
OSDG01.1: Examine critically the 17 newly minted UN Sustainable Development Goals and understand the historical evolution, key theories, and concepts of sustainable development	3	2	2	2	1	2	3	3
OSDG01.2: Identify and apply methods for assessing the achievement of sustainable development and discover the science, technology, economics, and politics underlying the concepts of sustainability	3	2	2	1	2	1	3	3
OSDG01.3: Understand the implications of overuse of resources, population growth and economic growth and sustainability and explore the challenges the society faces in making transition to renewable resource use	3	1	2	2	1	2	3	3



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0SDG01.4: Develop skills to understand attitudes on individuals, society and their role regarding causes and solutions in the field of sustainable development and apply critical thinking skills to evaluate the quality, credibility and limitations of an argument for solution	3	2	1	1	2	2	3	3
0SDG01.5: Describe the steps of the design thinking methodology and how design thinking can accelerate effective SDG implementation. Deepen knowledge and pedagogical tools to incorporate values-based education for sustainable development in educational programmes and processes	3	2	1	1	2	1	3	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	0SDG01.1: Examine critically the 17 newly minted UN Sustainable Development Goals and understand the historical evolution, key theories, and concepts of sustainable development	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Introduction to Sustainable Development 1.1, 1.2, 1.3, 1.4, 1.5, 1.6	
POs 1,2,3,4,5,6 PSOs 1,2	0SDG01.2: Identify and apply methods for assessing the achievement of sustainable development and discover the science, technology, economics, and politics underlying the concepts of sustainability	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Special focus on SDG 4-Quality Education and Lifelong Learning 2.1, 2.2, 2.3, 2.4, 2.5, 2.6	
POs 1,2,3,4,5,6 PSOs 1,2	0SDG01.3: Understand the implications of overuse of resources, population growth and economic growth and sustainability and explore the challenges the society faces in making transition to renewable resource use	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Understanding the SDGs 3.1, 3.2, 3.3, 3.4, 3.5, 3.6	
POs 1,2,3,4,5,6 PSOs 1,2	0SDG01.4: Develop skills to understand attitudes on individuals, society and their role regarding causes and solutions in the field of sustainable development and apply critical thinking skills to evaluate the quality, credibility and limitations of an argument for solution	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Climate Change, Energy and Sustainable Development 4.1, 4.2, 4.3, 4.4, 4.5, 4.6	
POs 1,2,3,4,5,6 PSOs 1,2	0SDG01.5: Describe the steps of the design thinking methodology and how design thinking can accelerate effective SDG implementation. Deepen knowledge and pedagogical tools to incorporate values-based education for sustainable development in educational programmes and processes	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Sustainable Business Practices 5.1, 5.2, 5.3, 5.4, 5.5, 5.6	



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Semester-I

Course Code:	0SSD02
Course Title :	Communication Skill
Pre-requisite:	Students should have basic knowledge of presenting themselves, their thoughts and ideas
Rationale:	Communication skill will make a student versatile and confident enough to portray his/her skills. Students will be able to groom their personality with multiple traits. Students will be able to crack any interview, will be able to actively participate in any group discuss.

Course Outcomes:

0SSD02.1: Building up of confidence and presentation skill.

0SSD02.2: Students will be able to exhibit group discussion and interview skills.

0SSD02.3: Students will be able to communicate effectively in Hindi and English languages without hindrances.

0SSD02.4: Students will be able to understand the concept of basic grammar.

0SSD02.5: The study of Dramas and Poems written by Indian Writers.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
SSD	0SSD02	Communication Skill	2	0	1	1	4	2

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
SSD	0SSD02	Communication Skill	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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0SSD02.1: Building up of confidence and presentation skill.

Approximate Hours

Item	AppX Hrs
CI	8
LI	0
SW	0
SL	1
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Students will be able to introduce themselves SO1.2 Understand the concept of Oral Presentation SO1.3 Students will be able to dress and present effectively SO1.4 Understand the importance of Body Language SO1.5 Students will be able to influence mass through skit and dramas		Unit-1.0: Self-grooming, Basic Etiquettes and Presentation Skill [8 Hours] 1.1 Self-introduction 1.2 Oral Presentation on The importance of Education 1.3 The importance of English in Today's World 1.4 Necessity of uniforms in a college 1.5 Professional dressing and grooming etiquettes. 1.6 Body Language tips and techniques. 1.7 Role play was conducted on following topics: Classroom interaction 1.8 Role play on Hospital Scene and Scene at Railway Station	1. Prepare on the given topics 2. Prepare a play on the given topics

SW-1 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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0SSD02.2: Students will be able to exhibit group discussion and interview skills.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Understand the techniques of Group Discussion SO2.2 Understand the concept of Debate SO2.3 Students present their prepared debate SO2.4 Students will actively participate in group discussion SO2.5 Students will be able to prepare themselves for interview		Unit-2.0: Confidence building skills, Interview Skills and Resume Writing [6 Hours] 2.1 Group Discussion on impact of covid 19 on mental health 2.2 Discussion on impact of social media on lives, pros and cons of technology 2.3 Debate 2.4 Presentation of prepared debate speeches 2.5 Interviews and their Kinds (Mock Interview Session) 2.6 Resume Writing	1. Prepare debate on given topics 2. Prepare for mock interview

SW-2 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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0SSD02.3: Students will be able to communicate effectively in Hindi and English languages without hindrances.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Students will understand the value of speech SO3.2 Students will be able to host different programmes SO3.3 Students will be able to think and speak instantaneously SO3.4 To make them understand the inquiry procedure at public places SO3.5 Students will learn effective interaction skill		Unit-3.0: Public Speaking Skills& Conversational Skills [6 Hours] 3.1 Speech /Anchoring 3.2 Types of Speech 3.3 National Science Day speech , Valedictory Speech, Patriotic speech, 3.4 Extempore 3.5 Pros and Cons of Online teaching, Environment Conservation and Education of a Girl Child) 3.6 Conversational Topics (Inquiry at bank, Airport, Station and Hospitals)	

SW-3 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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0SSD02.4: Students will be able to understand the concept of basic grammar.

Approximate Hours

Item	AppX Hrs
CI	7
LI	0
SW	1
SL	0
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Understanding about the use of Prepositions SO4.2 Students will be able to understand the usage of Tenses SO4.3 Understand the concept of Active and Passive Voice SO4.4 To understand the usage of Modals SO4.5 Use of correct grammar in day to day conversation		Unit-4.0: Functional Grammar and Vocabulary Building [7 Hours] 4.1 Prepositions (Place, Time and Direction), 4.2 Usage of preposition. 4.3 Tenses (Present, Past and Future), 4.4 Usage of tenses in day to day life 4.5 Voice (Active and Passive) 4.6 Usage of active and passive voice. 4.7 Modals	

SW-4 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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0SSD02.5: The study of Dramas and Poems written by Indian Writers.

Approximate Hours

Item	AppX Hrs
CI	3
LI	0
SW	1
SL	1
Total	5

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Students will be able to understand the value of Indian Literature SO5.2 Students will be able to analyse the work of Indian Writers SO5.3 Students will relate with the power of perspective and accountability SO5.4 Students become acquainted with the power of unity SO5.5 Students understand the importance of choices and its impact on life		Unit-5.0: Indian Writing in English & Hindi [3 Hours] 5.1 The Axe- R.K. Narayan 5.2 The Night of the Scorpion- Nissim Ezekiel 5.3 The Portrait of a Lady - Khushwant Singh	

SW-5 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
0SSD02.1: Building up of confidence and presentation skill	8	1	1	10
0SSD02.2: Students will be able to exhibit group discussion and interview skills	6	1	1	8
0SSD02.3: Students will be able to communicate effectively in Hindi and English languages without hindrances	6	1	1	8
0SSD02.4: Students will be able to understand the concept of basic grammar	7	1	0	8
0SSD02.5: The study of Dramas and Poems written by Indian Writers	3	1	1	5
Total Hours	30	5	4	39

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
0SSD02.1	Self-grooming, Basic Etiquettes and Presentation Skill				
0SSD02.2	Confidence building skills, Interview Skills and Resume Writing				
0SSD02.3	Public Speaking Skills& Conversational Skills				
0SSD02.4	Functional Grammar and Vocabulary Building				
0SSD02.5	Indian Writing in English& Hindi				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for communication skills will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Communication Skills	Dr. Meenu Pandey	Nirali Praksahan	2019
2	English Conversation Practice Tata	Grant Taylor	Practice Tata McGraw Hill Education Private Limited.	2022
3	English Conversation Practice Tata	Dr. Meenu Pandey	Nirali Praksahan	2022
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 0SSD02

Course Title: Communication Skill

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
0SSD02.1: Building up of confidence and presentation skill	2	2	1	1	3	2	2	3
0SSD02.2: Students will be able to exhibit group discussion and interview skills	2	2	2	1	3	2	2	3
0SSD02.3: Students will be able to communicate effectively in Hindi and English languages without hindrances	2	3	2	1	3	2	2	3
0SSD02.4: Students will be able to understand the concept of basic grammar	1	1	1	1	1	1	1	1
0SSD02.5: The study of Dramas and Poems written by Indian Writers	1	2	2	1	2	2	1	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	0SSD02.1: Building up of confidence and presentation skill	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Self-grooming, Basic Etiquettes and Presentation Skill 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8	
POs 1,2,3,4,5,6 PSOs 1,2	0SSD02.2: Students will be able to exhibit group discussion and interview skills	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Confidence building skills, Interview Skills and Resume Writing 2.1, 2.2, 2.3, 2.4, 2.5, 2.6	
POs 1,2,3,4,5,6 PSOs 1,2	0SSD02.3: Students will be able to communicate effectively in Hindi and English languages without hindrances	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Public Speaking Skills & Conversational Skills 3.1, 3.2, 3.3, 3.4, 3.5, 3.6	
POs 1,2,3,4,5,6 PSOs 1,2	0SSD02.4: Students will be able to understand the concept of basic grammar	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Functional Grammar and Vocabulary Building 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7	
POs 1,2,3,4,5,6 PSOs 1,2	0SSD02.5: The study of Dramas and Poems written by Indian Writers	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Indian Writing in English & Hindi 5.1, 5.2, 5.3	



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Semester-II

Course Code:	01MT201
Course Title :	Business Accounting
Pre-requisite:	Student should have basic knowledge of Accounting Knowledge, Financial Analysis Skills, Ratio analysis, Bank Reconciliation Statement and Depreciation.
Rationale:	The students studying will able to understand accounting lies in its ability to provide relevant, accurate, and timely financial information, enabling managers to make informed decisions, allocate resources effectively, comply with legal requirements, and contribute to the overall success and sustainability of the organization.

Course Outcomes:

- 01MT201.1:** Define basic accounting terms and principles.
- 01MT201.2:** Explain the purpose of financial statements and their interrelationships.
- 01MT201.3:** Apply accounting principles to solve practical business problems.
- 01MT201.4:** Analyze the impact of financial decisions on a company's overall performance.
- 01MT201.5:** Assess the effectiveness of different accounting methods in specific business scenarios.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
FIN	01MT201	Business Accounting	6	0	1	1	8	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
FIN	01MT201	Business Accounting	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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01MT201.1: Define basic accounting terms and principles.

Approximate Hours

Item	AppX Hrs
CI	23
LI	0
SW	1
SL	1
Total	25

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Define key accounting terms such as assets, liabilities, revenue, and expenses SO1.2 Interpret the significance of financial transactions and their impact on the accounting equation SO1.3 Apply the accounting equation to analyze simple business transactions SO1.4 Analyze how different accounting principles are applied in various business scenarios SO1.5 Assess the accuracy and reliability of financial information		Unit-1.0: Introduction to Financial Accounting [23 Hours] 1.1 Introduction to Financial Accounting 1.2 Accounting as an Information System 1.3 Importance of Financial Accounting 1.4 Scope of Financial Accounting 1.5 Limitations of Financial Accounting 1.6 Users of Accounting Information 1.7 Generally Accepted Accounting Principles (GAAP) 1.8 Nature of Accounts 1.9 Rules of Debit and Credit 1.10 Modern rules of accounting 1.11 Type of books of accounts 1.12 Journal Entries of Personal accounts 1.13 Journal Entries of Real accounts 1.14 Journal Entries of Nominal accounts 1.15 Introduction of ledger 1.16 Format of ledger 1.17 Preparation of ledger 1.18 Numericals of ledger 1.19 Introduction of Trial Balance 1.20 Format of Trial balance 1.21 Method of Trial Balance 1.22 Numericals of trial balance 1.23 Numericals of incorrect trial balance	1. Practice of Journal Entries 2. Practice of Ledger 3. Practice of Trial Balance

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** What is accounting? Outline the need, types and accounting rules of accounts.
- b. **Mini Project:** Diagram of Types of Accounting.
- c. **Other Activities (Specify):** Class presentation on rules of accounting.



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01MT201.2: Explain the purpose of financial statements and their interrelationships.

Approximate Hours

Item	AppX Hrs
CI	21
LI	0
SW	1
SL	1
Total	23

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Define key terms related to International Financial Reporting Standards (IFRS) SO2.2 Summarize the key differences between IFRS and local Generally Accepted Accounting Principles (GAAP) SO2.3 Illustrate how specific transactions are accounted for under IFRS SO2.4 Analyze financial statements prepared under IFRS to assess the financial health of an organization SO2.5 Evaluate the ethical implications of financial reporting decisions under IFRS		Unit-2.0: Introduction to International Financial Reporting Standards (IFRS) [21 Hours] 2.1 Introduction to International Financial Reporting Standards (IFRS) 2.2 Understanding Accounting Standards 2.3 ICAI related Disclosure of Accounting Standards 2.4 Policies 2.5 Introduction of depreciation 2.6 Method of depreciation 2.7 Uses of depreciation 2.8 Introduction of straight line method 2.9 Formula of straight line method 2.10 Numericals of straight line method 2.11 Introduction of written down method 2.12 Formula of written down method 2.13 Numericals of written down method 2.14 Introduction of Bank Reconciliation Statements 2.15 Format of BRS 2.16 Uses of BRS 2.17 BRS as per Debit balance of pass Book 2.18 BRS as per Credit balance of pass Book 2.19 BRS as per Debit balance of Cash Book 2.20 BRS as per Credit balance of Cash Book 2.21 Numericals of BRS	1. Practice of Depreciation 2. Practice of Bank Reconciliation Statement

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** What is Bank Reconciliation Statement? Explain its significance.
- b. **Mini Project:** Prepare IFRS Report.
- c. **Other Activities (Specify):** Class Test-1



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01MT201.3: Apply accounting principles to solve practical business problems.

Approximate Hours

Item	AppX Hrs
CI	25
LI	0
SW	1
SL	1
Total	27

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Define key accounting terms used in financial statements SO3.2 Explain the purpose of financial statements SO3.3 Apply accounting principles to record transactions accurately SO3.4 Analyze financial statements to assess the financial health of a company SO3.5 Create pro forma financial statements based on different scenarios		Unit-3.0: Preparation of Financial Statements [25 Hours] 3.1 Introduction of Financial statements 3.2 Preparation of Financial Statements 3.3 Introduction of Trading A/c 3.4 Preparing Trading A/c 3.5 Format of Trading A/c 3.6 Numerical of Trading A/c 3.7 Introduction of P&L A/c 3.8 Preparing P&L A/c 3.9 Format of P&L A/c 3.10 Numerical of P&L A/c 3.11 Introduction of Balance Sheet 3.12 Preparing Balance Sheet 3.13 Format of Balance Sheet 3.14 Numerical of Balance Sheet 3.15 Introduction Various types of Adjustments 3.16 Journal entries of Adjustments 3.17 Numericals of Adjustments 3.18 Introduction of Royalty A/c 3.19 Accounting record in the book of lease 3.20 Accounting record in the book of landlord 3.21 Format of Analytical table 3.22 Numericals of Royalty 3.23 Preparation Landlord A/c 3.24 Preparation Royalty A/c 3.25 Preparation Short working A/c	1. Practice of Final Accounts Numericals 2. Practices of Royalty Numericals

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** What do you understand by Royalty Accounts?
- b. **Mini Project:** Prepare format of Final Accounts: Trading A/c, P&L A/c, and Balance Sheet.
- c. **Other Activities (Specify):** Class presentation



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01MT201.4: Analyze the impact of financial decisions on a company's overall performance.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Identify the main financial statements (income statement, balance sheet, cash flow statement) and their purposes SO4.2 Summarize the impact of accounting policies on financial statements SO4.3 Apply financial analysis techniques to assess a company's profitability SO4.4 Break down financial statements to identify trends and patterns SO4.5 Critique the effectiveness of financial reporting in conveying relevant information to stakeholders		Unit-4.0: Analyzing Financial Statements [15 Hours] 4.1 Analyzing Financial Statements 4.2 Objectives of Financial Statement Analysis 4.3 Sources of Information 4.4 Standards of Comparison 4.5 Techniques of Financial Statement Analysis 4.6 Horizontal Analysis 4.7 Vertical Analysis 4.8 Introduction of Cash Flows 4.9 Format of Cash Flows 4.10 Numericals of Cash Flow Statement 4.11 Introduction of Ratio Analysis 4.12 Forms of Ratio 4.13 Types of Ratios 4.14 Formulas of Ratio Analysis 4.15 Numericals of Ratio Analysis	1. Practice of Financial Statement 2. Practice of Cash Flow Numericals 3. Practices of Ratio Analysis

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Define the Financial Statements with suitable examples.
- b. **Mini Project:** Prepare the comparative financial statements of two financial year.
- c. **Other Activities (Specify):** Class Test-2.



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01MT201.5: Assess the effectiveness of different accounting methods in specific business scenarios.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Recall key terms related to Hire Purchase Accounts, such as down payment, installment, interest rate, etc SO5.2 Differentiate between the roles of the buyer and the seller in a Hire Purchase transaction SO5.3 Prepare a schedule of installments and interest payments for a given Hire Purchase scenario SO5.4 Evaluate the financial risks and benefits for both the buyer and the seller in a Hire Purchase arrangement		Unit-5.0: Hire Purchase Accounts [6 Hours] 5.1 Concept of Hire Purchase 5.2 Types of Hire Purchase 5.3 Formula of calculating interest 5.4 Journal Entries of hire Purchase 5.5 Analytical table for interest calculation 5.6 Assets Account Numericals	1. Practices of Hire Purchase Numericals

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** Define Hire Purchase System and also explain types of hire purchase.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class Test-3.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
01MT201.1: Define basic accounting terms and principles	23	1	1	25
01MT201.2: Explain the purpose of financial statements and their interrelationships	21	1	1	23
01MT201.3: Apply accounting principles to solve practical business problems	25	1	1	27
01MT201.4: Analyze the impact of financial decisions on a company's overall performance	15	1	0	17
01MT201.5: Assess the effectiveness of different accounting methods in specific business scenarios	6	1	1	8
Total Hours	90	5	5	100

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
01MT201.1	Introduction to Financial Accounting				
01MT201.2	Introduction to International Financial Reporting Standards (IFRS)				
01MT201.3	Preparation of Financial Statements				
01MT201.4	Analyzing Financial Statements				
01MT201.5	Hire Purchase Accounts				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Business Accounting will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	An Introduction to Accountancy	S.N. Maheshwari, Suneel K. Maheshwari, and Sharad K. Maheshwari	Vikas Publishing House Pvt. Ltd.	-
2	Financial Accounting: Managerial Perspective	R. Narayanaswamy	PHI Learning Pvt. Ltd.	-
3	Management Accounting	Dr. S.P. Gupta, Dr. K.L. Gupta	Sahitya Bhawan Publication	-
4	Financial Accounting	Dr. S.M. Shukla	Sahitya Bhawan Publication	51 Edition
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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6. Mr. Pramod Kumar Dwivedi, Assistant Professor, FMS, AKS University, Satna.
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9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 01MT201

Course Title: Business Accounting

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
01MT201.1: Define basic accounting terms and principles	3	1	1	1	1	1	2	2
01MT201.2: Explain the purpose of financial statements and their interrelationships	1	1	3	2	2	2	3	1
01MT201.3: Apply accounting principles to solve practical business problems	2	1	3	1	1	1	3	1
01MT201.4: Analyze the impact of financial decisions on a company's overall performance	1	1	1	3	1	1	3	2
01MT201.5: Assess the effectiveness of different accounting methods in specific business scenarios	2	1	1	1	1	1	1	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	01MT201.1: Define basic accounting terms and principles	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Introduction to Financial Accounting 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19, 1.20, 1.21, 1.22, 1.23	
POs 1,2,3,4,5,6 PSOs 1,2	01MT201.2: Explain the purpose of financial statements and their interrelationships	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Introduction to International Financial Reporting Standards (IFRS) 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20, 2.21	
POs 1,2,3,4,5,6 PSOs 1,2	01MT201.3: Apply accounting principles to solve practical business problems	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Preparation of Financial Statements 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16, 3.17, 3.18, 3.19, 3.20, 3.21, 3.22, 3.23, 3.24, 3.25	
POs 1,2,3,4,5,6 PSOs 1,2	01MT201.4: Analyze the impact of financial decisions on a company's overall performance	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Analyzing Financial Statements 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14, 4.15	
POs 1,2,3,4,5,6 PSOs 1,2	01MT201.5: Assess the effectiveness of different accounting methods in specific business scenarios	SO5.1 SO5.2 SO5.3 SO5.4		Unit-5.0: Ratio Analysis 5.1, 5.2, 5.3, 5.4, 5.5, 5.6	



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Semester-II

Course Code:	02MT211
Course Title :	Entrepreneurship Development & Start - Ups
Pre-requisite:	Students should have basic knowledge of concept of Entrepreneurship, Innovation, Creativity and Start-Ups. Entrepreneurship as a learning subject requires a combination of skills, mind-set, and knowledge.
Rationale:	The subject Entrepreneurship Development & Start – Ups is very important as it prepares individuals for the challenges and opportunities of a dynamic and competitive business environment. The study of entrepreneurship is grounded in the recognition of the vital role that entrepreneurs play in driving economic growth, innovation, and societal development. The rationale for including entrepreneurship as a subject is rooted in its potential to drive economic growth, foster innovation, and empower individuals to contribute meaningfully to society.

Course Outcomes:

02MT211.1: Students will recognize the concept of Entrepreneurship, Forms of Ownership, Process of creating new business, Team Building.

02MT211.2: Students will be able to describe the role of Creativity and Innovation in Entrepreneurial Start – ups.

02MT211.3: Students will illustrate the concept of Social Innovation and Social Entrepreneurship along with Non – Profit Organization.

02MT211.4: Students will be able to determine the concept of Family Business – structure, types, culture values.

02MT211.5: Students will be able to assess the issues and practices of Financing Entrepreneurial Businesses. Demonstrate the knowledge of Start-up.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	02MT211	Entrepreneurship Development & Start - Ups	6	0	1	1	8	6



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Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MCC	02MT211	Entrepreneurship Development & Start - Ups	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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02MT211.1: Students will recognize the concept of Entrepreneurship, Forms of Ownership, Process of creating new business, Team Building.

Approximate Hours

Item	AppX Hrs
CI	30
LI	0
SW	1
SL	1
Total	32

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Students will understand the basic concepts of Entrepreneurship SO1.2 Students will analyze the significance of Entrepreneurship SO1.3 Students will apply knowledge of various forms of business ownership in practical life SO1.4 Students will be able to evaluate Franchising form of business SO1.5 Students will be able to develop leadership skills and corporate entrepreneurship	.	Unit-1.0: Entrepreneurial Management [30 Hours] 1.1 Introduction 1.2 Meaning of Entrepreneurship 1.3 Evolution of the concept of entrepreneurship 1.4 John Kao's Model on Entrepreneurship 1.5 Idea Generation 1.6 Identifying opportunities 1.7 Evaluation 1.8 Building the Team 1.9 Leadership 1.10 Strategic planning for business 1.11 Steps in strategic planning 1.12 Forms of Ownership 1.13 Sole proprietorship 1.14 Partnership 1.15 limited liability partnership 1.16 Corporation form of ownership 1.17 Advantages 1.18 Disadvantages 1.19 Franchising 1.20 Advantages of franchising 1.21 Disadvantages of Franchising 1.22 Types of franchise arrangements 1.23 Franchise contracts 1.24 Franchise evaluation	1. Types of Entrepreneurs 2. Process of Idea Generation



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		Checklist 1.25 Financing entrepreneurial ventures; 1.26 Managing growth 1.27 Valuation of a new Company 1.28 Harvesting Strategies 1.29 Exit Strategies 1.30 Corporate Entrepreneurship	

SW-1 Suggested Sessional Work (SW):

- a. Assignments:** Write a detail note on various examples of Modern Entrepreneurs.
- b. Mini Project:** Make a list on various factors affecting choosing a form of business.
- c. Other Activities (Specify):** Presentation.



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02MT211.2: Students will be able to describe the role of Creativity and Innovation in Entrepreneurial Start – ups.

Approximate Hours

Item	AppX Hrs
CI	11
LI	0
SW	1
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Students will define the basic concepts of Innovation SO2.2 Students will learn practical knowledge about Creativity SO2.3 Students will understand various managing roles & responsibilities SO2.4 Students will be able to analyze the significance of Creative Teams SO2.5 Students will be able to evaluate the various sources of Innovation		Unit-2.0: Entrepreneurship, Creativity And Innovation [11 Hours] 2.1 Concept of Creativity 2.2 Concept of Innovation 2.3 Stimulating Creativity 2.4 Organizational actions that enhance creativity 2.5 Hindering Activity 2.6 Managing Responsibilities 2.7 Role of Managers 2.8 Creative Teams 2.9 Sources of Innovation in Business 2.10 Managing Organizations 2.11 Innovation and Positive Creativity	1. Types of Innovation 2. Role of Creativity

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Explain the significance of Innovation in present scenario.
- b. **Mini Project:** Write a detail note on Creative Process.
- c. **Other Activities (Specify):** PPT Presentation, Group Discussion



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02MT211.3: Students will illustrate the concept of Social Innovation and Social Entrepreneurship along with Non – Profit Organization.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Students will define the key concepts of Social Entrepreneurship SO3.2 Students will explain the role of Social Entrepreneurs SO3.3 Students will be able to apply Entrepreneurship in social context SO3.4 Students will be able to analyze the stages of Financing SO3.5 Students will be able to evaluate risk in business strategies		Unit-3.0: Social Entrepreneurship [13 Hours] 3.1 Introduction 3.2 Characteristics 3.3 Role of Social Entrepreneurs 3.4 Innovation 3.5 Entrepreneurship in a Social Context 3.6 Start-Up 3.7 Early Stage Ventures 3.8 Issues in creating 3.9 Sustaining a Non-profits Organization 3.10 Financing 3.11 Risk 3.12 Business Strategies 3.13 Scaling - Up	1. Importance of Social Entrepreneurship 2. Types of Business Strategies

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Explain the concept of Venture Capital Financing.
- b. **Mini Project:** Write the various sources of Financing in business.
- c. **Other Activities (Specify):** Case study.



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02MT211.4: Students will be able to determine the concept of Family Business – structure, types, culture values.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	0
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Students will be able to identify the concept of Family Business SO4.2 Student will understand the Role and Structures of Family Business SO4.3 Students will analyze the various changes in Family Business SO4.4 Student will be able evaluate and manage Family Business SO4.5 Students will learn the various issues in Family Business		Unit-4.0: Family Business And Entrepreneurship [15 Hours] 4.1 The Entrepreneur 4.2 Role and personality 4.3 Family Business: Concept 4.4 Structures 4.5 Culture 4.6 evolution of family firm 4.7 Managing Business 4.8 Conflicts 4.9 Conflict resolution in family firms 4.10 Women's issues in the family business 4.11 Encouraging change in the family business system 4.12 Leadership 4.13 Succession 4.14 Continuity 4.15 Importance of Family Business	1. Types of Family Firms 2. Family and Shareholder Relationship

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Define the concept of Family Business with suitable examples.
- b. **Mini Project:** Describe the various types of Conflicts in Family Business.
- c. **Other Activities (Specify):** Class presentation.



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02MT211.5: Students will be able to assess the issues and practices of Financing Entrepreneurial Businesses. Demonstrate the knowledge of Start-up.

Approximate Hours

Item	AppX Hrs
CI	21
LI	0
SW	1
SL	1
Total	23

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Students will be able the define key concept of Finance along with sources of Finance SO5.2 Students will be able to Interpret the concept of Loan Syndication SO5.3 Students will be understand the concept of Venture Capital SO5.4 Students will analyze the growth of Start Ups in the present scenario SO5.5 Students will evaluate the concept of Financing of Unicorn in India		Unit-5.0: Financing The Entrepreneurial Business [21 Hours] 5.1 Concept of Finance 5.2 Need of Finance 5.3 Sources of Finance 5.4 Arrangement of funds 5.5 Traditional sources of financing, 5.6 Loan syndication 5.7 Consortium Finance 5.8 Role played by commercial banks 5.9 appraisal of loan applications 5.10 Financial Institutions 5.11 Venture Capital 5.12 Concept of Start Up 5.13 Overview of Startup 5.14 Concept of Unicorn 5.15 Financing of Unicorn in India 5.16 Comparative study of Indian startups 5.17 Startup of Madhya Pradesh 5.18 Administrative Role 5.19 Political framework 5.20 Supporting startup movement in India 5.21 Working of Start Up	1. Modern Sources of Finance 2. Growth of Start up in India

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Explain the Various schemes which provide Funds to Startups.
- b. Mini Project:** Make a list of popular Startups of India.
- c. Other Activities (Specify):** Class Presentation, Group Discussion.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
02MT211.1: Students will recognize the concept of Entrepreneurship, Forms of Ownership, Process of creating new business, Team Building	30	1	1	32
02MT211.2: Students will be able to describe the role of Creativity and Innovation in Entrepreneurial Start – ups	11	1	1	13
02MT211.3: Students will illustrate the concept of Social Innovation and Social Entrepreneurship along with Non – Profit Organization	13	1	1	15
02MT211.4: Students will be able to Determine the concept of Family Business – structure, types, culture values	15	1	1	17
02MT211.5: Students will be able to assess the issues and practices of Financing Entrepreneurial Businesses. Demonstrate the knowledge of Start-up	21	1	1	23
Total Hours	90	5	5	100

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
02MT211.1	Entrepreneurial Management				
02MT211.2	Entrepreneurship, Creativity And Innovation				
02MT211.3	Social Entrepreneurship				
02MT211.4	Family Business And Entrepreneurship				
02MT211.5	Financing The Entrepreneurial Business				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Entrepreneurship Development & Start - Ups will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method



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4. Group Discussion

5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Entrepreneurship	Hisrich, R., & Peters M	Tata McGraw Hill	2002
2	Entrepreneurship new venture creation	Holt, D. H.	Prentice Hall of India	2004
3	Patterns of entrepreneurship	Kaplan, J	Wiley	2004
4	Corporate creativity	Khandwalla, P	Tata McGraw Hill	2003
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 02MT211

Course Title: Entrepreneurship Development & Start - Ups

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
02MT211.1: Students will recognize the concept of Entrepreneurship, Forms of Ownership, Process of creating new business, Team Building.	3	1	2	1	1	1	2	2
02MT211.2: Students will be able to describe the role of Creativity and Innovation in Entrepreneurial Start – ups.	2	1	2	1	1	2	3	1
02MT211.3: Students will illustrate the concept of Social Innovation and Social Entrepreneurship along with Non – Profit Organization.	2	1	2	1	1	1	3	2
02MT211.4: Students will be able to Determine the concept of Family Business – structure, types, culture values.	1	1	1	2	1	1	2	1
02MT211.5: Students will be able to assess the issues and practices of Financing Entrepreneurial Businesses. Demonstrate the knowledge of Startup.	2	2	1	1	1	2	2	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	02MT211.1: Students will recognize the concept of Entrepreneurship, Forms of Ownership, Process of creating new business, Team Building.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Entrepreneurial Management 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19, 1.20, 1.21, 1.22, 1.23, 1.24, 1.25, 1.26, 1.27, 1.28, 1.29, 1.30	
POs 1,2,3,4,5,6 PSOs 1,2	02MT211.2: Students will be able to describe the role of Creativity and Innovation in Entrepreneurial Start – ups.	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Entrepreneurship, Creativity And Innovation 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11	
POs 1,2,3,4,5,6 PSOs 1,2	02MT211.3: Students will illustrate the concept of Social Innovation and Social Entrepreneurship along with Non – Profit Organization.	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Social Entrepreneurship 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13	
POs 1,2,3,4,5,6 PSOs 1,2	02MT211.4: Students will be able to Determine the concept of Family Business – structure, types, culture values.	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Family Business And Entrepreneurship 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.12, 4.13, 4.14, 4.15	
POs 1,2,3,4,5,6 PSOs 1,2	02MT211.5: Students will be able to assess the issues and practices of Financing Entrepreneurial Businesses. Demonstrate the knowledge of Startup.	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Financing The Entrepreneurial Business 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15, 5.16, 5.17, 5.18, 5.19, 5.20, 5.21	



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Semester-II

Course Code:	03MT221
Course Title :	Human Resource Management
Pre-requisite:	Course assessment methods: CT & EA
Rationale:	The students studying principles and practice of management will be able to understand the application of principles of management which makes the manager more realistic, thoughtful, justifiable and free from personal bias. The decisions taken on the basis of principles of management are subject to evaluation and objective assessment.

Course Outcomes:

03MT221.1: Understanding the role and importance of human resource management in organizations, including its functions and contributions to organizational success.

03MT221.2: Developing the ability to design and implement effective recruitment and selection processes to attract and retain qualified employees.

03MT221.3: Understanding the principles of performance management, including goal setting, feedback, and performance appraisal, to optimize employee performance.

03MT221.4: Familiarize with the use of technology and information systems in HRM, including HRIS (Human Resource Information Systems), to streamline HR processes and enhance decision-making.

03MT221.5: Gain insights into labor relations, including the negotiation and management of collective bargaining agreements and the resolution of labor disputes.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
HRM	03MT221	Human Resource Management	4	0	2	1	7	4



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Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
HRM	03MT221	Human Resource Management	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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03MT221.1: Understanding the role and importance of human resource management in organizations, including its functions and contributions to organizational success.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Defining the Human Resource Management (HRM) and its role within an organization SO1.2 Identify the historical development and evolution of HRM practices SO1.3 Evaluate the effectiveness of HR practices in adapting to environmental changes SO1.4 Evaluate the effectiveness of work-life balance initiatives in improving employee satisfaction and performance SO1.5 Understanding the Role of HR in strategy formulation and competitive advantage		Unit-1.0: Introduction to Human Resource Management [14 Hours] 1.1 Human Resource Management: Concept, Functions, Nature 1.2 Scope, Objective of HRM 1.3 HRM Roles 1.4 Skills & competencies 1.5 HRD definition, Goals and challenges 1.6 The changing environment of HRM, Globalization 1.7 Cultural environment, 1.8 Technological advances 1.9 Workforce diversity 1.10 Corporate downsizing 1.11 Changing skill requirement, Work life balance 1.12 Importance of work life balance 1.13 HR role in strategy formulation 1.14 HR role in gaining competitive advantage	1. Objectives of Human resource management 2. Role of HRM 3. HRM in new Millennium

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Discuss the evolution of HRM. Also explain objectives, functions, and role of HRM.
- b. **Mini Project:** Explain the operative functions of HRM with examples.
- c. **Other Activities (Specify):** Group discussion, Case study.



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03MT221.2: Developing the ability to design and implement effective recruitment and selection processes to attract and retain qualified employees.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Define Human Resource Planning (HRP) and its significance in organizational management SO2.2 Demonstrate the use of HRIS for data analysis and decision-making in HR management SO2.3 Understand the elements that should be included in a well-crafted Job Description SO2.4 Define Human Resource Development (HRD) and its role within organizational growth SO2.5 Evaluate the reliability and validity of different Selection methods in predicting job performance		Unit-2.0: Human Resource Planning [14 Hours] 2.1 Human Resource Planning, Process of human resource planning 2.2 Forecasting demand & supply, Skill inventories 2.3 Human Resource Information System (HRIS), Succession planning 2.4 Job analysis – Uses 2.5 Methods of job analysis 2.6 Job description, Job specifications 2.7 HR accounting, Human Resource Development (HRD) 2.8 Audit concept 2.9 Recruitment, Selection & Orientation 2.10 Internal Source of selection 2.11 external sources of selection 2.12 E- recruitment 2.13 Selection process 2.14 Orientation process	1. Nature of Human resource planning 2. Objectives of human resource planning 3. Need of HRP in organizations

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Describe the various forecasting techniques and how these techniques are being used in human resource planning.
- b. **Mini Project:** Explain the human resource planning process with the help of diagram.
- c. **Other Activities (Specify):** Case analysis, Presentation.



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03MT221.3: Understanding the principles of performance management, including goal setting, feedback, and performance appraisal, to optimize employee performance.

Approximate Hours

Item	AppX Hrs
CI	16
LI	0
SW	1
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Understanding various aspects of training process SO3.2 Learn and appreciate the significance of employee training SO3.3 Evaluate the effectiveness of different performance appraisal methods in providing constructive feedback SO3.4 Understand the concept of Job Evolution and how it contributes to organizational growth SO3.5 Define compensation and its role in attracting, retaining, and motivating employees		Unit-3.0: Training, performance appraisal and compensation [16 Hours] 3.1 Training concept, Methods of training 3.2 Need of employee training, Objectives of training 3.3 Performance management system, Concept of Performance appraisal 3.4 Uses of performance appraisal 3.5 Factors that distort appraisal 3.6 Appraisal interview 3.7 Career planning 3.8 Career anchors, Career life stages 3.9 Compensation: Steps of determining compensation 3.10 Job evaluation, Methods of job evolution 3.11 Pay structure, Objectives of pay structure 3.12 Components of pay structure, Compensation levels 3.13 Factors influencing compensation levels, Wage differentials, Incentives 3.14 Profit Sharing, Gain sharing, Employees' stock option plans 3.15 Introduction of social security 3.16 Health benefits, Retirement benefits, Other benefits	1. Different methods of training 2. Importance of Performance appraisal 3. Career life stages

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Explain the various methods and approaches of training.
- b. **Mini Project:** Discuss the benefits of job appraisal.
- c. **Other Activities (Specify):** Case analysis and group discussion.



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03MT221.4: Familiarize with the use of technology and information systems in HRM, including HRIS (Human Resource Information Systems), to streamline HR processes and enhance decision-making.

Approximate Hours

Item	AppX Hrs
CI	11
LI	0
SW	1
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Define Industrial Relations and understand its importance in the workplace SO4.2 Understand the role and functions of Trade Unions in the employment relationship SO4.3 Understand the various causes and types of Industrial Disputes SO4.4 Evaluate the impact of different grievance resolution mechanisms on employee satisfaction and retention SO4.5 Understand the disciplinary procedure		Unit-4.0: Industrial Relation [11 Hours] 4.1 Introduction to Industrial Relations 4.2 Trade unions, Role of trade union 4.3 Types trade union, Functions of trade union 4.4 Problems of trade union, Industrial dispute- concept 4.5 Types of industrial dispute, Causes of industrial dispute 4.6 Machinery for settlement of disputes 4.7 Concept of Grievance 4.8 Grievance redressal machinery 4.9 Discipline concept 4.10 Aspect of discipline 4.11 Disciplinary procedure	1. Types of trade union 2. Causes of industrial dispute 3. Disciplinary procedure

SW-4 Suggested Sessional Work (SW):

- a. Assignments:** Explore the concept, functions, challenges, and impact of trade unions in the context of industrial relations and workforce dynamics.
- b. Mini Project:** Discuss about various grievance redressal system.
- c. Other Activities (Specify):** Case analysis and group discussion.



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03MT221.5: Gain insights into labor relations, including the negotiation and management of collective bargaining agreements and the resolution of labor disputes.

Approximate Hours

Item	AppX Hrs
CI	5
LI	0
SW	1
SL	1
Total	7

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Define key terms related to collective bargaining SO5.2 Explain the purpose and importance of collective bargaining in labor relations SO5.3 Demonstrate the steps involved in the collective bargaining process SO5.4 Analyze the impact of collective bargaining on workplace dynamics SO5.5 Evaluate the ethical considerations involved in collective bargaining		Unit-5.0: Collective bargaining [5 Hours] 5.1 Collective bargaining- concept 5.2 Types of collective bargaining 5.3 Process of collective bargaining 5.4 Problems in collective bargaining 5.5 Essentials of effective collective bargaining	1.Types of collective bargaining 2.Essentials of collective bargaining

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Discuss the practical implications of collective bargaining for both employers and employees.
- b. Mini Project:** Explain the process of collective bargaining with a diagram.
- c. Other Activities (Specify):** Case analysis and group discussion.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
03MT221.1: Understanding the role and importance of human resource management in organizations, including its functions and contributions to organizational success	14	1	1	16
03MT221.2: Developing the ability to design and implement effective recruitment and selection processes to attract and retain qualified employees	14	1	1	16
03MT221.3: Understanding the principles of performance management, including goal setting, feedback, and performance appraisal, to optimize employee performance	16	1	1	18
03MT221.4: Familiarize with the use of technology and information systems in HRM, including HRIS (Human Resource Information Systems), to streamline HR processes and enhance decision-making	11	1	1	13
03MT221.5: Gain insights into labor relations, including the negotiation and management of collective bargaining agreements and the resolution of labor disputes	5	1	1	7
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
03MT221.1	Introduction to Human Resource Management				
03MT221.2	Human Resource Planning				
03MT221.3	Training, performance appraisal and compensation				
03MT221.4	Industrial Relation				
03MT221.5	Collective bargaining				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Human Resource Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Fundamentals of Human Resource Management	De Cenzo, D.A. & Robbins	John Wiley & Sons, New York	
2	Human Resource Management	Dessler, G	Pearson	
3	Personnel Management	Monappa & Saiyaddin	Tata McGraw Hill	
4	Human Resource Management	R. Wayne Mondy & Robert M. Noe	Pearson	
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 03MT221

Course Title: Human Resource Management

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
03MT221.1: Understanding the role and importance of human resource management in organizations, including its functions and contributions to organizational success	3	2	2	2	1	2	3	3
03MT221.2: Developing the ability to design and implement effective recruitment and selection processes to attract and retain qualified employees	3	2	2	1	2	1	3	3
03MT221.3: Understanding the principles of performance management, including goal setting, feedback, and performance appraisal, to optimize employee performance	3	1	2	2	1	2	3	3
03MT221.4: Familiarize with the use of technology and information systems in HRM,	3	2	1	1	2	2	3	3



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including HRIS (Human Resource Information Systems), to streamline HR processes and enhance decision-making								
03MT221.5: Gain insights into labor relations, including the negotiation and management of collective bargaining agreements and the resolution of labor disputes	3	2	1	1	2	1	3	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	03MT221.1: Understanding the role and importance of human resource management in organizations, including its functions and contributions to organizational success	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Introduction to Human Resource Management 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19, 1.20	
POs 1,2,3,4,5,6 PSOs 1,2	03MT221.2: Developing the ability to design and implement effective recruitment and selection processes to attract and retain qualified employees	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Human Resource Planning 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20	
POs 1,2,3,4,5,6 PSOs 1,2	03MT221.3: Understanding the principles of performance management, including goal setting, feedback, and performance appraisal, to optimize employee performance	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Training, performance appraisal and compensation 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16, 3.17, 3.18, 3.19, 3.20, 3.21, 3.22, 3.23, 3.24, 3.25, 3.26, 3.27, 3.28, 3.29, 3.30	
POs 1,2,3,4,5,6 PSOs 1,2	03MT221.4: Familiarize with the use of technology and information systems in HRM, including HRIS (Human Resource Information Systems), to streamline HR processes and enhance decision-making	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Industrial Relation 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.12, 4.13, 4.14, 4.15	
POs 1,2,3,4,5,6 PSOs 1,2	03MT221.5: Gain insights into labor relations, including the negotiation and management of collective bargaining agreements and the resolution of labor disputes	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Collective bargaining 5.1, 5.2, 5.3, 5.4, 5.5	



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Semester-II

Course Code:	03MT222
Course Title :	Human Resource Analytics
Pre-requisite:	Student should have basic knowledge of statistics and management
Rationale:	HR analytics empowers organizations to make informed decisions based on data rather than gut feelings. By analyzing employee data, HR professionals can identify trends, patterns, and areas for improvement, leading to more effective decision-making processes

Course Outcomes:

03MT222.1: Optimize the problems and issues in HR and the logic to use the HR analytics.

03MT222.2: Apply the tools, methods and techniques of HR analytics.

03MT222.3: Analyze the examples and uses of HR analytics in various HR sub-systems.

03MT222.4: HR balanced score cards to be evaluated.

03MT222.5: Post analytics to create a HR dashboard.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
HRM	03MT222	Human Resource Analytics	4	0	2	1	7	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
HRM	03MT222	Human Resource Analytics	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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03MT222.1: Optimize the problems and issues in HR and the logic to use the HR analytics.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	2
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 The students will be able to Apply the HR Measurement SO1.2 The students will be able to HR Analytics and business linkages to be applied SO1.3 The students will be able to Apply the HR audits for organizations		Unit-1.0: Bases for HR Analytics [15 Hours] 1.1 Need for HR Measurement 1.2 Types of HR 1.3 Analytics 1.4 Importance 1.5 Concept of HR 1.6 Analytics 1.7 HR Analytics 1.8 Business linkages 1.9 Pre requirements for HR Analytics 1.10 Models of HR Analytics 1.11 Measuring intellectual capital 1.12 Concepts of HR Accounting 1.13 Audit 1.14 Approaches and methods used in HR Accounting 1.15 Audit in India	1. Practical uses of HR analytics in Banks 2. Analytics tools

SW-1 Suggested Sessional Work (SW):

- a. Assignments:** IPR and HR analytics.
- b. Mini Project:** Survey of analytics tools for HR.
- c. Other Activities (Specify):**



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03MT222.2: Apply the tools, methods and techniques of HR analytics.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	2
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 The students will be able to Apply the HRIS SO2.2 The students will be able to HRIS and business linkages to be applied SO2.3 The students will be able to Apply the HRIS for micro-organizations		Unit-2.0: HRIS as the stepping stone of HR Analytics [10 Hours] 2.1 Human Resource Information System 2.2 HR Analytics 2.3 Role of HRIS in analytics 2.4 HRIS development 2.5 Execution 2.6 Development process- need analysis 2.7 Systems design 2.8 Structure and culture 2.9 HRIS uses 2.10 Making HRIS to work	1. HRIS in Schools 2. HRIS and HR analytics connections in IT firms

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** HRIS in work.
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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03MT222.3: Analyze the examples and uses of HR analytics in various HR sub-systems.

Approximate Hours

Item	AppX Hrs
CI	9
LI	0
SW	2
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 The students will be able to Analyze the HR Analytics SO3.2 The students will be able to HR Analytics and business linkages to be analyzed		Unit-3.0: HR Analytics for various HR sub-systems [9 Hours] 3.1 HR Analytics 3.2 various HR sub-systems 3.3 Staffing 3.4 Training & Development 3.5 Performance Appraisals 3.6 Performance Management Systems 3.7 Career Management Systems 3.8 Rewards 3.9 Compensation Administration	1. Career management in cement plants

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Performance management and HR analytics.
- b. **Mini Project:** Survey of staffing process in cement firms.
- c. **Other Activities (Specify):**



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03MT222.4: HR balanced score cards to be evaluated.

Approximate Hours

Item	AppX Hrs
CI	9
LI	0
SW	2
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 The students will be able to Evaluate the HR climate SO4.2 The students will be able to Competency mapping and business linkages to be analyzed SO4.3 The students will be able to Competency mapping for organizations to be evaluated		Unit-4.0: HR Analytics for HR system [9 Hours] 4.1 HR performance management 4.2 measurement systems 4.3 Measuring HR Climate 4.4 Competency Management Frameworks 4.5 Competency Mapping 4.6 competency-based HR System 4.7 Measuring HR Effectiveness 4.8 HR Scorecards 4.9 Examples of HR Scorecards	1. Creation of competency maps 2. Organisational climate in cement sector

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** HR score cards of different sectors.
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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03MT222.5: Post analytics to create a HR dashboard.

Approximate Hours

Item	AppX Hrs
CI	17
LI	0
SW	2
SL	1
Total	20

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 The students will be able to Create the HR Analytics post analysis displays SO5.2 The students will be able to HR info graphics to be framed		Unit-5.0: HR Analytics and its Future concerns [17 Hours] 5.1 Digital Technology 5.2 Changes in HR Analytics 5.3 Role of social media 5.4 Platforms in HR Analytics 5.5 Digital technologies 5.6 Predictive HR Analytics 5.7 Assessing 5.8 Effectiveness of HR Analytics 5.9 Post analysis steps 5.10 Review in HR 5.11 Monitoring in HR 5.12 Issues in HR 5.13 Valuation in HR 5.14 Measurement in HR 5.15 Emerging challenges 5.16 International perspective 5.17 National perspective	1. Software for HR 2. Payroll software

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Types of HR analytics.
- b. Mini Project:** Cost surveys for HR software.
- c. Other Activities (Specify):**



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
03MT222.1: Optimize the problems and issues in HR and the logic to use the HR analytics	15	2	1	18
03MT222.2: Apply the tools, methods and techniques of HR analytics	10	2	1	13
03MT222.3: Analyze the examples and uses of HR analytics in various HR sub-systems	9	2	1	12
03MT222.4: HR balanced score cards to be evaluated	9	2	1	12
03MT222.5: Post analytics to create a HR dashboard	17	2	1	20
Total Hours	60	10	5	75

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
03MT222.1	Bases for HR Analytics				
03MT222.2	HRIS as the stepping stone of HR Analytics				
03MT222.3	HR Analytics for various HR sub-systems				
03MT222.4	HR Analytics for HR system				
03MT222.5	HR Analytics and its Future concerns				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Human Resource Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Making Human Capital Analytics Work: Measuring the ROI of Human Capital Processes and Outcomes	Phillips, J., & Phillips, P.P.	McGraw-Hill	2014
2	Financial Analysis for HR Managers: Tools for Linking HR Strategy to Business Strategy	Director, S.	Pearson FT Press	2014
3	The HR scorecard: Linking people, strategy, and performance	Becker, B. E., Huse lid, M. A., & Ulrich, D.	Harvard Business Press	2001
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

1. Dr. Kausik Mukherjee, Associate Dean & Head, FMS, AKS University, Satna.
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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 03MT222

Course Title: Human Resource Analytics

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
03MT222.1: Optimize the problems and issues in HR and the logic to use the HR analytics	2	1	3	2	3	2	2	3
03MT222.2: Apply the tools, methods and techniques of HR analytics	3	1	2	2	1	2	2	2
03MT222.3: Analyze the examples and uses of HR analytics in various HR sub-systems	2	2	1	2	1	2	1	1
03MT222.4: HR balanced score cards to be evaluated	3	2	2	2	3	2	3	2
03MT222.5: Post analytics to create a HR dashboard	2	1	2	1	1	2	3	2

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	03MT222.1: Optimize the problems and issues in HR and the logic to use the HR analytics	SO1.1 SO1.2 SO1.3		Unit-1.0: Bases for HR Analytics 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15	
POs 1,2,3,4,5,6 PSOs 1,2	03MT222.2: Apply the tools, methods and techniques of HR analytics	SO2.1 SO2.2 SO2.3		Unit-2.0: HRIS as the stepping stone of HR Analytics 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10	
POs 1,2,3,4,5,6 PSOs 1,2	03MT222.3: Analyze the examples and uses of HR analytics in various HR sub-systems	SO3.1 SO3.2		Unit-3.0: HR Analytics for various HR sub-systems 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9	
POs 1,2,3,4,5,6 PSOs 1,2	03MT222.4: HR balanced score cards to be evaluated	SO4.1 SO4.2 SO4.3		Unit-4.0: HR Analytics for HR system 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9	
POs 1,2,3,4,5,6 PSOs 1,2	03MT222.5: Post analytics to create a HR dashboard	SO5.1 SO5.2		Unit-5.0: HR Analytics and its Future concerns 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15, 5.16, 5.17	



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Semester-II

Course Code:	0EVS03
Course Title :	Environmental Studies
Pre-requisite:	To study this course, the student must have a knowledge about the environmental components, pollution, biodiversity, and Ecosystem at senior secondary, Class 12'h level
Rationale:	The students studying Environmental Science should possess foundational understanding about environment and its components. They should also know the importance of ecosystems in our surroundings.

Course Outcomes:

0EVS03.1: Understand and evaluate the global scale of environmental problem.

0EVS03.2: To outline the resources, ecosystem, and diversity and explain the conservation and its significations.

0EVS03.3: To identify the environmental issues, types of pollutions and their impact.

0EVS03.4: Develop critical thinking for shaping strategies

0EVS03.5: For environmental protection, social equity and sustainable development

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
EVS	0EVS03	Environmental Studies	2	0	1	1	4	2

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Progressive Assessment (PRA)								
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)			
EVS	0EVS03	Environmental Studies	15	20	5	5	5	50	50	100	

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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0EVS03.1: Understand and evaluate the global scale of environmental problem.

Approximate Hours

Item	AppX Hrs
CI	8
LI	0
SW	1
SL	2
Total	11

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Know multidisciplinary nature of environmental science SO1.2 Learn about the natural resources SO1.3 Know the problems associated with land resource SO1.4 Learn the conservation of resources SO1.5 Know alternative energy resources		Unit-1.0: Environment and Natural Resources [8 Hours] 1.1 The Multidisciplinary nature of environmental studies. 1.2 Scope and Importance of Environmental studies 1.3 Components of Environment: Atmosphere, Hydrosphere, Lithosphere, and Biosphere. 1.4 Brief account of Natural Resources and associated problems 1.5 Land Resource 1.6 Water Resource 1.7 Energy Resource 1.8 Concept of Sustainability and Sustainable Development	1. What is environmental Science? 2. What are resources?

SW-1 Suggested Sessional Work (SW):

a. Assignments:

- Write the definition and causes of soil erosion.
- Define desertification and write its causes.
- Describe structure of atmosphere.
- Explain lithosphere.

b. Mini Project:

c. Other Activities (Specify):



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0EVS03.2: To outline the resources, ecosystem, and diversity and explain the conservation and its significations.

Approximate Hours

Item	AppX Hrs
CI	5
LI	0
SW	2
SL	2
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Understand the concept of ecosystem SO2.2 Learn the structure of ecosystem SO2.3 Know the function of ecosystem SO2.4 Describe the structure of forest ecosystem SO2.5 Learn about biodiversity and its conservation		Unit-2.0: Biomes, Ecosystem and Biodiversity [5 Hours] 2.1 Major Biomes: Tropical, Temperate, Forest, Grassland, Desert, Tundra, Wetland, Estuarine and Marine 2.2 Ecosystem: Structure 2.3 Function and types 2.4 their Preservation & Restoration 2.5 Biodiversity and its conservation practices	1. What is biotic and abiotic components of environment? 2. What are interactions?

SW-2 Suggested Sessional Work (SW):

a. Assignments:

- What do you mean by ecosystem? Describe the structure of ecosystem.
- Give a brief classification of ecosystem.
- Write the function of an ecosystem.
- Define biodiversity write strategies of biodiversity conservation.

b. Mini Project: Visit to various ecosystem and study biotic and abiotic ecosystem.

c. Other Activities (Specify):



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0EVS03.3: To identify the environmental issues, types of pollutions and their impact.

Approximate Hours

Item	AppX Hrs
CI	7
LI	0
SW	2
SL	2
Total	11

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1. Learn about pollution and its sources SO3.2 Know the sources of different pollutant SO3.3 Understand the law & legislation related to environment SO3.4 Learn the control of pollution SO3.5 Describe the role of information technology in environment and human health		Unit-3.0: Environmental Pollution, Management and Social Issues [7 Hours] 3.1 Environmental Pollution, Management and Social Issues 3.2 Pollution: Types, Control measures, Management and associated problems. 3.3 Environmental Law and Legislation: Protection and conservation Acts. 3.4 International Agreement & Program 3.5 Environmental Movements, communication and public awareness Program. 3.6 National and International organizations related to environment conservation and monitoring. 3.7 Role of information technology in environment and human health.	1. What is pollution basic introduction? 2. What is pollutant?

SW-3 Suggested Sessional Work (SW):

a. Assignments:

- Write an essay on air pollution.
- What do you mean by acid rain write its causes and effects.
- Describe the effects of water pollution.
- How soil pollution can be control?
- Describe the role of information technology in environment and human health.
- Mention some national and international organizations related to environment conservation and monitoring.

b. Mini Project:

- c. Other Activities (Specify):** Visit to different polluted sites and study the source of pollution and their effects.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
0EVS03.1: To understand various aspects of life forms, ecological processes, and the impacts on them by the human during Anthropocene era	8	1	2	11
0EVS03.2: To build capabilities to identify relevant environmental issues, analyze the various underlying causes, evaluate the practices and policies, and develop framework to make inform decisions	5	2	2	9
0EVS03.3: To develop empathy for all life forms, awareness, and responsibility towards environmental protection and nature preservation.	7	2	2	11
Total Hours	20	5	6	31

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
0EVS03.1	Environment and Natural Resources	3	1	1	5
0EVS03.2	Biomes, Ecosystem and Biodiversity	2	6	2	10
0EVS03.3	Environmental Pollution, Management and Social Issues	3	7	5	15
Total		11	26	13	50

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Environmental Studies will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Visit to cement plant
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, WhatsApp,



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Mobile, Online sources)

9. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Ecology; Environment Science and Conservation	Singh; J.S., Singh S.P. and Gupta, S. R	S. Chand publishing, New Delhi.	2018
2	Perspectives in Environmental Studies	Kaushik, Anubha, Kaushik, C.P.	New age International Publishers	2018
3	A Textbook of Environmental Studies	Asthana, D. K Asthana Meera	S. Chand Publishing, New Delhi	2007
4	Environmental Law and Policy in India: Cases, Material & Status	Divan, S. and Rosenkranz, A	Oxford University Press, India	2002
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

1.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 0EVS03

Course Title: Environmental Studies

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
0EVS03.1: Understand and evaluate the global scale of environmental problem								
0EVS03.2: To outline the resources, ecosystem, diversity and explain the conservation and its significations								
0EVS03.3: To identify the environmental issues, types of pollutions and their impact								

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	0EVS03.1: Understand and evaluate the global scale of environmental problem	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Environment and Natural Resources 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8	
POs 1,2,3,4,5,6 PSOs 1,2	0EVS03.2: To outline the resources, ecosystem, diversity and explain the conservation and its significations	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Biomes, Ecosystem and Biodiversity 2.1, 2.2, 2.3, 2.4, 2.5	
POs 1,2,3,4,5,6 PSOs 1,2	0EVS03.3: To identify the environmental issues, types of pollutions and their impact	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Environmental Pollution, Management and Social Issues 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7	



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Semester-II

Course Code:	0IKS04
Course Title :	Fundamentals of Indian Knowledge System
Pre-requisite:	Creating awareness among the youths about the true history and past rich culture of India
Rationale:	India has very rich and versatile knowledge system and cultural heritage since antiquity. The Indian Knowledge systems was developed on life science, medical science, literature, drama, art, music, dance, astronomy, mathematics, architecture (Sthapatyaveda), chemistry, aeronautics etc, during ancient period. In this basic course, a special attention is given to the ancient and historical perspective of ideas occurrence in the ancient society, and implication to the concept of material world and religious, social and cultural beliefs. On the closer examination, religion, culture and science have appeared epistemological very rigidly connected in the Indian Knowledge System. This land of Bharat Bhumi has provided invaluable knowledge stuff to the society and the world in all sphere of life

Course Outcomes:

0IKS04.1: To understand the ancient civilization, Indian Knowledge Systems, Concept of Panch Mahabhuta, Origin of name Bharat Varsha, Ancient Rivers, Ancient Universities and ancient agriculture.

0IKS04.2: Students will have the ability to learn about ancient books, Religious places, basic concept of Indian dance, music and arts, and fundamental aspects of Sangeeta and Natyashashtra etc.

0IKS04.3: Student will be able to gain knowledge on Vedic Science, Astronomy, Astrovastu, Vedic Mathematics, Aeronautics, Metallurgy, Nakhatras, Panchang, Concept of Zero, Pi and point etc.

0IKS04.4: Understanding on ancient Engineering, Science and Technology, Town Planning, Temple architecture, Chemistry and Metallurgy, Metal manufacturing etc.

0IKS04.5: Student will able to understand about the Life, Nature and Health through basic concept of Ayurveda and Yoga, Traditional Medicinal Systems, Ethnomedicine, Nature conservation, World Heritage Sites etc.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
IKS	0IKS04	Fundamentals of Indian Knowledge System	2	0	1	1	4	2



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Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
IKS	0IKS04	Fundamentals of Indian Knowledge System	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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0IKS04.1: To understand the ancient civilization, Indian Knowledge Systems, Concept of Panch Mahabhuta, Origin of name Bharat Varsha, Ancient Rivers, Ancient Universities and ancient agriculture.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	2
SL	1
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Understand Overview of Indian Knowledge Systems (IKS) SO1.2 Understand Classification of Ancient IKS texts SO1.3 Understand Introduction to Panch Mahabhutas (Earth, Water, Fire, Sky and Air) SO1.4 Understand Origin of the name Bharatvarsha: the Land of Natural Endowments SO1.5. Understand Rivers of ancient India (The Ganga, Yamuna, Godawari, Saraswati, Narmada, Sindhu and Kaveri) SO1.6. Understand Ancient Agriculture and ancient Universities: Takshashila and Nalanda, Gurukul system		Unit-1.0: Indian Civilization and Indian Knowledge Systems [6 Hours] 1.1 Overview of Indian Knowledge Systems (IKS) 1.2 Classification of Ancient IKS texts 1.3 Introduction to Panch Mahabhutas (Earth, Water, Fire, Sky and Air) 1.4 Origin of the name Bharatvarsha: the Land of Natural Endowments 1.5 Rivers of ancient India (The Ganga, Yamuna, Godawari, Saraswati, Narmada, Sindhu and Kaveri) 1.6 Agriculture system in ancient India, Ancient Universities: Takshashila and Nalanda, Gurukul system	1. Golden era of ancient India

SW-1 Suggested Sessional Work (SW):

- a. Assignments:** Concepts of Panch Mahabhuta, Classification of ancient texts, origin of ancient rivers.
- b. Mini Project:** Ancient Universities: Takshashila and Nalanda
- c. Other Activities (Specify):**



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OIKS04.2: Students will have the ability to learn about ancient books, Religious places, basic concept of Indian dance, music and arts, and fundamental aspects of Sangeeta and Natyashashtra etc.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	2
SL	1
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Understand the Ancient Indian Books: Vedas, Puranas, Shastras, Upanishads, Mahakavyas (Ramayana & Mahabharata), Smrities, Samhitas SO2.2 Understand the Religious places: Puries, Dhams, Jyotirlinga, Shaktipeeths, Kumbha Mela SO2.3 Understand the Legendary places of Madhya Pradesh: Ujjain, Chitrakoot, Omkareshwar, Bharhut, Maihar SO2.4 Understand the Basic concept of Indian Art, Music and Dance, Indian Musical Instruments SO2.5 Understand the Fundamental aspects of Sangeeta and Natya shastra SO2.6 Understand the different schools of music, dance and painting in different regions of India		Unit-2.0: Indian Art, Literature and Religious Places [6 Hours] 2.1 Ancient Indian Books: Vedas, Puranas, Shastras, Upanishads, Mahakavyas (Ramayana & Mahabharata), Smrities, Samhitas 2.2 Religious places: Puries, Dhams, Jyotirlinga, Shaktipeeths, Kumbha Mela 2.3 Legendary places of Madhya Pradesh: Ujjain, Chitrakoot, Omkareshwar, Bharhut, Maihar 2.4 Basic concept of Indian Art, Music and Dance, Indian Musical Instruments 2.5 Fundamental aspects of Sangeeta and Natya shastra 2.6 Different schools of music, dance and painting in different regions of India	1. Indian Art, Music and Dance

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Visit of Chitrakoot, Maihar and Bharhuta.
- b. **Mini Project:** Kumbhmela, Story of Ramayana and Mahabharata.
- c. **Other Activities (Specify):**



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OIKS04.3: Student will be able to gain knowledge on Vedic Science, Astronomy, Astrovastu, Vedic Mathematics, Aeronautics, Metallurgy, Nakhatras, Panchang, Concept of Zero, Pi and point etc.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	2
SL	1
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Understand Vedic Cosmology SO3.2 Understand the Astronomy, Astrovastu, Vedang Jyotish, Nakshatras, Navagraha, Rashis, Vastushastra and their related plants SO3.3 Understand the Time and Calendar, Panchang SO3.4 Understand the Concept of Zero, Point, Pi - number system, Pythagoras SO3.5 Understand the Vedic Mathematics, Vimana-Aeronautics, Basic idea of planetary model of Aryabhatta SO3.6 Understand the Varanamala of Hindi language based on classification of sounds on the basis of their origin, Basic purpose of science of Vyakarana		Unit-3.0: Ancient Science, Astronomy, Mathematics [6 Hours] 3.1 Vedic Cosmology 3.2 Astronomy, Astrovastu, Vedang Jyotish, Nakshatras, Navagraha, Rashis, Vastushastra and their related plants 3.3 Time and Calendar, Panchang 3.4 Concept of Zero, Point, Pi - number system, Pythagoras 3.5 Vedic Mathematics, Vimana-Aeronautics, Basic idea of planetary model of Aryabhatta 3.6 Varanamala of Hindi language based on classification of sounds on the basis of their origin, Basic purpose of science of Vyakarana	1. Ancient Science, Astronomy and Vedic Mathematics

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Varanamala of Hindi language based on classification of sounds on the basis of their origin.
- b. **Mini Project:** Nakshatras, Navagraha and their related plants.
- c. **Other Activities (Specify):**



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0IKS04.4: Understanding on ancient Engineering, Science and Technology, Town Planning, Temple architecture, Chemistry and Metallurgy, Metal manufacturing etc.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	2
SL	1
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Understand the Engineering Science and Technology in Vedic and Post Vedic Era SO4.2 Understand the Town and Home planning, Sthapatyaveda SO4.3 Understand the Chemistry and Metallurgy as gleaned from archeological artifacts SO4.4 Understand the Chemistry of Dyes, Pigments used in Paintings, Fabrics, Potteries and Glass SO4.5 Understand the Temple Architecture: Khajuraho, Sanchi Stupa, Chonsath Yogini temple SO 4.6 Understand the Mining and manufacture in India of Iron, Copper, Gold from ancient times		Unit-4.0: Engineering, Technology and Architecture [6 Hours] 4.1 Engineering Science and Technology in Vedic and Post Vedic Era 4.2 Town and Home planning, Sthapatyaveda 4.3 Chemistry and Metallurgy as gleaned from archeological artifacts 4.4 Chemistry of Dyes, Pigments used in Paintings, Fabrics, Potteries and Glass 4.5 Temple Architecture: Khajuraho, Sanchi Stupa, Chonsath Yogini temple 4.6 Mining and manufacture in India of Iron, Copper, Gold from ancient times	1. Ancient Science, Astronomy and Vedic Mathematics

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Varanamala of Hindi language based on classification of sounds on the basis of their origin.
- b. **Mini Project:** Nakshatras, Navagraha and their related plants.
- c. **Other Activities (Specify):**



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0IKS04.5: Student will able to understand about the Life, Nature and Health through basic concept of Ayurveda and Yoga, Traditional Medicinal Systems, Ethnomedicine, Nature conservation, World Heritage Sites etc.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	2
SL	1
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Understand the Fundamentals of Ayurveda (Charaka & Shushruta) and Yogic Science (Patanjali), Ritucharya and Dinacharya SO5.2 Understand the Traditional system of Indian medicines (Ayurveda, Siddha, Unani and Homoeopathy) SO5.3 Understand Fundamentals of Ethnobotany and Ethnomedicines of India SO5.4 Understand the Nature Conservation in Indian ancient texts SO5.5. Understand the Introduction to Plant Science in Vrikshayurveda SO5.6. Understand the World Heritage Sites of Madhya Pradesh: Bhimbetka, Sanchi, Khajuraho		Unit-5.0: Life, Nature and Health [6 Hours] 5.1 Fundamentals of Ayurveda (Charaka & Shushruta) and Yogic Science (Patanjali), Ritucharya and Dinacharya 5.2 Traditional system of Indian medicines (Ayurveda, Siddha, Unani and Homoeopathy) 5.3 Fundamentals of Ethnobotany and Ethnomedicines of India 5.4 Nature Conservation in Indian ancient texts 5.5 Introduction to Plant Science in Vrikshayurveda 5.6 World Heritage Sites of Madhya Pradesh: Bhimbetka, Sanchi, Khajuraho	1. Concept of Ayurveda and Yoga 2. Traditional system of Indian medicines 3. Ethnobotany and Ethnomedicines of India 4. World Heritage Sites

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** Visit to world Heritage Site Khajuraho.
- b. **Mini Project:** Ritucharya and Din Charya, Ethnomedicinal plants.
- c. **Other Activities (Specify):**



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
0IKS04.1: To understand the ancient civilization, Indian Knowledge Systems, Concept of Panch Mahabhuta, Origin of name Bharat Varsha, Ancient Rivers, Ancient Universities and ancient agriculture	6	2	1	9
0IKS04.2: Students will have the ability to learn about ancient books, Religious places, basic concept of Indian dance, music and arts, and fundamental aspects of Sangeeta and Natyashashtra etc	6	2	1	9
0IKS04.3: Student will be able to gain knowledge on Vedic Science, Astronomy, Astrovasu, Vedic Mathematics, Aeronautics, Metallurgy, Nakhatras, Panchang, Concept of Zero, Pi and point etc	6	2	1	9
0IKS04.4: Understanding on ancient Engineering, Science and Technology, Town Planning, Temple architecture, Chemistry and Metallurgy, Metal manufacturing etc	6	2	1	9
0IKS04.5: Student will able to understand about the Life, Nature and Health through basic concept of Ayurveda and Yoga, Traditional Medicinal Systems, Ethnomedicine, Nature conservation, World Heritage Sites etc.	6	2	1	9
Total Hours	30	10	5	45

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
0IKS04.1	Indian Civilization and Indian Knowledge System	2	5	1	8
0IKS04.2	Indian Art, Literature and Religious Places	2	6	2	10
0IKS04.3	Ancient Science, Astronomy and Vedic Mathematics	2	6	5	13
0IKS04.4	Engineering, Technology and Architecture	2	4	4	10
0IKS04.5	Life, Nature and Health	2	5	2	9
Total		10	26	14	50

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Indian Knowledge Systems will be held with written examination of 50 marks.



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Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorial
3. Case Method
4. Group Discussion
5. Role Play
6. Visit to Religious places, World Heritage Sites
7. Demonstration
8. ICT Based Teaching Learning (Video Demonstration/Tutorials CBT, Blog, Facebook, Twitter, Whatsapp, Mobile, Online sources)
9. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	An Introduction of Indian Knowledge Systems: Concepts and Applications	Mahadevan, B.; Bhat V. and Pavana, Nagendra N.	Prentice Hall of India.	2022
2	Indian Knowledge Systems: Vol. I and II.	Kapoor, Kapil and Singh, A. K.	D.K. Print World Ltd	2005
3	Science of Ancient Hindus: Unlocking Nature in Pursuit of Salvation	Kumar, Alok	Create pace Independent Publishing	2014
4	A History of Agriculture in India	Randhava, M.S.	ICAR, New Delhi	1980
5	Panch Mahabhuta,	Yogcharya, Jnan Dev	Yog Satsang Ashram	2021
6	The Indian Rivers	Singh, Dhruv Sen	Springer	2018
7	The Wonder That Was India	Basam, Arthue Llewlllyn	Sidgwick & Jackson	1954
8	Ancient Cities, Sacred Skies: Cosmic Geometries and City Planning in Ancient India	Malville, J. MacKim & Gujaral, Lalit M.	IGNCA & Aryan Books International, New Delhi	2000
9	The Natya Shastra of Bharat Muni	Jha, Narendra	Innovative Imprint, Delhi	2023



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10	Astronomy in India: A Historical Perspective	Padmanabhan, Thanu	Indian National Science Academy, New Delhi & Springer (India).	2010
11	History of Astronomy in India 2 nd Ed.	Sen, S.N. and Shukla, C.S.	INSA New Delhi	2001
12	History of Indian Astronomy A Handbook	Ramasubramanian, K., Aule, Aniket and Vahia, Jayank	Science and Heritage Initiative, I.I.T. Mumbai and Tata Institute of Fundamental Research, Mumbai	2016
13	Indian Mathematics and Astronomy: Some Landmarks	Rao, Balachandra S.	Jnana Deep Publications, Bangalore, 3 rd Edition	. 2004
14	Vedic Mathematics and Science in Vedas	Rao, Balachandra S.	Navakarnataka Publications, Bengaluru	2019
15	A History of Hindu Chemistry	Ray, Acharya Prafulla Chandra	Repbl Shaibya Prakashan Bibhag, Centenary Edition, Kolkata	1902
16	Early Indian Architecture: Cities and City Gates	Coomeraswamy, Anand	Munciram Manoharlal Publishers	2002
17	Theory and Practices of Temple Architecture in Medieval India: Bhojasamrangasutradhar and the Bhojpur Line Drawings	Hardy, Adams	Dev Publishers & Distributors.	2015
18	Indian Science and Technology in Eighteenth Century	Dharmpal	Academy of Gandhian Studies, Hyderabad.	1971
19	Science in India: A Historical Perspective	Subbarayappa, B.V.	Rupa New Delhi	2013
20	Fine Arts & Technical Sciences in Ancient India with special reference to Someswvara's Manasollasa	Mishra, Shiv Shankar	Krishnadas Academy, Varanasi	1982
21	Fundamental Principles of Ayurveda, Volume One	Lad, Vasant D.	The Ayurvedic Press, Albuquerque, New Mexico.	2002
22	Charak Samhita, Chaukhamba	Pandey, Kashinath and Chaturvedi Gorakhnath	Vidya Bhawan, Varanasi	



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23	Ayurveda: The Science of Self-Healing	Lad, Vasant D.	Lotus Press: Santa Fe	1984
24	Ayurveda: Life, Health and Longevity	Svoboda, Robert E	Penguin: London	1992
25	Plants in the Indian Puranas	Sensarma, P.	Naya Prokash, Calcutta	1989
26	Indian Cultural Heritage Perspective for Tourism	Singh, L. K.	Gyan Publishing House, Delhi	2008
27	Glimpses of Indian Ethnobotany	Jain, S.K.	Oxford & IBH Publishing Company Private Limited, New Delhi	1981
28	Manual of Ethnobotany	Jain, S.K.	Scientific Publishers, Jodhpur	2010

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 0IKS04

Course Title: Fundamentals of Indian Knowledge System

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
0IKS04.1: To understand the ancient civilization, Indian Knowledge Systems, Concept of Panch Mahabhuta, Origin of name Bharat Varsha, Ancient Rivers, Ancient Universities and ancient agriculture	1	2	3	1	2	2	3	3
0IKS04.2: Students will have the ability to learn about ancient books, Religious places, basic concept of Indian dance, music and arts, and fundamental aspects of Sangeeta and Natyashashtra etc	2	2	1	1	2	1	1	1
0IKS04.3: Student will be able to gain knowledge on Vedic Science, Astronomy, Astrovastu, Vedic Mathematics, Aeronautics, Metallurgy, Nakhatras, Panchang, Concept of Zero, Pi and point etc	1	1	2	2	2	2	3	1

OIKS04.: Understanding on ancient Engineering, Science and Technology, Town Planning, Temple architecture, Chemistry and Metallurgy, Metal manufacturing etc	2	1	1	1	2	3	3	3
OIKS04.5: Student will able to understand about the Life, Nature and Health through basic concept of Ayurveda and Yoga, Traditional Medicinal Systems, Ethnomedicine, Nature conservation, World Heritage Sites etc	2	2	3	3	1	1	1	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	0IKS04.1: To understand the ancient civilization, Indian Knowledge Systems, Concept of Panch Mahabhuta, Origin of name Bharat Varsha, Ancient Rivers, Ancient Universities and ancient agriculture	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5 SO1.6		Unit-1.0: Introduction to Human Resource Management 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19, 1.20	
POs 1,2,3,4,5,6 PSOs 1,2	0IKS04.2: Students will have the ability to learn about ancient books, Religious places, basic concept of Indian dance, music and arts, and fundamental aspects of Sangeeta and Natyashashtra etc	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5 SO2.6		Unit-2.0: Human Resource Planning 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20	
POs 1,2,3,4,5,6 PSOs 1,2	0IKS04.3: Student will be able to gain knowledge on Vedic Science, Astronomy, Astro vastu, Vedic Mathematics, Aeronautics, Metallurgy, Nakhatras, Panchang, Concept of Zero, Pi and point etc	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5 SO3.5		Unit-3.0: Training, performance appraisal and compensation 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16, 3.17, 3.18, 3.19, 3.20, 3.21, 3.22, 3.23, 3.24, 3.25, 3.26, 3.27, 3.28, 3.29, 3.30	
POs 1,2,3,4,5,6 PSOs 1,2	0IKS04.4: Understanding on ancient Engineering, Science and Technology, Town Planning, Temple architecture, Chemistry and Metallurgy, Metal manufacturing etc	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5 SO4.5		Unit-4.0: Industrial Relation 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.12, 4.13, 4.14, 4.15	
POs 1,2,3,4,5,6 PSOs 1,2	0IKS04.5: Student will be able to understand about the Life, Nature and Health through basic concept of Ayurveda and Yoga, Traditional Medicinal Systems, Ethnomedicine, Nature conservation, World Heritage Sites etc	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5 SO5.5		Unit-5.0: Collective bargaining 5.1, 5.2, 5.3, 5.4, 5.5	



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Semester-III

Course Code:	01MT301
Course Title :	Management Accounting
Pre-requisite:	Students should have basic knowledge of cost of production, budget and budgetary control
Rationale:	Students studying this subject will solve the problems related to cost of production, cost control, budget preparation, standard costing, cost sheet preparation, variance analysis and many more in an organization. They will prepare the break even chart to know the best the no profit no loss point and manage the margin of safety.

Course Outcomes:

01MT301.1: Students will define management accounting with cost and financial accounting.

01MT301.2: Students will determine the total cost of production.

01MT301.3: Students will calculate the profit volume ratio, margin of safety, breakeven point and relevant cost.

01MT301.4: Students will evaluate the budget and responsibility accounting.

01MT301.5: Students will design the reason behind variances in material, labor, overhead and sales.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
FIN	01MT301	Management Accounting	6	0	2	1	9	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
FIN	01MT301	Management Accounting	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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01MT301.1: Students will define management accounting with cost and financial accounting.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Students will define the management account SO1.2 Students will differentiate the management account with financial account SO1.3 Students will differentiate the management account with cost account		Unit-1.0: Nature, Scope of Management Accounting [6 Hours] 1.1 Meaning, definition of Management Accounting 1.2 Nature of Management Account 1.3 scope of Management Account 1.4 Comparison of Management Accounting with Cost Accounting 1.5 Comparison of Management Accounting with Financial Accounting 1.6 management accounts v/s Other accounts	1. Objectives of management accounting

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Management accounting plays important role in the development of a company.
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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01MT301.2: Students will determine the total cost of production.

Approximate Hours

Item	AppX Hrs
CI	16
LI	0
SW	2
SL	1
Total	19

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Students will define the cost accounting with their importance and objectives SO2.2 Students will explain the elements of cost SO2.3 Students will determine the cost of production with the help of cost sheet SO2.4 Students will classified the cost in different groups SO2.5 Students will allocate, apportion and absorb the cost		Unit-2.0: Cost Concept [16 Hours] 2.1 Meaning and Scope of Cost Accounting 2.2 Objectives, and Importance of Cost Accounting 2.3 meaning of Cost, Costing, Cost Control, and Cost Reduction 2.4 Elements of Cost 2.5 Components of total Cost 2.6 meaning and definition of Cost Sheet with their types 2.7 simple cost sheet numerical 2.8 Cost Sheet with Profit Numerical 2.9 numerical cost sheet with profit in different sales 2.10 numerical of cost sheet with statement of profit 2.11 comparative cost sheet 2.12 allocation, apportionment and absorption meaning 2.13 cost unit and cost centre 2.14 Overhead allocation, Overhead apportionment Numerical 2.15 Overhead absorption numerical 2.16 cost sheet numerical	1. Meanings of material, labor and overhead

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Prepare the cost sheet of a particular company with a live example.
- b. **Mini Project:** Write short note on marginal and opportunity cost.
- c. **Other Activities (Specify):**



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01MT301.3: Students will calculate the profit volume ratio, margin of safety, breakeven point and relevant cost.

Approximate Hours

Item	AppX Hrs
CI	27
LI	0
SW	2
SL	1
Total	30

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Students will define the cost volume profit analysis SO3.2 Students will define the relevant cost and decision making SO3.3 Students will calculate the profit volume ratio SO3.4 Students will calculate the breakeven point SO3.5 Students will calculate the margin of safety		Unit-3.0: Cost-Volume-Profit Analysis [27 Hours] 3.1 P/V Ratio 3.2 P/V Ratio Numerical 3.3 Combined P/V Ratio numerical 3.4 P/V Ratio numerical with BEP 3.5 Margin of safety numerical 3.6 P/V Ratio numerical of two year 3.7 Margin of safety 3.8 P/V Ratio numerical with MOS 3.9 Break-even Point in Rs. Numerical 3.10 Key Factor, Break-even Analysis 3.11 Break-even Chart 3.12 Break-even Point meaning and definition 3.13 Cost Break-even Point 3.14 Composite Break-even Point 3.15 Cash Break-even Point 3.16 Break-even Point in Unit Numerical 3.17 Calculation of sales in CVPA 3.18 Calculation of Desired Profit in 3.19 Calculation of Fixed Cost in CVPA 3.20 Calculation of Profit in CVPA	1. Meaning of Breakeven point 2. Numerical related to CVPA



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		3.21 Relevant Costs and Decision Making 3.22 Pricing, Product Profitability 3.23 Make or Buy, Exploring new markets 3.24 Export Order, Sell or Process Further, Shut down vs. Continue. 3.25 Meanings and definitions of Cost-Volume-Profit Analysis 3.26 contribution definition 3.27 Contribution calculation	

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Prepare a chart and show the position of break even and margin of safety with different angle.
- b. **Mini Project:** Write short note on relevant costing.
- c. **Other Activities (Specify):**



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01MT301.4: Students will evaluate the budget and responsibility accounting.

Approximate Hours

Item	AppX Hrs
CI	20
LI	0
SW	2
SL	1
Total	23

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Students will define the budget, budgeting and budgetary control SO4.2 Students will define the responsibility accounting SO4.3 Students will define the transfer pricing SO4.4 Students will calculate the value of cash budget SO4.5 Students will calculate the value of flexible budget		Unit-4.0: Budgets and Budgetary Control [20 Hours] 4.1 Budgets and Budgetary Control: Meaning 4.2 types of Budget 4.3 Steps in Budgetary Control 4.4 Process of budgeting 4.5 Structure of budget committee 4.6 Material and sales budget 4.7 Production and purchase budget 4.8 Fixed and Flexible Budgeting 4.9 Flexible Budgeting numerical to calculate total cost 4.10 Flexible Budgeting numerical to calculate total profit 4.11 Flexible Budgeting numerical to calculate total sales 4.12 Cash Budget 4.13 Cash Budget numerical 4.14 Responsibility Accounting 4.15 Concept, Significance of Responsibility Accounting 4.16 Different responsibility centers 4.17 Divisional performance 4.18 Financial measures 4.19 Transfer pricing 4.20 Types of Transfer pricing	1. Meaning of budget 2. Numerical problem of budget

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Prepare a flexible budget of a company and define each terms coming under this.
- b. **Mini Project:** Presentation on responsibility accounting.
- c. **Other Activities (Specify):**



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01MT301.5: Students will design the reason behind variances in material, labor, overhead and sales.

Approximate Hours

Item	AppX Hrs
CI	21
LI	0
SW	2
SL	1
Total	24

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Students will define the variance analysis and standard costing SO5.2 Students will define the target costing, quality costing and life cycle costing SO5.3 Students will solve the numerical related to material variance SO5.4 Students will solve the numerical related to labor variance SO5.5 Students will solve the numerical related to overhead variance SO5.6 Students will solve the numerical related to sales variance		Unit-5.0: Standard Costing and Variance Analysis [21 Hours] 5.1 Meaning of standard cost and standard costing, advantages, limitations 5.2 standard costing applications 5.3 variance analysis 5.4 material variance analysis 5.5 labor variance 5.6 material variance in one material 5.7 Material variance when on figure in missing. 5.8 material variance in two or more material 5.9 material variance when SM is equal to AM material 5.10 material variance when SM is not equal to AM material 5.11 material variance when SY & AYy is given 5.12 material variance when SY is not equal to AY 5.13 labour variance in one labour 5.14 labour variance in two labour 5.15 labour variance in idle labour 5.16 labour variance when SY and AY is given 5.17 Labor variance when SY is not equal to AY. 5.18 overhead variance 5.19 fixed overhead variance 5.20 variable overhead variance 5.21 Sales variance	1. Numerical of variance analysis

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Variance analysis used by most business to eliminate variance, explain with example.
- b. Mini Project:** Write short note on master budget with diagram.
- c. Other Activities (Specify):**



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
01MT301.1: Students will define management accounting with cost and financial accounting	6	1	1	8
01MT301.2: Students will determine the total cost of production	16	2	1	19
01MT301.3: Students will calculate the profit volume ratio, margin of safety, breakeven point and relevant cost	27	2	1	30
01MT301.4: Students will evaluate the budget and responsibility accounting	20	2	1	23
01MT301.5: Students will design the reason behind variances in material, labor, overhead and sales	21	2	1	24
Total Hours	90	9	5	104

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
01MT301.1	Nature, Scope of Management Accounting				
01MT301.2	Cost concepts				
01MT301.3	Cost-Volume-Profit Analysis				
01MT301.4	Budgets and Budgetary Control				
01MT301.5	Standard Costing and Variance Analysis				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Management Accounting will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Management Accounting: Text Problems and Cases	M.Y. Khan, and P.K. Jain	McGraw Hill Education (India) Pvt. Ltd	-
2	Cost accounting	M.L. Agarwal	Sahitya Bhawan Publication	-
3	A Textbook of Cost and Management Accounting	M.N. Arora	Vikas Publishing House Pvt. Ltd.	-
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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2. Dr. Pradeep Chaurasia, Associate Professor, FMS, AKS University, Satna.
3. Dr. Chandan Singh, Assistant Professor, FMS, AKS University, Satna.
4. Dr. Prakash Kumar Sen, Assistant Professor, FMS, AKS University, Satna.
5. Dr. Seema Dwivedi, Assistant Professor, FMS, AKS University, Satna.
6. Mr. Pramod Kumar Dwivedi, Assistant Professor, FMS, AKS University, Satna.
7. Mrs. Shinu Shukla, Assistant Professor, FMS, AKS University, Satna.
8. Mr. Krishna Kumar Mishra, Assistant Professor, FMS, AKS University, Satna.
9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 01MT301

Course Title: Management Accounting

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
01MT301.1: Students will define management accounting with cost and financial accounting	3	1	3	1	3	3	3	3
01MT301.2: Students will determine the total cost of production	3	2	3	2	3	3	3	3
01MT301.3: Students will calculate the profit volume ratio, margin of safety, breakeven point and relevant cost	3	1	3	3	3	3	3	3
01MT301.4: Students will evaluate the budget and responsibility accounting	3	1	3	2	3	3	3	3
01MT301.5: Students will design the reason behind variances in material, labor, overhead and sales	3	1	3	2	3	3	1	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	01MT301.1: Students will define management accounting with cost and financial accounting	SO1.1 SO1.2 SO1.3		Unit-1.0: Nature, Scope of Management Accounting 1.1, 1.2, 1.3, 1.4, 1.5, 1.6	
POs 1,2,3,4,5,6 PSOs 1,2	01MT301.2: Students will determine the total cost of production	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Cost concepts 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16	
POs 1,2,3,4,5,6 PSOs 1,2	01MT301.3: Students will calculate the profit volume ratio, margin of safety, breakeven point and relevant cost	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Cost-Volume-Profit Analysis 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16, 3.17, 3.18, 3.19, 3.20, 3.21, 3.22, 3.23, 3.24, 3.25, 3.26, 3.27	
POs 1,2,3,4,5,6 PSOs 1,2	01MT301.4: Students will evaluate the budget and responsibility accounting	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Budgets and Budgetary Control 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.12, 4.13, 4.14, 4.15, 4.16, 4.17, 4.18, 4.19, 4.20	
POs 1,2,3,4,5,6 PSOs 1,2	01MT301.5: Students will design the reason behind variances in material, labor, overhead and sales	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5 SO5.6		Unit-5.0: Standard Costing and Variance Analysis 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15, 5.16, 5.17, 5.18, 5.19, 5.20, 5.21	



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Semester-III

Course Code:	02MT311
Course Title :	Taxation
Pre-requisite:	Student should have basic knowledge of Income Tax, GST, ITR Filling, Assessment Procedures, Computation of Income and Tax Planning.
Rationale:	The students studying will able to understand Taxation, income tax is multifaceted, encompassing financial literacy, legal compliance, economic understanding, career preparation, and ethical considerations. Education in income tax equips individuals with the knowledge and skills needed to navigate the complexities of taxation in both personal and professional contexts.

Course Outcomes:

02MT311.1: Define key tax terminology.

02MT311.2: Explain the basic principles of taxation.

02MT311.3: Apply tax planning strategies to minimize tax liability.

02MT311.4: Analyze the tax implications of different financial decisions.

02MT311.5: Evaluate the impact of changes in tax laws on financial decisions.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
FIN	02MT311	Taxation	6	0	2	1	9	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
FIN	02MT311	Taxation	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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02MT311.1: Define key tax terminology.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Identify different sources of income that are taxable SO1.2 Summarize the principles behind income tax calculations SO1.3 Apply tax credits and deductions to determine the taxable income SO1.4 Analyze the impact of changes in income on tax liability SO1.5 Assess the consequences of tax evasion and avoidance		Unit-1.0: Concept of Income Tax [14 Hours] 1.1 Introduction of Income Tax: Concept 1.2 Income Tax Year: Previous Year and Assessment Year 1.3 Persons, Assessee 1.4 Gross total income and Total income 1.5 Tax Evasion, Tax Avoidance 1.6 Tax Slabs for Individual Old Regime 1.7 Tax Slabs for Individual New Regime 1.8 Residential Status and Incidence of Tax for Individual and HUF 1.9 Residential Status and Incidence of Tax for Company/Firm 1.10 Residential Status and Incidence of Tax for BOI/Local Authority 1.11 Income which do not form part of total income 1.12 Introduction of Agricultural Income 1.13 Various definitions of Agricultural Income 1.14 Computation of Agricultural Incomes	1. Practice of Tax Slab for all the Assesseees

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** What is Income Tax? Describe the history of Income Tax in India and what are the basic and procedure of charging Income Tax?
- b. **Mini Project:** Flow Chart of Income Tax Slab for Individual, Old Regime and New Regime.
- c. **Other Activities (Specify):** PPT Presentation on Residential Status for Various Assessee.



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02MT311.2: Explain the basic principles of taxation.

Approximate Hours

Item	AppX Hrs
CI	17
LI	0
SW	1
SL	1
Total	19

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Memorize the different types of deductions allowed under income tax regulations SO2.2 Explain the concept of taxable income and how it is calculated SO2.3 Apply the relevant tax deductions and exemptions to compute the taxable amount SO2.4 Analyze the impact of various deductions and exemptions on the final tax liability SO2.5 Assess the accuracy and completeness of a given salary computation for income tax purposes		Unit-2.0: Computation of Salary [17 Hours] 2.1 Introduction of Salary 2.2 Introduction of Taxable Allowances 2.3 Introduction of Fully Exempted Allowances 2.4 Introduction of Allowances Exempt up to Specified Limit 2.5 Computation of HRA 2.6 Computation of Free House Allowance 2.7 Computation of Free Car Allowance 2.8 Introduction of Profits in LIEU of Salary 2.9 Computation of Profits in LIEU of Salary 2.10 Computation of Servant, Watchman, Gardner Perquisites 2.11 Computation of Rent free House perquisites 2.12 Computation of Car perquisites provided by employer 2.13 Numerical questions of HRA 2.14 Numerical questions of Rent Free House 2.15 Numerical questions of various perquisites 2.16 Numerical questions of Salary 2.17 Numerical questions of Gross total Salary	1. Types of taxable and non-taxable allowances and perquisites

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** What is mean by perquisites? Explain all perquisites under the head salary.
- b. **Mini Project:** Prepare diagram of Allowances and Perquisites for employees.
- c. **Other Activities (Specify):** Group Discussion.



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02MT311.3: Apply tax planning strategies to minimize tax liability.

Approximate Hours

Item	AppX Hrs
CI	34
LI	0
SW	1
SL	1
Total	36

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Define terms like Annual Value, Municipal Value, and Standard Rent SO3.2 Explain the principles and guidelines governing the computation of business and profession income SO3.3 Apply the formula for computing short-term and long-term capital gains SO3.4 Calculate income subject to clubbing provisions SO3.5 Calculate deductions and exemptions		Unit-3.0: COMPUTATION OF INCOME TAX: House Property, Profit & Gains, Capital Gain and Other Sources [34 Hours] 3.1 Introduction of House Property 3.2 Exemptions Regarding Income From House Property 3.3 Introduction of Gross Annual Value 3.4 Determination of Gross Annual Value 3.5 Introduction of Pre and Post-Construction Period 3.6 Numerical Questions for Let-out House Property 3.7 Computation of Property held as stock-in-trade 3.8 Numerical Questions for House Property 3.9 Introduction to Profit and Gains of Business or Profession 3.10 Important Rules Regarding Assessment of Profits and Gains of Business or Profession 3.11 Maintenance of Accounts, Profits Chargeable to Tax 3.12 Expenses Expressly Disallowed for business or profession 3.13 Deduction Expressly Allowed for business or Profession 3.14 Determination of Income of Certain Business 3.15 Determination of Income of Certain Business or Profession on a Presumptive Basis	1. Practice of Numerical question of HP, Capital Gain, PGBP



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		3.16 Numerical question for computation of P&L 3.17 Numerical questions for preparing Trading, Profit & Loss A/c, 3.18 Computation of valuation of inventories 3.19 Introduction of Capital Gains 3.20 Short-term Gains Exempt From Tax 3.21 Long-term Gains Exempt From Tax 3.22 Capital Assets: Short-term 3.23 Capital Assets: Long-term 3.24 Computation of Capital Gains in Special Cases 3.25 Deductions allowed for Short-term and long term capital gain 3.26 Numerical Questions for Short-term Capital Gains 3.27 Numerical Questions for Long-term Capital Gains 3.28 Miscellaneous numerical questions of Capital gains 3.29 Introduction of income from other sources 3.30 Introduction of Gift tax and Computation 3.31 Taxation on Dividends, Securities 3.32 Deduction allowed under the head income from other source 3.33 Taxation on Winnings from lotteries, crossword puzzles, card games, gambling or betting 3.34 Numerical questions of income from other sources	

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** What do you understand by the term 'Annual Value of House Property?' How would you determine the Annual Value of a House Property which remained vacant for part of the Previous Year?
- b. **Mini Project:** Prepare deductions list of allowed to Business or Profession and Capital Gains.
- c. **Other Activities (Specify):**



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02MT311.4: Analyze the tax implications of different financial decisions.

Approximate Hours

Item	AppX Hrs
CI	17
LI	0
SW	1
SL	1
Total	19

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Memorize the conditions under which income is clubbed with that of another individual SO4.2 Comprehend the conditions and limitations for setting off losses against income SO4.3 Calculate the total income of an individual or a family unit after considering clubbed income SO4.4 Examine scenarios where losses can be set off against income and vice versa SO4.5 Assess the financial implications of carrying forward losses for future years		Unit-4.0: COMPUTATION OF INCOME TAX: Clubbing of Income, Set-off and Carry Forward of Losses [17 Hours] 4.1 Introduction of Clubbing of Incomes and Aggregation of Incomes or Deemed Incomes 4.2 Computation of Clubbing Incomes for parents 4.3 Computation of Clubbing Incomes for spouse 4.4 Numerical questions of Clubbing Incomes 4.5 Introduction of Set-off Carry Forward of Losses 4.6 Computation of Set-off Loss 4.7 Computation of Set-off Loss and Carry Forward 4.8 Deductions from Gross Total Income as Applicable to an Individual 4.9 Deductions from Gross Total Income as Applicable to an Business Units 4.10 Computation of Total Income and Tax Liability of an Individual 4.11 Computation of Total Income and Tax Liability of an Business Units 4.12 Procedure for Assessment 4.13 Introduction of Goods and Services Tax (GST) 4.14 Place of supply under GST 4.15 Direct Tax Code (DTC) 4.16 E-Filing of Income Tax Return for Individuals 4.17 E-Filing of Income Tax Return for business	1. Practice of E-filing return

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** What do you mean by Goods and Services Tax (GST)? Explain the history of GST in India? Prepare taxable invoice format of GST.
- b. **Mini Project:** Prepare diagram of procedure of Income Tax Return Filling online.
- c. **Other Activities (Specify):**



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02MT311.5: Evaluate the impact of changes in tax laws on financial decisions.

Approximate Hours

Item	AppX Hrs
CI	8
LI	0
SW	1
SL	1
Total	10

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Memorize relevant sections of the income tax code SO5.2 Describe the different types of income and deductions SO5.3 Apply tax planning strategies to minimize tax liabilities SO5.4 Analyze a given financial scenario to identify potential tax implications SO5.5 Assess the effectiveness of different tax planning strategies		Unit-5.0: TAX AND MANAGEMENT [8 Hours] 5.1 Meaning of Tax Planning 5.2 Nature, Scope and Justification of Corporate Tax Planning 5.3 Computation of Taxable Income and Tax Liability 5.4 Computation of Taxable Income and Tax Liability of Companies: Minimum Alternative Tax 5.5 Introduction to Tax Planning with Reference to Financial Decisions 5.6 Tax Planning with Reference to Amalgamation 5.7 Introduction to Tax Planning with Reference to Financial Decisions 5.8 De-merger of Companies (Only theory)	1.Practice of taxable income and tax liability at the of amalgamation and de-merger of companies

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** What is Tax Planning and Management? How to save tax at the time of Amalgamation and De-Merger of companies.
- b. **Mini Project:** Prepare flow chart of de-merger of companies.
- c. **Other Activities (Specify):** PPT Presentation.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
02MT311.1: Define key tax terminology	14	1	1	16
02MT311.2: Explain the basic principles of taxation	17	1	1	19
02MT311.3: Apply tax planning strategies to minimize tax liability	34	1	1	36
02MT311.4: Analyze the tax implications of different financial decisions	17	1	1	19
02MT311.5: Evaluate the impact of changes in tax laws on financial decisions	8	1	1	10
Total Hours	90	5	5	100

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
02MT311.1	Concept of Income Tax				
02MT311.2	Computation of Salary				
02MT311.3	Computation of Income Tax: House Property, Profit & Gains, Capital Gain and Other Sources				
02MT311.4	Computation of Income Tax: Clubbing of Income, Set-Off and Carry Forward of Losses				
02MT311.5	Tax Planning and Management				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Taxation will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming



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Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Income Tax Law & Practice	Mahesh Chandra & D.C. Shukla	Pragati Publication	
2	Tax Planning and Management	S.P. Goyal	Sahitya Bhawan Publication	
3	Student Guide to Income tax	V.K. Singhania	Taxmann Publications Pvt. Ltd.	
4	Income Tax Law & Practice	Dr. H.C. Mehrotra & Dr. S.P. Gupta	Sahitya Bhawan Publications	63 rd Edition
5	Lecture notes provided by Dept. of Management, AKS University, Satna			
6	CBDT Circulation			

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3. Dr. Chandan Singh, Assistant Professor, FMS, AKS University, Satna.
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9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 02MT311

Course Title: Taxation

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
02MT311.1: Define key tax terminology	3	1	1	1	1	1	2	2
02MT311.2: Explain the basic principles of taxation	1	1	3	2	2	2	3	1
02MT311.3: Apply tax planning strategies to minimize tax liability	2	1	3	1	1	1	3	1
02MT311.4: Analyze the tax implications of different financial decisions	1	1	1	3	1	1	3	2
02MT311.5: Evaluate the impact of changes in tax laws on financial decisions	2	1	1	1	1	1	1	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	02MT311.1: Define key tax terminology	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Concept of Income Tax 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14	
POs 1,2,3,4,5,6 PSOs 1,2	02MT311.2: Explain the basic principles of taxation	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Computation of Salary 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17	
POs 1,2,3,4,5,6 PSOs 1,2	02MT311.3: Apply tax planning strategies to minimize tax liability	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Computation of Income Tax: House Property, Profit & Gains, Capital Gain and Other Sources 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16, 3.17, 3.18, 3.19, 3.20, 3.21, 3.22, 3.23, 3.24, 3.25, 3.26, 3.27, 3.28, 3.29, 3.30, 3.31, 3.32, 3.33, 3.34	
POs 1,2,3,4,5,6 PSOs 1,2	02MT311.4: Analyze the tax implications of different financial decisions	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Computation of Income Tax: Clubbing of Income, Set-off and Carry Forward of Losses 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14, 4.15, 4.16, 4.17	
POs 1,2,3,4,5,6 PSOs 1,2	02MT311.5: Evaluate the impact of changes in tax laws on financial decisions	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Tax Planning and Management 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8	



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 (Revised as on 01 August 2023)

Semester-IV

Course Code:	03EC322
Course Title :	Macro Economics
Pre-requisite:	Student should have basic knowledge of macro variables, economy and monetary management
Rationale:	Rationale is to correlate the concepts with practical aspects. Measurements of relations among fiscal policy, monetary policy and economic variables will be understood by the students

Course Outcomes:

03EC322.1: Students will identify the concept of macro-economic variables.

03EC322.2: Macro-Economic principle can be interpreted and executed by the students.

03EC322.3: Relations among fiscal policy, monetary policy and economy will be understood by the students.

03EC322.4: Practical aspects of money in different forms will be deduced in the grass root levels by the students.

03EC322.5: The role of open economy will be predicted and synthesized.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
ECO	03EC322	Macro Economics	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
ECO	03EC322	Macro Economics	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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03EC322.1: Students will identify the concept of macro-economic variables

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	2
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 The students will be able to Estimation basic macro variables SO1.2 The students will be able to Deduce domestic product and changes of demand SO1.3 The students will be able to Understand the income theories SO1.4 The students will be able to Conceptualize monetary policy		Unit-1.0: Measurement of macroeconomic variables [13 Hours] 1.1 Measurement of macroeconomic variables 1.2 National Income Accounts 1.3 Gross Domestic Product 1.4 National Income 1.5 Personal and Personal disposable income 1.6 Classical theory of income 1.7 employment 1.8 Quantity Theory of Money 1.9 Cambridge version 1.10 Classical aggregate demand curve 1.11 Classical theory of interest rate 1.12 effect of fiscal 1.13 monetary policy	1. Macro-Economic analysis of Satna

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Macro variables, national income, its calculations.
- b. **Mini Project:** Macro variable survey.
- c. **Other Activities (Specify):**



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03EC322.2: Macro-Economic principle can be interpreted and executed by the students.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	2
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 The students will be able to Analyze Keynes concept of Employment SO2.2 The students will be able to Deduce aggregate product curve SO2.3 The students will be able to Understand the foreign trade SO2.4 The students will be able to Conceptualize policy mix	.	Unit-2.0: Keynesian theory of Income and employment [15 Hours] 2.1 Keynesian theory of Income and employment 2.2 Simple Keynesian model 2.3 Components of aggregate demand 2.4 Equilibrium income 2.5 Changes in equilibrium 2.6 Multiplier 2.7 Investment, 2.8 Government expenditure 2.9 Lump sum tax, 2.10 Foreign trade 2.11 Effect of fiscal 2.12 Monetary policy 2.13 Crowding out 2.14 Composition of output and policy mix 2.15 Policy mix in action	1. Practical aspects of multipliers 2. Investment projects of government.

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Multipliers, crowding out, monetary policy and fiscal policy.
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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03EC322.3: Relations among fiscal policy, monetary policy and economy will be understood by the students.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	2
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 The students will be able to Estimation basic macro variables in ISLM SO3.2 The students will be able to Deduce equilibrium of income SO3.3 The students will be able to Understand the income rates SO3.4 The students will be able to Conceptualize fiscal policy		Unit-3.0: ISLM model [10 Hours] 3.1 ISLM model 3.2 properties of ISLM curves 3.3 factors affecting the position of ISLM 3.4 slope of ISLM curves 3.5 determination of equilibrium income 3.6 interest rates 3.7 effect of monetary 3.8 fiscal policy 3.9 relative effectiveness of monetary 3.10 Uses of fiscal policy	1. Effect of common lives in cities by the applications of monetary and fiscal policy.

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** ISLM, Monetary and fiscal policy.
- b. **Mini Project:** Secondary data analysis of effects of monetary policy in MP.
- c. **Other Activities (Specify):**



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03EC322.4: Practical aspects of money in different forms will be deduced in the grass root levels by the students.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	2
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 The students will be able to Analyze diminishing margin productivity SO4.2 The students will be able to Deduce inflation curve SO4.3 The students will be able to Understand the equilibrium of short and long run supply effect SO4.4 The students will be able to Conceptualize Philips curve		Unit-4.0: Money & Inflation [13 Hours] 4.1 Money: functions of money 4.2 quantity theory of money 4.3 determination of money supply and demand 4.4 H theory of money multiplier 4.5 indicators 4.6 instruments of monetary control 4.7 Inflation: meaning 4.8 demand and supply side factors 4.9 consequences of inflation 4.10 anti-inflationary policies 4.11 natural rate theory 4.12 monetary policy-output and inflation 4.13 Phillips curve (short run and long run)	1. Effects of inflation in domestic lives 2. Domestic ways to control the effects of inflation

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Inflation, anti-inflammatory ways and means, Philips curve.
- b. **Mini Project:** Survey of effects of inflation in the lives of the poor in Satna.
- c. **Other Activities (Specify):**



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03EC322.5: The role of open economy will be predicted and synthesized.

Approximate Hours

Item	AppX Hrs
CI	9
LI	0
SW	2
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 The students will be able to Estimation basic macro variables in an open economy SO5.2 The students will be able to Deduce BOP SO5.3 The students will be able to Understand the MF model SO5.4 The students will be able to Conceptualize flexi exchange		Unit-5.0: Open Economy [9 Hours] 5.1 Open Economy: brief 5.2 introduction to BOP account 5.3 market for foreign exchange 5.4 exchange rate 5.5 monetary and fiscal policy in open economy 5.6 Mundell Fleming model 5.7 perfect capital mobility 5.8 imperfect capital mobility 5.9 under fixed exchange rate, flexible exchange rate	1. BOP format 2. International currencies and their exchange rates

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:**
- b. **Mini Project:** Data analysis of foreign exchange rates.
- c. **Other Activities (Specify):**



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
03EC322.1: Students will identify the concept of macro-economic variables	13	2	1	23
03EC322.2: Macro-Economic principle can be interpreted and executed by the students	15	2	1	31
03EC322.3: Relations among fiscal policy, monetary policy and economy will be understood by the students	10	2	1	23
03EC322.4: Practical aspects of money in different forms will be deduced in the grass root levels by the students	13	2	1	14
03EC322.5: The role of open economy will be predicted and synthesized	9	2	1	12
Total Hours	60	10	5	75

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
03EC322.1	Measurement of macroeconomic variables				
03EC322.2	Keynesian theory of Income and employment				
03EC322.3	ISLM model				
03EC322.4	Money & Inflation				
03EC322.5	Open Economy				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Macro Economics will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method



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4. Group Discussion

5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Macro Economics - theories and policies	Froyen, R.P.	Pearson	8 th ed., 2011
2	Macro Economics	Dornbusch and Fischer	Tata McGraw Hill	9 th ed., 2010
3	Macro Economics	N Gregory Mankiw	Worth Publishers	7 th ed., 2010
4	Macro Economics	Olivier Blanchard	Pearson	5 th ed., 2009
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 03EC322

Course Title: Macro Economics

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
03EC322.1: Students will identify the concept of macro-economic variables	1	1	1	2	2	3	1	3
03EC322.2: Macro-Economic principle can be interpreted and executed by the students	2	2	2	1	1	1	1	2
03EC322.3: Relations among fiscal policy, monetary policy and economy will be understood by the students	3	2	1	2	1	1	1	1
03EC322.4: of money in different forms will be deduced in the grass root levels by the students	2	1	2	1	2	1	2	3
03EC322.5: The role of open economy will be predicted and synthesized	3	2	1	1	1	2	3	2

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	03EC322.1: Students will identify the concept of macro-economic variables	SO1.1 SO1.2 SO1.3 SO1.4		Unit-1.0: Measurement of macroeconomic variables 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13	
POs 1,2,3,4,5,6 PSOs 1,2	03EC322.2: Macro-Economic principle can be interpreted and executed by the students	SO2.1 SO2.2 SO2.3 SO2.4		Unit-2.0: Keynesian theory of Income and employment 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15	
POs 1,2,3,4,5,6 PSOs 1,2	03EC322.3: Relations among fiscal policy, monetary policy and economy will be understood by the students	SO3.1 SO3.2 SO3.3 SO3.4		Unit-3.0: ISLM model 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10	
POs 1,2,3,4,5,6 PSOs 1,2	03EC322.4: of money in different forms will be deduced in the grass root levels by the students	SO4.1 SO4.2 SO4.3 SO4.4		Unit-4.0: Money & Inflation 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13	
POs 1,2,3,4,5,6 PSOs 1,2	03EC322.5: The role of open economy will be predicted and synthesized	SO5.1 SO5.2 SO5.3 SO5.4		Unit-5.0: Open Economy 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9	



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Semester-III

Course Code:	03EC321
Course Title :	Managerial Economics
Pre-requisite:	Student should have basic knowledge basic concepts and terminologies of economics and management.
Rationale:	The rationale this course is to apply managerial economic concepts and techniques in evaluating business decisions taken by firms. The emphasis is on explaining how tools of standard price theory can be employed to formulate a decision problem, evaluate alternative courses of action and finally choose among alternatives.

Course Outcomes:

03EC321.1: Learners will identify about demand and supply at firm level.

03EC321.2: The part of consumer's behavior and their roles in economics will be interpreted by the learners.

03EC321.3: Short and long run production implications and uses will be demonstrated.

03EC321.4: Forms of market structures will evaluated by the students.

03EC321.5: Factor market and its analysis will be predicted.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
ECO	03EC321	Managerial Economics	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Progressive Assessment (PRA)								
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)			
ECO	03EC321	Managerial Economics	15	20	5	5	5	50	50	100	

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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03EC321.1: Learners will identify about demand and supply at firm level.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	2
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 The students will be able to Analyze demand SO1.2 The students will be able to Deduce demand curve SO1.3 The students will be able to Understand the equilibrium SO1.4 The students will be able to Conceptualize elasticity of demand		Unit-1.0: Introduction of economics [13 Hours] 1.1 Demand 1.2 Supply 1.3 Market equilibrium 1.4 individual demand 1.5 market demand 1.6 individual supply 1.7 market supply 1.8 market equilibrium 1.9 Elasticity's of demand 1.10 supply: Price elasticity of demand 1.11 income elasticity of demand 1.12 cross price elasticity of demand 1.13 elasticity of supply	1.Demand Schedule 2.Demand survey

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Demand analysis, elasticity of demand.
- b. **Mini Project:** Primary domestic demand survey.
- c. **Other Activities (Specify):**



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03EC321.2: The part of consumer's behavior and their roles in economics will be interpreted by the learners.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	2
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 The students will be able to Analyze consumer behavior SO2.2 The students will be able to Deduce indifference curve SO2.3 The students will be able to Understand the substitution effect SO2.4 The students will be able to Conceptualize giffen goods		Unit-2.0: Theory of consumer behaviour [10 Hours] 2.1 Theory of consumer behaviour: cardinal utility theory 2.2 ordinal utility theory 2.3 indifference curves 2.4 budget line 2.5 consumer choice 2.6 price effect 2.7 substitution effect 2.8 income effect for normal 2.9 inferior and giffen goods 2.10 revealed preference theory	1. Consumer survey 2. Survey of old budgets

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Price effects, income effects and substitution effects.
- b. **Mini Project:** Secondary data table preparation of inferior goods used in Satna.
- c. **Other Activities (Specify):**



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03EC321.3: Short and long run production implications and uses will be demonstrated.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	2
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 The students will be able to Analyze diminishing margin productivity SO3.2 The students will be able to Deduce product curve SO3.3 The students will be able to Understand the equilibrium of short and long run SO3.4 The students will be able to Conceptualize modern costs		Unit-3.0: Producer and optimal production choice [14 Hours] 3.1 Producer and optimal production choice : optimizing behavior in short run 3.2 geometry of product curves 3.3 law of diminishing marginal productivity 3.4 three stages of production 3.5 optimizing behavior in long run 3.6 isoquants, isocost line optimal 3.7 combination of resources 3.8 Costs and scale : traditional theory of cost 3.9 short run and long run 3.10 geometry of cot curves 3.11 envelope curves 3.12 modern theory of cost (short run and long run) 3.13 economies of scale 3.14 economies of scope	1. Basics of product and service life cycles

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Production stages, economies of scale, cost curves.
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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03EC321.4: Forms of market structures will evaluate by the students

Approximate Hours

Item	AppX Hrs
CI	16
LI	0
SW	2
SL	1
Total	19

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 The students will be able to Estimation basic features short run equilibrium of firm SO4.2 The students will be able to Deduce product curve and changes of demand SO4.3 The students will be able to Understand the equilibrium of short and long run equilibrium of firm SO4.4 The students will be able to Conceptualize dominant price leadership		Unit-4.0: Theory of firm and market organization [16 Hours] 4.1 basic features, short run equilibrium of firm/industry 4.2 long run equilibrium of firm/industry 4.3 effect of changes in demand 4.4 cost and imposition of taxes 4.5 monopoly (basic features, short run equilibrium 4.6 long run equilibrium 4.7 effect of changes in demand 4.8 cost and imposition of taxes 4.9 comparison with perfect competition 4.10 welfare cost of monopoly 4.11 price discrimination 4.12 multiplant monopoly 4.13 monopolistic competition: basic features 4.14 demand and cost 4.15 short run equilibrium, long run equilibrium, excess capacity 4.16 oligopoly Cournot's model, kinked demand curve model, dominant price leadership model, prisoner's dilemma)	

SW-4 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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03EC321.5: Factor market and its analysis will be predicted.

Approximate Hours

Item	AppX Hrs
CI	7
LI	0
SW	2
SL	1
Total	10

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 The students will be able to Estimation basic features factor market SO5.2 The students will be able to Deduce product curve and changes of demand for affecter SO5.3 The students will be able to Understand the factor market equilibrium SO5.4 The students will be able to Conceptualize marginal productivity		Unit-5.0: Factor market [7 Hours] 5.1 Factor market : demand for a factor by a firm under marginal productivity theory 5.2 perfect competition in the product market 5.3 monopoly in the product market 5.4 market demand diminishing margin productivity for a factor 5.5 supply of labor 5.6 market supply of labor 5.7 factor market equilibrium	

SW-5 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
03EC321.1: Learners will identify about demand and supply at firm level	13	2	1	16
03EC321.2: The part of consumers behavior and their roles in economics will be interpreted by the learners	10	2	1	13
03EC321.3: Short and long run production implications and uses will be demonstrated	14	2	1	17
03EC321.4: Forms of market structures will Evaluate by the students	16	2	1	19
03EC321.5: Factor market and its analysis will be predicted	7	2	1	10
Total Hours	60	10	5	75

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
03EC321.1	Introduction of economics				
03EC321.2	Theory of consumer behavior				
03EC321.3	Producer and optimal production choice				
03EC321.4	Theory of firm and market organization				
03EC321.5	Factor market				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Managerial Economics will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion



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5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Principles of Microeconomics	Dominick Salvatore	Oxford University Press	5th ed., 2009
2	Economics	Lipsey and Chrystal.	Oxford University Press	11th ed., 2008
3	Modern Micro Economics	Koutosyannis	Palgrave Macmillan	1979
4	Micro Economics	Pindyck, Rubinfeld and Mehta	Pearson	7th ed., 2009
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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6. Mr. Pramod Kumar Dwivedi, Assistant Professor, FMS, AKS University, Satna.
7. Mrs. Shinu Shukla, Assistant Professor, FMS, AKS University, Satna.
8. Mr. Krishna Kumar Mishra, Assistant Professor, FMS, AKS University, Satna.
9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 03EC321

Course Title: Managerial Economics

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
03EC321.1: Learners will identify about demand and supply at firm level	2	1	1	1	2	2	3	1
03EC321.2: The part of consumers behaviour and their roles in economics will be interpreted by the learners	1	1	1	2	1	1	1	1
03EC321.3: Short and long run production implications and uses will be demonstrated	1	2	2	2	2	1	1	1
03EC321.4: Forms of market structures will be evaluated by the students	2	3	2	2	2	1	1	1
03EC321.5: Factor market and its analysis will be predicted	1	1	1	2	2	3	3	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	03EC321.1: Learners will identify about demand and supply at firm level	SO1.1 SO1.2 SO1.3 SO1.4		Unit-1.0: Introduction of economics 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13	
POs 1,2,3,4,5,6 PSOs 1,2	03EC321.2: The part of consumers behaviour and their roles in economics will be interpreted by the learners	SO2.1 SO2.2 SO2.3 SO2.4		Unit-2.0: Theory of consumer behavior 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10	
POs 1,2,3,4,5,6 PSOs 1,2	03EC321.3: Short and long run production implications and uses will be demonstrated	SO3.1 SO3.2 SO3.3 SO3.4		Unit-3.0: Producer and optimal production choice 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14	
POs 1,2,3,4,5,6 PSOs 1,2	03EC321.4: Forms of market structures will be evaluated by the students	SO4.1 SO4.2 SO4.3 SO4.4		Unit-4.0: Theory of firm and market organization 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14, 4.15, 4.16	
POs 1,2,3,4,5,6 PSOs 1,2	03EC321.5: Factor market and its analysis will be predicted	SO5.1 SO5.2 SO5.3 SO5.4		Unit-5.0: Factor market 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7	



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Semester-III

Course Code:	0IT302
Course Title :	IT Tools for Business
Pre-requisite:	Student should have basic knowledge of computer such as Input devices, central processing unit and output devices. Student should aware of how to power on computer and how to shut down computer
Rationale:	The subject of IT Tools for Business much like the suite of tools offered by Microsoft Office, is an indispensable resource in today's digital era. Just as Microsoft Office applications streamline and enhance productivity in various office tasks, this subject empowers individuals and organizations to make informed decisions about their computing resources, resulting in increased productivity and cost-efficiency. Much like Word helps craft documents, Excel crunches numbers, and PowerPoint delivers impactful presentations, our subject equips students with the knowledge and skills needed to navigate the dynamic world of personal computing. It's a bit like having the right software for the job, where understanding the right PC package configuration and customization is key to achieving desired outcomes.

Course Outcomes:

0IT302.1: Student will define the concept of features and functions of Microsoft Excel, including creating and formatting spreadsheets, inputting data, and basic calculations, sorting, filtering, pivot tables, and data visualization using charts and graphs.

0IT302.2: Student will develop a strong foundation in using Microsoft Word, including creating, editing, and formatting documents. Inserting and formatting tables, graphs, images. How to create and customize headers and footers, add page numbers, and insert elements like logos or document titles.

0IT302.3: Student will learn and implement how to create visually appealing slides by using themes, layouts, colors, fonts, and backgrounds effectively. How to insert and format various content elements, such as text, images, charts, graphs, videos, and audio.

0IT302.4: Student will design and create a database from scratch, including defining tables, fields, data types, and relationships between tables.

0IT302.5: Student will create queries to retrieve specific data from the database using filtering, sorting, and calculated fields. How to create complex reports with grouping, sub reports, and interactive elements.



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Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
CSC	0IT302	IT Tools for Business	3	1	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
CSC	0IT302	IT Tools for Business	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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0IT302.1: Student will define the concept of features and functions of Microsoft Excel, including creating and formatting spreadsheets, inputting data, and basic calculations, sorting, filtering, pivot tables, and data visualization using charts and graphs.

Approximate Hours

Item	AppX Hrs
CI	11
LI	6
SW	1
SL	0
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Introduction to Excel and Data Entry SO1.2 Working with Numbers and Formulas SO1.3 Worksheet Layout and Formatting SO1.4 Printing and print preview Worksheet SO1.5 Advanced Excel Techniques SO1.6 Pivot Tables, and Data Analysis	1.1 Create easy-to-understand charts, including columns charts and pie charts, while learning to move, size, and print chart objects. 1.2 To create Pivot Tables to analyze and summarize large sets of data in worksheets. 1.3 How to sort and filter data in database	Unit-1.0: Spreadsheets [11 Hours] 1.1 Understand the Excel application window, workbooks, and worksheets effectively. 1.2 Learn how to creating, opening, closing and saving workbooks. 1.3 Understanding absolute, relative and mixed referencing in formulas 1.4 To moving, copying, inserting, deleting and renaming worksheets, working with multiple worksheets and multiple workbooks 1.5 Understand the inbuilt function in excel like text, mathematical, lookup, statistical, date and time and financial. 1.6 Navigate Excel's printing features, including print preview and changing page setup for well-formatted printouts. 1.7 Utilize Excel functions	



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		effectively, including entering functions and working with named ranges 1.8 Consolidating worksheets and workbooks using formulae and data consolidate command Printing and Protecting worksheets 1.9 Understand the adjusting margins, creating headers and footers, setting page breaks, changing orientation, creating portable documents and printing data and formulae 1.10 Understand the object linking and embedding. 1.11 Utilize goal seek and scenario manager in excel.	

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** What is Chart? How can you create a column chart for displaying marks of students in various subjects?
- b. **Mini Project:**
- c. **Other Activities (Specify):** Presentation.



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0IT302.2: Student will develop a strong foundation in using Microsoft Word, including creating, editing, and formatting documents. Inserting and formatting tables, graphs, images. How to create and customize headers and footers, add page numbers, and insert elements like logos or document titles.

Approximate Hours

Item	AppX Hrs
CI	10
LI	8
SW	1
SL	1
Total	20

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Introduction to MS Word and Document Creation SO2.2 Editing and Text Enhancement SO2.3 Text Alignment and Formatting SO2.4 Understanding page setup insert bullets and numbering , header and footer, Printing document SO2.5 Working with Tables and Graphics in Word SO2.6 Text Replacement and Checking grammar Understanding mail merge	2.1 To create Word documents, enter text, and apply text formatting such as fonts, font styles, and highlighting for a distinctive look in Word documents 2.2 Understand how to change paper size, align text vertically, set margins for optimal document formatting and set page border, header & footer 2.3 To create numbers & bullets lists and inserting special symbols or characters. 2.4 \To create a merge document in word	Unit-2.0: Word Processing [10 Hours] 2.1 Understand the Word window interface and its components. 2.2 Explore text editing techniques, including selecting text, copying, moving, and deleting text within a document. 2.3 Understand how to use tabs effectively for precise text alignment and formatting. 2.4 Describe paragraph formatting Indentation, and line spacing settings. 2.5 Describe the creation of table and inserting multiple columns. 2.6 Describe the Bookmark, caption, footnote endnote and cross reference ,index and bibliography 2.7 Understanding the mail merge including main document and data source file 2.8 To Creating tables, modifying table layout and design, sorting, inserting	1. How to add hyperlink in a document



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		graphics in a table and designing newsletter 2.9 To finding and replacing text within a document 2.10 To explore advanced spelling and grammar checking using the Thesaurus and commands	

SW-2 Suggested Sessional Work (SW):

a. Assignments:

- What is Mail Merge? Write step for creating a merge document in MS-Word.
- Class Test 1

b. Mini Project:

c. Other Activities (Specify): Presentation



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0IT302.3: Student will learn and implement how to create visually appealing slides by using themes, layouts, colors, fonts, and backgrounds effectively. How to insert and format various content elements, such as text, images, charts, graphs, videos, and audio.

Approximate Hours

Item	AppX Hrs
CI	10
LI	6
SW	1
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Introduction to PowerPoint and creation of Presentation using templates SO3.2 Displaying different views in file SO3.3 Inserting images sound, video and animation transition effects	3.1 To create a presentation inserting text, graphics, tables, organization charts clipart images. 3.2 To inserting header footer, date and slide number 3.3 To Applying transition effect, transition speed and animation effects in slide	Unit-3.0: Power Point Presentation [10 Hours] 3.1 Understanding introduction to PowerPoint and window interface 3.2 Describe the different views like slide, slide sorter, outline, note page and hand-out. 3.3 Understanding master views, using title master, slide master, hand-out master and notes master 3.4 Describe the slide transition effects and animation effects. 3.5 Understanding inserting video clips, video files, audio files, sound files in presentation file. 3.6 Describe the custom show and slide setup. 3.7 To navigation of slide using action button and hyperlink 3.8 To using on screen pen and adding and accessing notes during a presentation. 3.9 Understanding the copy, move, delete and hide slides 3.10 To displaying presentation file and custom show	1. How to create a photo album in PowerPoint

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Write the introduction and features of PowerPoint.
- b. **Mini Project:**
- c. **Other Activities (Specify):** PPT presentation.



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0IT302.4: Student will design and create a database from scratch, including defining tables, fields, data types, and relationships between tables.

Approximate Hours

Item	AppX Hrs
CI	7
LI	4
SW	1
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Introduction to Database and its terminology SO4.2 Understanding Database Creation and Table Management SO4.3 Understanding data types, field properties and field validation and record validation rules SO4.4 Understanding integrity rules relationship and join properties	4.1 To create a database and tables in MS-Access 4.2 To sorting and filtering data in a table	Unit-4.0: Database [7 Hours] 4.1 Understand the introduction to database and its components. 4.2 Learn how to create a database in MS Access, both with and without the wizard 4.3 Understand the importance of field names, data types, and properties. 4.4 Describe the primary key and relationship with multiple tables. 4.5 Describe the record manipulation, sorting data in a table. 4.6 Describe the record manipulation filtering data in a table. 4.7 To create a relationship with multiple tables	1. Explain about Integrity Rules

SW-4 Suggested Sessional Work (SW):

a. Assignments:

- Explain about Fields properties.
- Class Test 2

b. Mini Project:

c. Other Activities (Specify): Class Presentation



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0IT302.5: Student will create queries to retrieve specific data from the database using filtering, sorting, and calculated fields. How to create complex reports with grouping, sub reports, and interactive elements.

Approximate Hours

Item	AppX Hrs
CI	7
LI	6
SW	1
SL	0
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Understanding the different types of queries SO5.2 Understand the forms and reports	5.1 To applying make table, select and delete query with simple and advance criteria. 5.2 To applying append, update and duplicate cross tab and unmatched query. 5.3 To Creation of Form and sub form Report and sub report	Unit-5.0: Queries [7 Hours] 5.1 Describe the queries like select, make table, delete, append, update and cross tab. 5.2 Creating multiple tables and applying duplicate, unmatched queries and join operations 5.3 Understand the creation of form, sub form, with controls and change the layouts. 5.4 Describe the creation of report and sub report. 5.5 Set the property in forms and reports 5.6 To applying join operation. 5.7 Displaying data in a form using bound and unbound control	

SW-5 Suggested Sessional Work (SW):

a. Assignments:

- Explain about join operation in Ms Access
- Class Test 3

b. Mini Project:

c. Other Activities (Specify):



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
0IT302.1: Student will define the concept of features and functions of Microsoft Excel, including creating and formatting spreadsheets, inputting data, and basic calculations, sorting, filtering, pivot tables, and data visualization using charts and graphs	11	0	0	11
0IT302.2: Student will develop a strong foundation in using Microsoft Word, including creating, editing, and formatting documents. Inserting and formatting tables, graphs, images. how to create and customize headers and footers, add page numbers, and insert elements like logos or document titles	10	1	1	12
0IT302.3: Student will learn and implement how to create visually appealing slides by using themes, layouts, colors, fonts, and backgrounds effectively. How to insert and format various content elements, such as text, images, charts, graphs, videos, and audio	10	1	1	12
0IT302.4: Student will design and create a database from scratch, including defining tables, fields, data types, and relationships between tables	7	1	1	9
0IT302.5: Student will create queries to retrieve specific data from the database using filtering, sorting, and calculated fields. How to create complex reports	7	1	0	8
Total Hours	45	4	3	52

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
0IT302.1	Spreadsheets				
0IT302.2	Word Processing				
0IT302.3	Power Point Presentation				
0IT302.4	Database				
0IT302.5	Queries				
Total					30

Legend: R: Remember, U: Understand, A: Apply



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The end of semester assessment for IT Tools for Business will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Fundamentals of Computer	Balagurusamy	Tata MacGrawHill	-
2	Fundamentals of Computer	P. K. Sinha	BPB Publication	-
3	Fundamentals of Information Technology	Deepak Bharihoke	-	-
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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6. Mr. Pramod Kumar Dwivedi, Assistant Professor, FMS, AKS University, Satna.
7. Mrs. Shinu Shukla, Assistant Professor, FMS, AKS University, Satna.
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9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 0IT302

Course Title: IT Tools For Business

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
0IT302.1: Student will define the concept of features and functions of Microsoft Excel, including creating and formatting spreadsheets, inputting data, and basic calculations, sorting, filtering, pivot tables, and data visualization using charts and graphs	3	2	3	1	3	2	2	2
0IT302.2: Student will develop a strong foundation in using Microsoft Word, including creating, editing, and formatting documents. Inserting and formatting tables, graphs, images. How to create and customize headers and footers, add page numbers,	3	2	3	1	3	2	2	2

and insert elements like logos or document titles								
0IT302.3: Student will learn and implement how to create visually appealing slides by using themes, layouts, colors, fonts, and backgrounds effectively. How to insert and format various content elements, such as text, images, charts, graphs, videos, and audio	3	2	3	1	3	2	2	2
0IT302.4: Student will design and create a database from scratch, including defining tables, fields, data types, and relationships between tables	3	2	3	1	3	3	3	2
0IT302.5: Student will create queries to retrieve specific data from the database using filtering, sorting, and calculated fields. How to create complex reports with grouping, sub reports, and interactive elements	3	2	3	1	3	3	3	2

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	0IT302.1: Student will define the concept of features and functions of Microsoft Excel, including creating and formatting spreadsheets, inputting data, and basic calculations, sorting, filtering, pivot tables, and data visualization using charts and graphs	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5 SO1.6	LI 1.1 LI 1.2 LI 1.3	Unit-1.0: Spreadsheets 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11	
POs 1,2,3,4,5,6 PSOs 1,2	0IT302.2: Student will develop a strong foundation in using Microsoft Word, including creating, editing, and formatting documents. Inserting and formatting tables, graphs, images. How to create and customize headers and footers, add page numbers, and insert elements like logos or document titles	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5 SO2.6	LI 2.1 LI 2.3 LI 2.4	Unit-2.0: Word Processing 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10	
POs 1,2,3,4,5,6 PSOs 1,2	0IT302.3: Student will learn and implement how to create visually appealing slides by using themes, layouts, colors, fonts, and backgrounds effectively. How to insert and format various content elements, such as text, images, charts, graphs, videos, and audio	SO3.1 SO3.2 SO3.3	LI 3.1 LI 3.2 LI 3.3	Unit-3.0: Power Point Presentation 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10	
POs 1,2,3,4,5,6 PSOs 1,2	0IT302.4: Student will design and create a database from scratch, including defining tables, fields, data types, and relationships between tables	SO4.1 SO4.2 SO4.3 SO4.4	LI 4.1 LI 4.2	Unit-4.0: Database 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7	
POs 1,2,3,4,5,6 PSOs 1,2	0IT302.5: Student will create queries to retrieve specific data from the database using filtering, sorting, and calculated fields. How to create complex reports with grouping, sub reports, and interactive elements	SO5.1 SO5.2		Unit-5.0: Queries 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7	



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Semester-IV

Course Code:	01MT401
Course Title :	Principle of Marketing
Pre-requisite:	To impart knowledge on the various elements of marketing mix, to make the students familiarize with the environmental forces affecting the strategies of a marketer.
Rationale:	Marketing management act as liaisons between a company and its target consumer. Marketing management is important because it enables companies to: Focus their marketing efforts on achieving priority goals, such as increasing brand awareness or boosting revenue

Course Outcomes:

01MT401.1: To analyse the various concepts in marketing.

01MT401.2: To understand the various based of segmenting the markets.

01MT401.3: To acquire knowledge on the PLC theory, and the various methods of brand management and pricing the products.

01MT401.4: To examine the various types of promotion mix, to understand the various types of intermediaries.

01MT401.5: To examine the various marketing of services.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MKT	01MT401	Principle of Marketing	6	0	1	1	8	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MKT	01MT401	Principle of Marketing	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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01MT401.1: To analyse the various concepts in marketing.

Approximate Hours

Item	AppX Hrs
CI	20
LI	0
SW	1
SL	1
Total	22

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Identify key marketing theories, frameworks and tools to solve Marketing problems SO1.2 Classify product concept and selling concept SO1.3 Identify and evaluate social, cultural, global, ethical and environmental responsibilities and issues SO1.4 Demonstrate the ethical and environmental concerns linked to marketing activities		Unit-1.0: Introduction to Marketing [20 Hours] 1.1 Introduction and Nature of marketing, 1.2 Scope and Importance of Marketing, 1.3 Evolution of Marketing; 1.4 Marketing concept 1.5 Core marketing concepts; 1.6 Company orientation 1.7 Production concept, 1.8 Product concept 1.9 Selling concept 1.10 Marketing concept 1.11 Holistic marketing concept. 1.12 Marketing Environment: 1.13 Demographic, economic, 1.14 Political, 1.15 Legal, 1.16 Socio cultural 1.17 Technological environment 1.18 (Indian context); Portfolio approach 1.19 Boston Consultative Group (BCG) matrix 1.20 Strategy of BCG	1. Ansoff matrix

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Explain micro and macro environment concept with example.
- b. **Mini Project:** Boston Consultative Group (BCG) matrix.
- c. **Other Activities (Specify):** Chock presentation of first unit.



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01MT401.2: To understand the various based of segmenting the markets

Approximate Hours

Item	AppX Hrs
CL	20
LI	0
SW	1
SL	1
Total	22

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Explain differences between market segmentation and product differentiation SO2.2 Identify the principles of market segmentation and process SO2.3 Understand about market targeting and positioning		Unit-2.0: Market Segmentation [20 Hours] 2.1 Segmentation, 2.2 Targeting and Positioning: 2.3 Levels of Market Segmentation, 2.4 Basis for Segmenting 2.5 Consumer Markets, 2.6 Process of consumer decision making 2.7 Types of consumer 2.8 Difference between Segmentation, Targeting and Positioning 2.9 Key factors of positioning strategy 2.10 Strategies of market targeting 2.11 Criteria for effective segment 2.12 Advantages of segmentation 2.13 Disadvantages of segmentation 2.14 Importance of market segmentation 2.15 Positioning strategies 2.16 Identification of potential customers 2.17 Segmentation strategies 2.18 Principles of segmentation 2.19 Targeting strategies 2.20 Segmentation strategies	1. Benefits of market segmentation

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** What do you mean by market targeting and market positioning?
- b. **Mini Project:** strategies of market targeting.
- c. **Other Activities (Specify):** Class Presentation.



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01MT401.3: To acquire knowledge on the PLC theory, and the various methods of brand management and pricing the products.

Approximate Hours

Item	AppX Hrs
CI	20
LI	0
SW	1
SL	1
Total	22

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Understand the stages and strategies of product life cycle SO3.1. Identify the elements that make up the Product P in the marketing mix SO3.2 Apply the following terminology: product item, product mix, product line, product portfolio and brand SO3.3 Understand and be able to apply advanced pricing techniques. Comprehend and have a clear understanding of pricing strategies of different products, lifecycles, and companies		Unit-3.0: Product & Pricing Decisions [20 Hours] 3.1 Concept of Product Life Cycle (PLC), 3.2 PLC- marketing strategies 3.3 Marketing mix implications of the stages 3.4 Product Classification 3.5 Industrial products 3.6 Product Line Decision 3.7 Product Mix Decision 3.8 New product development 3.9 Stages of new product development 3.10 Branding Decisions, 3.11 Types of branding 3.12 Packaging & Labelling 3.13 Characteristics of packaging and labelling 3.14 Pricing Decisions: Determinants of Price 3.15 Pricing Methods (Non-mathematical treatment), 3.16 Adapting Price (Geographical Pricing, Promotional Pricing and Differential Pricing). 3.17 Brand extension 3.18 Brand Pruning 3.19 Brand Endorsement 3.20 Brand loyalty	1. Value based pricing, captive pricing and freight charge pricing

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Explain different types of pricing with example.
- b. **Mini Project:** Promotional Pricing and Differential Pricing.
- c. **Other Activities (Specify):** Class presentation.



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01MT401.4: To examine the various types of promotion mix, to understand the various types of intermediaries

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Explain use of promotion mix and their strategies as a marketing tool SO4.2 Describe advertising and sales promotional appeals SO4.3 Understand about public relation and publicity SO4.4 Explain means of intermediaries and their types		Unit-4.0: Promotion Mix [15 Hours] 4.1 Factors determining promotion mix 4.2 Types of promotion 4.3 Promotional Tools – basics of Advertisement 4.4 Types of advertising 4.5 Sales Promotion, 4.6 Public Relations & Publicity and 4.7 Personal Selling; 4.8 Purpose of public relation 4.9 Place (Marketing Channels): 4.10 Channel functions, 4.11 Channel Levels, 4.12 Types of Intermediaries: Types of Retailers, 4.13 Types of Wholesalers. 4.14 Types of sales promotion 4.15 DAGMAR approach	1. Pros and cons of sales promotion and latest examples of sales promotion

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Explain Sales promotion, public relation and publicity.
- b. **Mini Project:** Channel Levels.
- c. **Other Activities (Specify):** Class presentation



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01MT401.5: To examine the various marketing of services.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Understand the Concept of Services and intangible products SO5.2 Discuss the relevance of the services Industry to Industry SO5.3 Apply the role and relevance of Quality in Services SO5.4 Explains the basic concepts about services and Classifies the services based on different approaches		Unit-5.0: Marketing of Services [15 Hours] 5.1 Unique Characteristics of Services, Marketing strategies 5.2 Factors in service marketing 5.3 Features of service marketing 5.4 Key aspects of service marketing 5.5 For service firms – 7Ps 5.6 7p's in used in different service sectors 5.7 Service marketing triangle 5.8 Types of service marketing strategy 5.9 Importance of service marketing 5.10 Case study 5.11 Challenges in service marketing 5.12 Scope of service marketing 5.13 Applications of service marketing 5.14 Attraction in service marketing 5.15 Organizational structure of service marketing	1. Use 7p's of marketing services in education industry

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** Explain service marketing and their role.
- b. **Mini Project:** Types of service marketing strategy.
- c. **Other Activities (Specify):** Presentation.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
01MT401.1: To analyse the various concepts in marketing	20	1	1	20
01MT401.2: To understand the various based of segmenting the markets	20	1	1	14
01MT401.3: To acquire knowledge on the PLC theory, and the various methods of brand management and pricing the products	20	1	1	18
01MT401.4: To examine the various types of promotion mix, to understand the various types of intermediaries	15	1	1	12
01MT401.5: To examine the various marketing of services	15	1	1	6
Total Hours	90	5	5	100

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
01MT401.1	Introduction to Marketing				
01MT401.2	Market Segmentation				
01MT401.3	Product and Pricing Decisions				
01MT401.4	Promotion Mix				
01MT401.5	Marketing of Services				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Principle of marketing will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method



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4. Group Discussion

5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Marketing management	Kotler, P. & Keller, K. L	Pearson	-
2	Marketing management	Ramaswamy, V.S. & Namakumari, S	Global Perspective-Indian Context, Macmillan Publishers India Limited	-
3	Marketing	Zikmund, W.G. & D'Amico, M	South-Western College Publishing	-
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 01MT401

Course Title: Principle of Marketing

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
01MT401.1: To analyse the various concepts in marketing	3	2	2	1	2	2	2	2
01MT401.2: To understand the various based of segmenting the markets	3	3	3	2	2	3	2	2
01MT401.3: To acquire knowledge on the PLC theory, and the various methods of brand management and pricing the products	3	3	3	2	2	2	2	3
01MT401.4: To examine the various types of promotion mix, to understand the various types of intermediaries	3	3	3	2	2	2	2	3
01MT401.5: To examine the various marketing services	3	3	3	2	2	3	2	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	01MT401.1: To analyse the various concepts in marketing	SO1.1 SO1.2 SO1.3 SO1.4		Unit-1.0: Introduction to Marketing 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19, 1.20	
POs 1,2,3,4,5,6 PSOs 1,2	01MT401.2: To understand the various based of segmenting the markets	SO2.1 SO2.2 SO2.3 SO2.4		Unit-2.0: Market Segmentation 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20	
POs 1,2,3,4,5,6 PSOs 1,2	01MT401.3: To acquire knowledge on the PLC theory, and the various methods of brand management and pricing the products	SO3.1 SO3.2 SO3.3		Unit-3.0: Product and Pricing Decisions 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.14, 3.15, 3.16, 3.17, 3.18, 3.19, 3.20	
POs 1,2,3,4,5,6 PSOs 1,2	01MT401.4: To examine the various types of promotion mix, to understand the various types of intermediaries	SO4.1 SO4.2 SO4.3 SO4.4		Unit-4.0: Promotion mix 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14, 4.15	
POs 1,2,3,4,5,6 PSOs 1,2	01MT401.5: To examine the various marketing services	SO5.1 SO5.2 SO5.3 SO5.4		Unit-5.0: Marketing of Services 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15	



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Semester-IV

Course Code:	02MT411
Course Title :	Financial Management
Pre-requisite:	Student should have basic knowledge of mathematics, accounts and business operations
Rationale:	As we know that resources are always scarce and finance is one of the very important resources for any business organization, without finance we cannot imagine the existence of business. Finance plays the same role in the business as oil plays in the machine and blood plays in human body. Finance manager has to take three important decisions in order to manage the finance of a business organization and these decisions are as Financing Decision, Investment Decision and Dividend Decision. To take these decisions accurately finance manager should have the knowledge of finance and financial management. Therefore student of the management field should study the course called financial management

Course Outcomes:

02MT411.1: Student will define the concept of finance, financial management, time value of money and risk and return.

02MT411.2: Student will illustrate the capital budgeting and evaluation of investment proposals by different capital budgeting methods and will also illustrate the calculation of cost of capital.

02MT411.3: Student will examine the impact of leverage and dividend policy on capital structure decision.

02MT411.4: Student will analyze the debtors outstanding and credit policy and develop cash budget.

02MT411.5: Student will analyze the inventory with the help of ABC and EOQ techniques.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
FIN	02MT411	Financial Management	6	0	1	1	8	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),



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SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
FIN	02MT411	Financial Management	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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02MT411.1: Student will define the concept of finance, financial management, time value of money and risk and return.

Approximate Hours

Item	AppX Hrs
CI	21
LI	0
SW	1
SL	1
Total	23

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Student will explain about the objectives of financial management SO1.2 Student will explain about the nature and scope of financial management SO1.3 Student will calculate the time value of money SO1.4 Student will calculate the risk and return		Unit-1.0: Introduction to Financial Management, Time Value of Money and Risk & Return [21 Hours] 1.1 Concept of finance and financial management 1.2 Finance and Related Disciplines 1.3 Scope of Financial Management 1.4 Objectives of financial Management : Profit Maximization (Traditional) 1.5 Objectives of financial Management : Wealth Maximization (Modern) 1.6 Finance Function: Traditional Approach 1.7 Finance Function: Modern Approach (Finance Decision, Investment Decision, and Dividend Decision) 1.8 Organization of Finance Function 1.9 Concept of time value of money 1.10 Present Value: Concept and numerical 1.11 Future Value: Concept and numerical 1.12 Present Value Annuity: Concept and numerical 1.13 Future Value Annuity:	1. Wealth Maximization Objective and Corporate Social Responsibility 2. Practice-Measurement of Risk 3. Practice- Time Value of Money



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		Concept and numerical 1.14 Risk & return: Concepts of return- Historical return 1.15 Expected and absolute return 1.16 Holding period and Annualized Return 1.17 Arithmetic and Geometric return 1.18 Concept of risk- Systematic risk-concept and their sources 1.19 Measurement of Systematic Risk 1.20 Unsystematic risk- concept and their sources 1.21 Measurement of Unsystematic Risk	

SW-1 Suggested Sessional Work (SW):

a. Assignments:

- Objectives of Financial Management, Finance Function.
- Time value of Money, Risk & Return.

b. Mini Project:

- Calculate expected return and Total Risk of the Nifty-50 for last twelve months based on closing price.

c. Other Activities (Specify):

- Student will calculate the present value and future value of an investment (Questions will be given by subject teacher)



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02MT411.2: Student will illustrate the capital budgeting and evaluation of investment proposals by different capital budgeting methods and will also illustrate the calculation of cost of capital.

Approximate Hours

Item	AppX Hrs
CI	28
LI	0
SW	1
SL	2
Total	31

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Student will explain the principles and process of capital budgeting SO2.2 Student will evaluate the investment proposals with the help of appropriate capital budgeting techniques SO2.3 Student will explain about various types of costs of capital SO2.4 Student will be able to calculate the cost of capital		Unit-2.0: Capital Budgeting and Cost of Capital [28 Hours] 2.1 Capital Budgeting: Meaning and Nature. 2.2 Process and Principles of Capital Budgeting 2.3 Estimation of relevant cash flows and terminal value: Cash flow V/s Accounting Profit 2.4 Relevant and incremental cash flow 2.5 Estimation of relevant cash flows –Numerical 2.6 Estimation of terminal value- Numerical 2.7 Evaluation techniques: Accounting rate of return- concept, advantages and disadvantages 2.8 Accounting rate of return- Numerical 2.9 Net Present Value: concept, advantages and disadvantages 2.10 Net Present Value: Numerical 2.11 Internal rate of return: concept, advantages and disadvantages 2.12 Internal rate of return: Numerical 2.13 Modified internal rate of return (MIRR): concept, advantages and disadvantages 2.14 Modified Internal rate of return (MIRR): Numerical	1. Practice of capital budgeting numerical 2. Pay Back Period Method 3. Practice of cost of capital numerical



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		2.15 Net terminal value: concept, advantages and disadvantages 2.16 Net terminal value: Numerical 2.17 Profitability index method: concept, advantages and disadvantages 2.18 Profitability index method: Numerical 2.19 Cost of Capital: Implicit and explicit costs 2.20 Measurement of cost of capital: Cost of Debt- Cost of perpetual Debt 2.21 Cost of redeemable Debt 2.22 Cost of Debt: After Tax 2.23 Cost of equity:- Earning yield method, and Dividend yield method 2.24 Cost of equity:- Dividend yield plus growing dividend method 2.25 Cost of preference share capital 2.26 cost of retained earnings 2.27 Overall cost of capital: based on historical weight 2.28 Overall cost of capital: based on market value weight	

SW-2 Suggested Sessional Work (SW):

a. Assignments:

- Capital Budgeting Techniques
- Cost of capital

b. Mini Project:

- Evaluate the investment proposal using appropriate capital budgeting technique (Proposal will be given by the subject teacher)

c. Other Activities (Specify):

- PPT Presentation on cost of capital.



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02MT411.3: Student will examine the impact of leverage and dividend policy on capital structure decision.

Approximate Hours

Item	AppX Hrs
CI	20
LI	0
SW	1
SL	2
Total	23

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Student will Assess the impact of capital structure on value of the firm SO3.2 Student will assess the impact of dividend policy on value of the firm SO3.3 Student will do the EBIT-EPS analysis		Unit-3.0: Capital Structure, Dividend Policy Decision and Leverage Analysis [20 Hours] 3.1 Capital Structure: Concept, Approaches to capital structure theories - Net income approach 3.2 Approaches to capital structure theories: Net operating income approach 3.3 Modigliani-Miller (MM) approach of Capital Structure - Concept, Assumption, and Arbitrage process 3.4 Modigliani-Miller (MM) approach of Capital Structure-Numerical 3.5 Traditional approach 3.6 Capital Structure and financial distress 3.7 Trade off theory 3.8 Dividend Policy Decision-Dividend and capital structure 3.9 Relevance of Dividends-Walter's model 3.10 Relevance of Dividends-Gordon's Model 3.11 The irrelevance of dividends: General 3.12 MM Theory of Dividend-Concept , Assumptions and Criticism 3.13 MM Theory of Dividend:- Numerical 3.14 Leverage Analysis-Meaning, definition, and types of leverage 3.15 Operating Leverage	1. Practice of Capital Structure numerical 2. Practice of Leverage Numerical 3. Sources of capital



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		3.16 Financial Leverage 3.17 Combined leverage 3.18 Operating, financial, and combined leverage:-Numerical 3.19 EBIT- EPS Analysis 3.20 EBIT- EPS Analysis- Numerical	

SW-3 Suggested Sessional Work (SW):

a. Assignments:

- Capital Structure – Numerical Questions (Question will be given by subject teacher)
- Leverage Analysis- Numerical Question (Question will be given by subject teacher)

b. Mini Project:

- Do a comparative analysis on the capital structure of 5 firms (industry and firms will be given by subject teacher)

c. Other Activities (Specify):

- Write a note on Debt V/s Equity Financing.



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02MT411.4: Student will analyze the debtors outstanding and credit policy and develop cash budget.

Approximate Hours

Item	AppX Hrs
CI	11
LI	0
SW	1
SL	2
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Student will explain about the concept and types of working capital SO4.2 Student will explain about the cash management techniques SO4.3 Student will be able to prepare a cash budget SO4.4 Student will explain about the receivable management and Credit policy SO4.5 Student will perform the debtors' outstanding and ageing analysis		Unit-4.0: Working Capital Management –Part 1 [11 Hours] 4.1 Working Capital Management- Concept and types of working capital 4.2 Cash Management- Concept and objectives 4.3 Management of cash -Preparation of cash budgets (receipts and payment method only): Theory 4.4 Preparation of cash budgets (receipts and payment method only): Numerical 4.5 Cash Management Techniques – Speeding up Collections 4.6 Cash Management Techniques – Delaying the disbursements 4.7 Receivable Management: Concept and Objectives 4.8 Factors affecting the size of investment in receivables 4.9 Credit Policy and Cash Discount 4.10 Depositors Outstanding and Ageing Analysis: Concept 4.11 Depositors Outstanding and Ageing Analysis: Numerical	1. Cash cycle 2. Motives for holding cash and factors affecting the level of cash 3. Sources of working capital finance

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Cash Management, Receivable Management.
- b. **Mini Project:** Prepare a Cash Budget for one year (Data will be provided by subject teacher).
- c. **Other Activities (Specify):** Student will perform debtors outstanding and ageing analysis under the mentorship of subject teacher



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02MT411.5: Student will analyze the inventory with the help of ABC and EOQ techniques.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Student will be able to apply the game theory in the competitive business world as a strategic tool SO5.2 Student will be able to determine the optimal replacement time which will help in the formulation of replacement policy SO5.3 Student will describe the general structure of a queuing system		Unit-5.0: Working Capital Management- Part 2 [10 Hours] 5.1 Cost: Collection cost, Capital cost, Default cost, and Delinquency cost 5.2 ABC Analysis (theoretical) 5.3 ABC Analysis- Numerical 5.4 Minimum Level and Maximum Level 5.5 Reorder level 5.6 Inventory Management (Very briefly): Concept of Inventory Management 5.7 Safety Stock 5.8 EOQ- Concept 5.9 EOQ- Numerical 5.10 Determination of working capital (Determinants only)	1. Meaning, Need and Objectives of inventory management 2. Traditional approach of inventory management

SW-5 Suggested Sessional Work (SW):

a. Assignments:

- ABC Analysis, EOQ
- Minimum Level, Maximum Level, Reorder Level and Safety Stock

b. Mini Project:

- Write a report on inventory management of a cement factory in Satna city (Factory will be suggested by a subject teacher)

c. Other Activities (Specify): Presentation.

- Student will perform ABC analysis under the guidance of subject teacher



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
02MT411.1: Student will define the concept of finance, financial management, time value of money and risk and return	21	1	1	23
02MT411.2: Student will illustrate the capital budgeting and evaluation of investment proposals by different capital budgeting methods and will also illustrate the calculation of cost of capital	28	1	2	31
02MT411.3: Student will examine the impact of leverage and dividend policy on capital structure decision	20	1	2	23
02MT411.4: Student will analyze the debtors outstanding and credit policy and develop cash budget	11	1	2	14
02MT411.5: Student will analyze the inventory with the help of ABC and EOQ techniques	10	1	1	12
Total Hours	90	5	8	103

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
02MT411.1	Introduction to Financial Management, Time Value of Money and Risk & Return				
02MT411.2	Capital Budgeting and Cost of Capital				
02MT411.3	Capital Structure, Dividend Policy Decision and Leverage Analysis				
02MT411.4	Working Capital Management –Part 1				
02MT411.5	Working Capital Management - Part 2				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Financial Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Financial Management Text Problem and Cases	M.Y. Khan & P.K. Jain	Tata McGraw Hill Publishing Co. Ltd	Latest
2	Financial Management: Theory Concepts and Practices	R. P. Rustogi	Taxman Publication	Latest
3	Financial Management: Theory and Practices	I.M. Pandey	Vikas Publishing	Latest
4	Financial Management	Dr. S. P. Gupta	Sahitya Bhawan Publications	Latest
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

1. Dr. Kausik Mukherjee, Associate Dean & Head, FMS, AKS University, Satna.
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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 02MT411

Course Title: Financial Management

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
02MT411.1: Student will define the concept of finance, financial management, time value of money and risk and return	3	1	3	2	2	3	2	2
02MT411.2: Student will illustrate the capital budgeting and evaluation of investment proposals by different capital budgeting methods and will also illustrate the calculation of cost of capital	3	1	3	3	1	3	2	2
02MT411.3: Student will examine the impact of leverage and dividend policy on capital structure decision	3	1	3	3	2	3	2	3
02MT411.4: Student will analyze the debtors outstanding and credit policy and develop cash budget	3	1	3	3	2	3	1	2
02MT411.5: Student will analyze the inventory with the help of ABC and EOQ techniques	3	1	3	3	2	3	1	2

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	02MT411.1: Student will define the concept of finance, financial management, time value of money and risk and return	SO1.1 SO1.2 SO1.3 SO1.4		Unit-1.0: Introduction to Financial Management, Time Value of Money and Risk & Return 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19, 1.20, 1.21	
POs 1,2,3,4,5,6 PSOs 1,2	02MT411.2: Student will illustrate the capital budgeting and evaluation of investment proposals by different capital budgeting methods and will also illustrate the calculation of cost of capital	SO2.1 SO2.2 SO2.3 SO2.4		Unit-2.0: Capital Budgeting and Cost of Capital 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20, 2.21, 2.22, 2.23, 2.24, 2.25, 2.26, 2.27, 2.28	
POs 1,2,3,4,5,6 PSOs 1,2	02MT411.3: Student will examine the impact of leverage and dividend policy on capital structure decision	SO3.1 SO3.2 SO3.3		Unit-3.0: Capital Structure, Dividend Policy Decision and Leverage Analysis 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.14, 3.15, 3.16, 3.17, 3.18, 3.19, 3.20	
POs 1,2,3,4,5,6 PSOs 1,2	02MT411.4: Student will analyze the debtors outstanding and credit policy and develop cash budget	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Working Capital Management –Part 1 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11	
POs 1,2,3,4,5,6 PSOs 1,2	02MT411.5: Student will analyze the inventory with the help of ABC and EOQ techniques	SO5.1 SO5.2 SO5.3		Unit-5.0: Working Capital Management- Part 2 5.1, 5.2, 5.3, 5.4. 5.5, 5.6, 5.7, 5.8, 5.9, 5.10	



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Semester-IV

Course Code:	03EC421
Course Title :	Indian Economy
Pre-requisite:	Students who has passed 12 th class. Student should have basic knowledge of History, politics, society and economics. Overview of economy to be known
Rationale:	By means of this course, students will be able to sharpen the analytical skills by highlighting on broad overview of the Indian economy. They will be familiar with the issues related to Agriculture, Industry, Foreign Trade, Economic Planning and various Economic Problems of India. Students will be acquainted with broad overview of Madhya Pradesh Economy. They will be able to develop, analyse and interpret events and issues related to Indian Economy.

Course Outcomes:

03EC421.1: Analyze the trends and sectoral composition of national income and demographic features.

03EC421.2: To explain green revolution and new technology in agriculture.

03EC421.3: To explain in detail about MSME, start-up India, and make in India.

03EC421.4: They will able to know about NITI AAYOG and Indian economic problem.

03EC421.5: They will also able to know about Madhya Pradesh economy.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
ECO	03EC421	Indian Economy	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
ECO	03EC421	Indian Economy	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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03EC421.1: Analyze then trends and sectoral composition of national income and demographic features.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	2
SL	0
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Understand the Concept and nature of Indian economy SO1.2 Understand the Concept of trends and composition of national SO1.3 Understand the concept natural resource endowment SO1.4 Understand demographic features SO1.5 Understand sectrol distribution SO1.6 Understand problem and causes of over population		Unit-1.0: Introduction [12 Hours] 1.1 Indian economy – meaning, Nature, 1.2 Scope & significance. 1.3 Definition of national income Agregates of national income 1.4 Natural resource -land , water 1.5 Natural resource livestock , 1.6 Forest, 1.7 Minerals Forest mineral 1.8 Demographic features- population 1.9 Composition growth rate workforce 1.10 Problems and causes of over population, 1.11 Control of population 1.12 Population policy	

SW-1 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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03EC421.2: To explain green revolution and new technology in agriculture.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	2
SL	0
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Concept of nature of Indian agriculture SO2.2 Concept of land use, pattern SO2.3 Understanding of agricultural productivity SO2.4 Understanding the concept of green revolution SO2.5 Understanding of agriculture finance and insurance, new technology in agriculture		Unit-2.0: Introduction [12 Hours] 2.1 Indian agriculture ,Meaning 2.2 importance and nature , 2.3 trends in agriculture production productivity 2.4 Characteristics of agriculture 2.5 land use pattern, reform 2.6 Green revolution objective 2.7 Achievements, failures 2.8 Agriculture finance meaning 2.9 Insurance 2.10 Agriculture marketing meaning 2.11 Features new agriculture technology 2.12 Agriculture technology benefit	

SW-2 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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03EC421.3: To explain in detail about MSME, start-up India, and make in India.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	0
SL	0
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Meaning and concept industrial development SO3.2 Understanding about the industrial policy SO3.3 Understanding the concept of MSME SO3.4 Understanding about the make in India, Aatm Nirbhar Bharat SO3.5 Understanding about the infrastrure composition.		Unit-3.0: Industry and Infrastructure [12 Hours] 3.1 Industrial development India before independence 3.2 after independence 3.3 New industrial policy 3.4 Role of public sector 3.5 private sector 3.6 industrialization 3.7 MSME- Role, definition 3.8 , MSME- problem remedies of small-scale industries 3.9 Start-up India, 3.10 Make in India 3.11 Aatm Nirbhar Bhart 3.12 Power, transport, commination Transport	

SW-3 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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03EC421.4: They will able to know about NITI AAYOG and Indian economic problem.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	0
SL	0
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Understanding about the FOREIGN TRADE SO4.2 Understanding about the role of investment SO4.3 Understanding about Indian planing SO4.4 Understanding about the Niti Aayog SO4.5 Understanding about the major problem in India		Unit-4.0: Foreign trade development [12 Hours] 4.1 India's Foreign Trade Importance, 4.2 Foreign trade composition and direction 4.3 Role of Foreign Direct Investment 4.4 Multinational Corporations meaning, 4.5 Nature of MNC workforce 4.6 Disinvestment in India, Indian Planning –Objective Achievements, Failures 4.7 NITI Aayog, 4.8 Indian Economic Problems, 4.9 Poverty 4.10 Unemployment Regional Inequality merits and demerits 4.11 Theories of Unemployment 4.12 Case study	

SW-4 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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03EC421.5: They will also able to know about Madhya Pradesh economy.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	0
SL	0
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Understand about the feature of Madhya Pradesh SO5.2 Understanding about the natural resource SO5.3 Understanding about the trends in agriculture SO5.4 Understanding about the concept of organic farming SO5.5 Understanding about industrial development, tourism in Madhya Pradesh		Unit-5.0: Economy of Madhya Pradesh [12 Hours] 5.1 Madhya Pradesh's Economy Salient Feature 5.2 Natural Resources of Madhya Pradesh 5.3 Land, Forest, Water Minerals 5.4 Trends and Regional Disparities in Agriculture Sector of Madhya Pradesh 5.5 disparities in agriculture sector 5.6 Organic Farming 5.7 Playhouse in Madhya Pradesh 5.8 Industrial Development in Madhya Pradesh 5.9 industrial development in various sectors 5.10 Infrastructure Development in Madhya Pradesh Power 5.11 Transport Communication Development of Tourism in Madhya Pradesh tourism sector 5.12 Cases Study	

SW-5 Suggested Sessional Work (SW):

- a. Assignments:
- b. Mini Project:
- c. Other Activities (Specify):



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
03EC421.1: Analyze the trends and sectoral composition of national income and demographic features	12	2	0	14
03EC421.2: To explain green revolution and new technology in agriculture	12	1	0	13
03EC421.3: To explain in detail about MSME, start-up India, and make in India	12	0	0	12
03EC421.4: They will able to know about NITI AAYOG and Indian economic problem	12	0	0	12
03EC421.5: They will also able to know about Madhya Pradesh economy	12	0	0	12
Total Hours	60	3	0	63

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
03EC421.1	Introduction				
02MT411.2	Agriculture				
03EC421.3	Industry and Infrastructure				
03EC421.4	Foreign Trade and Development				
03EC421.5	Economy of Madhya Pradesh				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Indian Economy will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method



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4. Group Discussion

5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Indian Economy	Mishra & Puri	Himalaya Publishing House	2020
2	भारतीय अर्थव्यवस्था	मिश्रा और पुरी	SPPD Publication	Latest
3	भारत की अर्थव्यवस्था का विकास 2020-21	भारत की अर्थव्यवस्था का विकास 2020-21	-	-
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 03EC421

Course Title: Indian Economy

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
03EC421.1: Analyze the trends and sectoral composition of national income and demographic features	1	1	1	2	2	3	1	3
03EC421.2: To explain green revolution and new technology in agriculture	2	2	2	1	1	1	1	2
03EC421.3: To explain in detail about MSME, start-up India, and make in India	3	2	1	2	1	1	1	1
03EC421.4: They will able to know about NITI AAYOG and Indian economic problem	2	1	2	1	2	1	2	3
03EC421.5: They will also able to know about Madhya Pradesh economy	3	2	1	1	1	2	3	2

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	03EC421.1: Analyze the trends and sectoral composition of national income and demographic features	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Introduction 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12	
POs 1,2,3,4,5,6 PSOs 1,2	03EC421.2: To explain green revolution and new technology in agriculture	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Agriculture 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12	
POs 1,2,3,4,5,6 PSOs 1,2	03EC421.3: To explain in detail about MSME, start-up India, and make in India	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Industry and Infrastructure 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12	
POs 1,2,3,4,5,6 PSOs 1,2	03EC421.4: They will able to know about NITI AAYOG and Indian economic problem	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Foreign Trade and Development 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12	
POs 1,2,3,4,5,6 PSOs 1,2	03EC421.5: They will also able to know about Madhya Pradesh economy	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Economy of Madhya Pradesh 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12	



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Semester-IV

Course Code:	03EC422
Course Title :	International Economics
Pre-requisite:	Student should have basic knowledge of economics and international business environment
Rationale:	International economics is a field of study that examines the flow of goods, services, and capital across international borders. It analyzes how countries interact economically, the consequences of these interactions, and the policies that governments adopt to regulate such interactions. The rationale for studying international economics can be justified on the basis of above discussion.

Course Outcomes:

03EC422.1: Upon completing this course, Students will be able to define and identify the distinct features of international trade and international economics. Students will also be able to explain the classical, neo-classical and modern theories of international trade.

03EC422.2: Upon completing this course, students will be able to define and identify the terms of trade, and the factors affecting them. They will recall and explain the differences between free trade and protection. Students will recognize and discuss about tariffs, Quota, dumping, and anti-dumping measures and their implications on international trade.

03EC422.3: Students will be able to understand the fundamental concepts and mechanisms of exchange rates, including theories of foreign exchange rate determination, to explain how these influence international trade and investment decisions. Further the knowledge of exchange control policies and measures, volatility of exchange rate, appreciation and depreciation of currency will help the students to analyze their impact on a country's economic stability and foreign exchange reserves.

03EC422.4: Students will be able to understand the components and significance of the Balance of Payments and Balance of Trade to explain their roles in national and global economic contexts and also students will be able to apply the knowledge of balance of payment and balance of trade to analyze the effect of balance of payment and balance of trade on international trade and take policy measures to achieve equilibrium in balance of payment and balance of trade.

03EC422.5: Upon completing this course, students will be able to analyze the directions and trends in India's foreign trade, and examine the roles and functions of IMF, World Bank and WTO.



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Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
ECO	03EC422	International Economics	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)						
			Progressive Assessment (PRA)					End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)	
ECO	03EC422	International Economics	15	20	5	5	5	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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03EC422.1: Upon completing this course, Students will be able to define and identify the distinct features of international trade and international economics. Students will also be able to explain the classical, neo-classical and modern theories of international trade.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Students will be able to define and identify the distinct features of international trade and international economics SO1.2 Student will be able to differentiate between national and international trade SO1.3 Student will recall and explain the concept of reciprocal demand in comparative costs SO1.4 Students will be able to explain the classical, neo-classical and modern theories of international trade		Unit-1.0: Introduction and theories of International Trade [13 Hours] 1.1 Meaning and Definition of international economics, Meaning and distinct features of international trade. 1.2 Nature and importance of international trade. 1.3 Difference between National and International trade 1.4 The classical theory of international trade- Adam Smith's Theory of Foreign Trade: Theory of Absolute Advantage 1.5 The classical theory of international trade- Ricardian Theory of Foreign Trade: Theory of Comparative Advantage 1.6 The classical theory of international trade- Weaknesses of the Comparative Advantage Theory 1.7 Neo-classical theory of trade- Haberler's Opportunity Cost Theory of Trade. 1.8 Concept of reciprocal demand in the theory of	1. The Leontief Paradox



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		comparative costs. 1.9 Modern theory of international trade – Heckscher-Ohlin Theory – Assumptions. 1.10 Modern theory of international trade – Heckscher-Ohlin Theory- Factor intensity, factor abundance and the production possibility frontier. 1.11 Modern theory of international trade – Heckscher-Ohlin Trade Theorem: Theorem I 1.12 Modern theory of international trade – Heckscher-Ohlin Theorem II: The Factor Price Equalization Theorem 1.13 Modern theory of international trade – Criticism of the Heckscher-Ohlin Theory	

SW-1 Suggested Sessional Work (SW):

a. Assignments:

1. Classical Theories of International Trade.
2. Modern theories of International Trade.

b. Mini Project: Prepare a report highlighting last 5 years import and export position of India.

c. Other Activities (Specify):



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03EC422.2: Upon completing this course, students will be able to define and identify the terms of trade, and the factors affecting them. They will recall and explain the differences between free trade and protection. Students will recognize and discuss about tariffs, Quota, dumping, and anti-dumping measures and their implications on international trade.

Approximate Hours

Item	AppX Hrs
CI	11
LI	0
SW	1
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Students will define and identify trade policy and its instruments SO2.2 Students will be able to define and identify the terms of trade and the factors affecting them SO2.3 Student will recall and explain the differences between free trade and protection SO2.4 Students will recognize and discuss about tariffs, Quota, dumping, and anti-dumping measures and their implications on international trade		Unit-2.0: Trade Policy and Terms of Trade [11 Hours] 2.1 Meaning and instruments of trade policy. 2.2 terms of trade and factors affecting them 2.3 Free trade versus protection:- Meaning of Free Trade Policy and Arguments for free trade. 2.4 Free trade versus protection:- Trade Protection Policy and Arguments for Trade Protection 2.5 Tariffs: Meaning, Kinds of Rate-Based Tariffs and Effects of Tariffs. 2.6 Terms of Trade in the Absence of Retaliation 2.7 Terms of Trade in the Event of Foreign Retaliation 2.8 QUOTAS: Meaning of Import Quota and Effect of Import Quota under Perfect Competition. 2.9 Types of Quotas 2.10 DUMPING: Meaning, Benefits and Kinds of Dumping. 2.11 Effects of Dumping and Anti-Dumping Measures	1. Import Quota Vs. Import Tariff

SW-2 Suggested Sessional Work (SW):

a. Assignments:

1. Free trade Vs. Protection, Tariff.
2. Quotas and Dumping

b. Mini Project: Make a report highlighting trade between India and US and India and China in last year.

c. Other Activities (Specify): PPT Presentation on Tariff and Dumping.



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03EC422.3: Students will be able to understand the fundamental concepts and mechanisms of exchange rates, including theories of foreign exchange rate determination, to explain how these influence international trade and investment decisions. Further the knowledge of exchange control policies and measures, volatility of exchange rate, appreciation and depreciation of currency will help the students to analyze their impact on a country's economic stability and foreign exchange reserves.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Students will be able to understand the meaning, types and determination of exchange rates SO3.2 Students will be able to understand the theories of foreign exchange rate SO3.3 The knowledge of exchange control policies and measures, volatility of exchange rate, appreciation and depreciation of currency will help the students to analyze their impact on a country's economic stability and foreign exchange reserves		Unit-3.0: Exchange Rate and Theories of Foreign Exchange Rate [13 Hours] 3.1 Meaning and types of Exchange Rate. 3.2 Determination and Regulation of the Fixed Exchange Rate 3.3 Fixed vs Flexible Exchange Rate 3.4 Arguments in favour of Fixed Exchange Rate 3.5 Arguments in favour of Flexible Exchange Rates 3.6 Theories Of Foreign Exchange Rate- Mint Parity Theory 3.7 Purchasing Power Parity Theory- Absolute Purchasing Power Parity Theory 3.8 Purchasing Power Parity Theory- Relative Purchasing Power Parity Theory 3.9 Meaning and objectives of exchange control 3.10 Methods of exchange control 3.11 Appreciation of currency: Meaning, Causes and effects. 3.12 Depreciation: of currency: Meaning, Causes and effects. 3.13 Volatility of Exchange Rates- Meaning, Causes, effects and	1. Convertibility of Currency



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		management of exchange rate volatility	

SW-3 Suggested Sessional Work (SW):

a. Assignments:

1. Exchange rate and Theories of foreign exchange rate.
2. Exchange control and appreciation and depreciation of currency.

b. Mini Project: Prepare a report showing yearly change in foreign exchange rate for last 5 years among world's top 5 economies.

c. Other Activities (Specify):



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03EC422.4: Students will be able to understand the components and significance of the Balance of Payments and Balance of Trade to explain their roles in national and global economic contexts and also students will be able to apply the knowledge of balance of payment and balance of trade to analyze the effect of balance of payment and balance of trade on international trade and take policy measures to achieve equilibrium in balance of payment and balance of trade.

Approximate Hours

Item	AppX Hrs
CI	9
LI	0
SW	1
SL	1
Total	11

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Students will be able to understand about the balance of payment SO4.2 Students will be able to understand about the balance of trade SO4.3 Students will be able to apply the knowledge of balance of payment and balance of trade to analyze their effects on international trade SO4.4 Students will be able to take policy measures to achieve equilibrium in balance of payment and balance of trade		Unit-4.0: Balance of Payment and Balance of Trade [9 Hours] 4.1 Meaning of Balance of Payment, Balance of Trade and Composition of Balance of Payment. 4.2 Significance of Balance of Payment. 4.3 Distinction between Balance of Trade and Balance of Payments. 4.4 Disequilibrium in BOP- causes and measures for correction. 4.5 Components and Types of Balance of Trade. 4.6 Factors affecting Balance of Trade. 4.7 Effects of Balance of trade. 4.8 Balance of Trade Equilibrium- Meaning and Factors leading to trade equilibrium. 4.9 Implications of Trade Equilibrium and Policy Measures to Achieve Trade Equilibrium	

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Balance of Payment and Balance of Trade (questions will be given by subject teacher).
- b. **Mini Project:** Prepare a report showing India's balance of payment in last 10 years.
- c. **Other Activities (Specify):**



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03EC422.5: Upon completing this course, students will be able to analyze the directions and trends in India's foreign trade, and examine the roles and functions of IMF, World Bank and WTO.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Students will be able to analyze the directions and trends in India's foreign trade SO5.2 Students will be able to examine the roles and functions of IMF and World Bank SO5.3 Students will be able to examine the roles and functions of WTO		Unit-5.0: India's Foreign Trade, International Trade and Monetary System [14 Hours] 5.1 Foreign Trade And Economic Development 5.2 Foreign Trade Policy and Its Trends. 5.3 Direction of India's Foreign Trade 5.4 Structure of India's Foreign Trade and Composition of India's Foreign Trade 5.5 IMF- Introduction and Objectives of IMF 5.6 Sources of the Fund's Resources: Membership Quota 5.7 Functions of the IMF 5.8 World Bank:- Introduction, Objectives and Functions of World Bank. 5.9 WTO-History 5.10 WTO and GATT: A comparison 5.11 Objectives of the WTO 5.12 Functions of the WTO 5.13 Shortcomings of the WTO 5.14 WTO and India	1. Foreign Trade Policy of India 2015-2020

SW-5 Suggested Sessional Work (SW):

a. Assignments:

1. Direction and trends of India's foreign trade, IMF.
2. World Bank and WTO.

b. Mini Project: Make a report highlighting initiatives taken by Government of India in recent years to promote foreign trade.

c. Other Activities (Specify):



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
03EC422.1 Upon completing this course, Students will be able to define and identify the distinct features of international trade and international economics. Students will also be able to explain the classical, neo-classical and modern theories of international trade.	13	1	1	15
03EC422.2 Upon completing this course, students will be able to define and identify the terms of trade, and the factors affecting them. They will recall and explain the differences between free trade and protection. Students will recognize and discuss about tariffs, Quota, dumping, and anti-dumping measures and their implications on international trade.	11	1	1	13
03EC422.3 Students will be able to understand the fundamental concepts and mechanisms of exchange rates, including theories of foreign exchange rate determination, to explain how these influence international trade and investment decisions. Further the knowledge of exchange control policies and measures, volatility of exchange rate, appreciation and depreciation of currency will help the students to analyze their impact on a country's economic stability and foreign exchange reserves.	13	1	1	15
03EC422.4 Students will be able to understand the components and significance of the Balance of Payments and Balance of Trade to explain their	09	1	1	11



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roles in national and global economic contexts and also students will be able to apply the knowledge of balance of payment and balance of trade to analyze the effect of balance of payment and balance of trade on international trade and take policy measures to achieve equilibrium in balance of payment and balance of trade.				
03EC422.5 Upon completing this course, students will be able to analyze the directions and trends in India's foreign trade, and examine the roles and functions of IMF, World Bank and WTO.	14	1	1	16
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
03EC422.1	Introduction and theories of International Trade				
02MT412.2	Trade Policy and Terms of Trade				
03EC422.3	Exchange Rate and Theories of Foreign Exchange Rate				
03EC422.4	Balance of Payment and Balance of Trade				
03EC422.5	India's Foreign Trade, International Trade and Monetary System				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for International Economics will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials



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3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	International Economics	B.O Sodersten	Macmillan Press Ltd London	3 rd Edition 1994
2	International Economics	Paul R. Krugman	Pearson Education India	Latest
3	International Economics	H.G.Mannur	Vikas publishing House Ltd	Latest
4	International Economics	D.M. Mithani	Himalaya Publishing House	Latest
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 03EC422

Course Title: International Economics

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
03EC422.1: Upon completing this course, Students will be able to define and identify the distinct features of international trade and international economics. Students will also be able to explain the classical, neo-classical and modern theories of international trade	3	1	3	1	1	2	1	2
03EC422.2: Upon completing this course, students will be able to define and identify the terms of trade, and the factors affecting them. They will recall and explain the differences between free trade and protection. Students will recognize and discuss about tariffs, Quota, dumping, and anti-dumping measures and	3	1	3	3	1	2	2	2

their implications on international trade								
03EC422.3: Students will be able to understand the fundamental concepts and mechanisms of exchange rates, including theories of foreign exchange rate determination, to explain how these influence international trade and investment decisions. Further the knowledge of exchange control policies and measures, volatility of exchange rate, appreciation and depreciation of currency will help the students to analyze their impact on a country's economic stability and foreign exchange reserves	3	1	2	2	2	3	2	3
03EC422.4: Students will be able to understand the components and significance of the Balance of Payments and Balance of Trade to explain their roles in national and global economic contexts and also students will be able to apply the knowledge of balance of payment and balance of trade to analyze the effect of balance of payment and balance of trade on	3	1	3	3	2	3	1	2

international trade and take policy measures to achieve equilibrium in balance of payment and balance of trade								
03EC422.5: Upon completing this course, students will be able to analyze the directions and trends in India's foreign trade, and examine the roles and functions of IMF, World Bank and WTO	3	2	3	3	2	3	1	2

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	03EC422.1: Upon completing this course, Students will be able to define and identify the distinct features of international trade and international economics. Students will also be able to explain the classical, neo-classical and modern theories of international trade	SO1.1 SO1.2 SO1.3 SO1.4		Unit-1.0: Introduction and theories of International Trade 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13	
POs 1,2,3,4,5,6 PSOs 1,2	03EC422.2: Upon completing this course, students will be able to define and identify the terms of trade, and the factors affecting them. They will recall and explain the differences between free trade and protection. Students will recognize and discuss about tariffs, Quota, dumping, and anti-dumping measures and their implications on international trade	SO2.1 SO2.2 SO2.3 SO2.4		Unit-2.0: Trade Policy and Terms of Trade 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11	
POs 1,2,3,4,5,6 PSOs 1,2	03EC422.3: Students will be able to understand the fundamental concepts and mechanisms of exchange rates, including theories of foreign exchange rate determination, to explain how these influence international	SO3.1 SO3.2 SO3.3		Unit-3.0: Exchange Rate and Theories of Foreign Exchange Rate 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13	

	trade and investment decisions. Further the knowledge of exchange control policies and measures, volatility of exchange rate, appreciation and depreciation of currency will help the students to analyze their impact on a country's economic stability and foreign exchange reserves				
POs 1,2,3,4,5,6 PSOs 1,2	03EC422.4: Students will be able to understand the components and significance of the Balance of Payments and Balance of Trade to explain their roles in national and global economic contexts and also students will be able to apply the knowledge of balance of payment and balance of trade to analyze the effect of balance of payment and balance of trade on international trade and take policy measures to achieve equilibrium in balance of payment and balance of trade	SO4.1 SO4.2 SO4.3 SO4.4		Unit-4.0: Balance of Payment and Balance of Trade 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9	
POs 1,2,3,4,5,6 PSOs 1,2	03EC422.5: Upon completing this course, students will be able to analyze the directions and trends in India's foreign trade, and examine the roles and	SO5.1 SO5.2 SO5.3		Unit-5.0: India's Foreign Trade, International Trade and Monetary System 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14	

	functions of IMF, World Bank and WTO				



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Semester-IV

Course Code:	OMT401
Course Title :	Business and Marketing Research
Pre-requisite:	Businesses can enhance the effectiveness and reliability of their business and marketing research efforts, leading to more informed decision-making and strategic planning
Rationale:	Business and marketing research provides the foundation for informed decision-making, enabling organizations to adapt to changing market dynamics, stay competitive, and achieve long-term success. It is an essential tool for navigating the complexities of the business environment and maximizing opportunities for growth and innovation

Course Outcomes:

OMT401.1: Define fundamental terms and concepts related to business and marketing research, such as sampling, data collection, and hypothesis.

OMT401.2: Understanding of the sequential steps involved in conducting business and marketing research, from problem definition to report writing.

OMT401.3: Apply their knowledge by developing a comprehensive research proposal, including research questions, methodology, and data collection plans.

OMT401.4: Analyze and critique existing business and marketing research studies, evaluating their methodologies, findings, and implications.

OMT401.5: Synthesize information gathered from research to create innovative and effective marketing strategies for a given business or product.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MKT	OMT401	Macro Economics	4	0	2	1	7	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)



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SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MKT	0MT401	Macro Economics	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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OMT401.1: Define fundamental terms and concepts related to business and marketing research, such as sampling, data collection, and hypothesis.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1. Define the concepts of business and marketing research, including their definitions and fundamental purposes SO1.2 Articulate an understanding of why business and marketing research is crucial for informed decision-making and strategic planning SO1.3. Formulate a basic research problem and outline a research design for investigating it SO1.4 Analyze different research methods used in business and marketing research, comparing their strengths and weaknesses SO1.5 Assess the appropriateness of different research methods for specific business and marketing scenarios		Unit-1.0: Measurement of macroeconomic variables [13 Hours] 1.1 Nature and Scope of Marketing Research 1.2 Introduction to business and marketing research 1.3 Role of Marketing Research in decision making, Applications of Marketing Research 1.4 Market Research process, Classification of marketing research 1.5 Defining the problem 1.6 Importance of defining the problem 1.7 process of defining the problem 1.8 Develop an approach towards defining the problem 1.9 components of the marketing research problem 1.10 Ethics in marketing research 1.11 Research proposal, 1.12 Problem Formulation 1.13 Management decision problem Vs. Marketing Research problem.	1. Applications of Marketing Research 2. Market Research process 3. Classification of marketing research 4. Defining the problem 5. Research proposal

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Management decision problem Vs. Marketing Research problem.
- b. **Mini Project:** Problem formulation.
- c. **Other Activities (Specify):** PPT Presentation



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OMT401.2: Understanding of the sequential steps involved in conducting business and marketing research, from problem definition to report writing.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Define the key elements of research design, including variables, hypotheses, and research questions SO2.2 Summarize the basic principles of different research designs SO2.3 Demonstrate the ability to choose an appropriate research design for a given research question or problem SO2.4 Break down the components of a research design and evaluate their interrelationships SO2.5 Assess the strengths and limitations of various research designs		Unit-2.0: Research Design [13 Hours] 2.1 Research design: Definition, Classification 2.2 Exploratory research design : purposes 2.3 Descriptive Research : reasons 2.4 Casual research designs: purpose 2.5 Potential sources of error in research designs 2.6 Exploratory research design : secondary data 2.7 Primary data, Secondary data 2.8 Secondary data sources, Primary v/s secondary data 2.9 Advantages of secondary data, Uses of secondary data 2.10 Disadvantages of secondary data 2.11 Criteria for evaluating secondary data 2.12 Classification of secondary data 2.13 Define, Classification of syndicate research	1. Research design: classification 2. Potential sources of error in research designs 3. Secondary data sources 4. Classification of secondary data 5. Classification of syndicated research

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Research design: classification.
- b. **Mini Project:** Classification of syndicate research.
- c. **Other Activities (Specify):** Class presentation.



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OMT401.3: Apply their knowledge by developing a comprehensive research proposal, including research questions, methodology, and data collection plans.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Define the key principles of primary data collection methods SO3.2 Explain the importance of primary data in research and decision-making SO3.3 Demonstrate the ability to choose appropriate primary data collection methods for specific research scenarios SO3.4 Evaluate the reliability and validity of data collected through different primary methods SO3.5 Assess the appropriateness of chosen primary data collection methods based on research objectives		Unit-3.0: Primary Data Collection [14 Hours] 3.1 Primary Data Collection: classification, Qualitative versus quantitative research 3.2 Descriptive research design :survey, observation, methods 3.3 Exploratory research design : qualitative research, procedures 3.4 Focus groups interviews, characteristics of focus groups 3.5 Procedure for planning and conducting focus groups, advantages of focus groups, disadvantages of focus groups 3.6 Depth Interviews, characteristics of depth interviews 3.7 Techniques of depth interviews, advantages and disadvantages of depth interviews 3.8 Focus groups v/s depth interviews, projective techniques, 3.9 Types of projective techniques, advantages and disadvantages of projective techniques 3.10 Casual research design- experimentation, measurement and scaling 3.11 Scale characteristics, levels of measurements	1. Primary Data Collection: classification 2. Classification of bservation methods 3. Exploratory research design: qualitative research 4. Classification of Qualitative research procedures 5. Classification of scaling techniques.



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		3.12 Primary scales of management, classification of scaling techniques 3.13 Comparative scaling techniques, Types of comparative scaling techniques 3.14 Non comparative scaling techniques, Types of non-comparative techniques, Questionnaire and form design	

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Types of non-comparative techniques.
- b. **Mini Project:** Primary scales of management.
- c. **Other Activities (Specify):** PPT Presentation



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OMT401.4: Analyze and critique existing business and marketing research studies, evaluating their methodologies, findings, and implications.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Define and recall the basic principles of sampling SO4.2 Explain the importance of sampling in research and data collection SO4.3 Demonstrate the ability to choose an appropriate sampling method for a given research scenario SO4.4 Analyze the potential sources of bias in a sampling process SO4.5 Develop a comprehensive sampling plan for a complex research project	.	Unit-4.0: Sampling [13 Hours] 4.1 Sampling :meaning and definition 4.2 Steps in sampling design process 4.3 Sample or census 4.4 Classification of Sampling techniques 4.5 Determination of sample size 4.6 Probability sampling techniques 4.7 Non probability sampling techniques 4.8 Strengths and weaknesses of basic sampling techniques 4.9 Data analysis 4.10 Z test – mean 4.11 Z test- diff. of mean 4.12 Z test- diff. of proportion 4.13 T test (mean), Paired t test, Chi square test	1. Sampling: meaning and definition 2. Classification of Sampling techniques 3. Probability sampling techniques 4. Non probability sampling techniques 5. Z test – mean 6. Z test- diff. of mean 7. Chi square test 8. Z test- diff. of proportion 9. T test (mean) 10. Paired t test

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Probability sampling techniques.
- b. **Mini Project:** Classification of sampling techniques.
- c. **Other Activities (Specify):** Class presentation



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OMT401.5: Synthesize information gathered from research to create innovative and effective marketing strategies for a given business or product.

Approximate Hours

Item	AppX Hrs
CI	7
LI	0
SW	1
SL	1
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Recognize and differentiate between one-way ANOVA, two-way ANOVA, and other variations SO5.2 Explain how ANOVA works, including the comparison of means and the role of variance within and between groups SO5.3 Analyze and interpret the results of ANOVA, including understanding the significance level, F-statistic, and p-value SO5.4 Differentiate between ANOVA and other statistical tests, such as t-tests, and understand when to use ANOVA SO5.5 Evaluate the assumptions underlying ANOVA and discuss the implications if these assumptions are violated		Unit-5.0: ANOVA [7 Hours] 5.1 Introduction to theoretical concept of ANOVA 5.2 Objectives 5.3 One way analysis of variance 5.4 Overview of factor analysis 5.5 Assumptions of factor analysis 5.6 Overview of discriminant Analysis 5.7 Assumptions of discriminant Analysis	1. One way analysis of variance 2. Assumptions of factor analysis 3. Assumptions of discriminant Analysis

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** One way analysis of variance.
- b. Mini Project:** Assumptions of discriminant Analysis.
- c. Other Activities (Specify):** PPT Presentation



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
0MT401.1: Define fundamental terms and concepts related to business and marketing research, such as sampling, data collection, and hypothesis	13	1	1	15
0MT401.2: Understanding of the sequential steps involved in conducting business and marketing research, from problem definition to report writing	13	1	1	15
0MT401.3: Apply their knowledge by developing a comprehensive research proposal, including research questions, methodology, and data collection plans	14	1	1	16
0MT401.4: Analyze and critique existing business and marketing research studies, evaluating their methodologies, findings, and implications	13	1	1	15
0MT401.5: Synthesize information gathered from research to create innovative and effective marketing strategies for a given business or product	7	1	1	9
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
0MT401.1	Nature and Scope of Marketing Research				
0MT401.2	Research Design				
0MT401.3	Primary Data Collection				
0MT401.4	Sampling				
0MT401.5	ANNOVA				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Business and Marketing Research will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Marketing Research	Naresh Malhotra	Pearson	-
2	Business Research Methods	Cooper & Schindler	McGraw-Hill Education	-
3	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

1. Dr. Kausik Mukherjee, Associate Dean & Head, FMS, AKS University, Satna.
2. Dr. Pradeep Chaurasia, Associate Professor, FMS, AKS University, Satna.
3. Dr. Chandan Singh, Assistant Professor, FMS, AKS University, Satna.
4. Dr. Prakash Kumar Sen, Assistant Professor, FMS, AKS University, Satna.
5. Dr. Seema Dwivedi, Assistant Professor, FMS, AKS University, Satna.
6. Mr. Pramod Kumar Dwivedi, Assistant Professor, FMS, AKS University, Satna.
7. Mrs. Shinu Shukla, Assistant Professor, FMS, AKS University, Satna.
8. Mr. Krishna Kumar Mishra, Assistant Professor, FMS, AKS University, Satna.
9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: OMT401

Course Title: Business and Marketing Research

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
OMT401.1: Define fundamental terms and concepts related to business and marketing research, such as sampling, data collection, and hypothesis.	3	3	2	2	1	2	2	3
OMT401.2: Understanding of the sequential steps involved in conducting business and marketing research, from problem definition to report writing	3	2	2	2	1	2	2	3
OMT401.3: Apply their knowledge by developing a comprehensive research proposal, including research questions, methodology, and data collection plans	2	3	3	2	1	2	2	3
OMT401.4: Analyze and critique existing business and marketing research studies, evaluating their	3	3	2	2	1	2	2	3

methodologies, findings, and implications								
OMT401.5: Synthesize information gathered from research to create innovative and effective marketing strategies for a given business or product	3	3	2	2	1	2	2	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No.& Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	0MT401.1: Define fundamental terms and concepts related to business and marketing research, such as sampling, data collection, and hypothesis.	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Nature and Scope of Marketing Research 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13	
POs 1,2,3,4,5,6 PSOs 1,2	0MT401.2: Understanding of the sequential steps involved in conducting business and marketing research, from problem definition to report writing	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Research Design 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13	
POs 1,2,3,4,5,6 PSOs 1,2	0MT401.3: Apply their knowledge by developing a comprehensive research proposal, including research questions, methodology, and data collection plans	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Primary Data Collection 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14	
POs 1,2,3,4,5,6 PSOs 1,2	0MT401.4: Analyze and critique existing business and marketing research studies, evaluating their methodologies, findings, and implications	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Sampling 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13	
POs 1,2,3,4,5,6 PSOs 1,2	0MT401.5: Synthesize information gathered from research to create innovative and effective marketing strategies for a given business or product	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: ANOVA 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7	



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Semester-V

Course Code:	01MT501
Course Title :	Legal Aspects of Business
Pre-requisite:	Students should have basic knowledge of the origin of law and its sources for commercial purposes
Rationale:	As part of their studies in business law, students need to have a strong foundation in the historical background and sources of laws. This includes an understanding of Indian Contract Act, 1872; Sale of goods Act, 1930, The Companies Act, 2013, Consumer Protection Act, 1986, The Right to Information Act, 2005. In addition, students should gain a basic understanding of various types of laws, their applications, and the Indian regulatory authorities responsible for enforcing them in society.

Course Outcomes:

01MT501.1: Students will recall various definitions and would be able to evaluate the provisions of Indian Contract Act, 1872.

01MT501.2: Students would be able to understand various provisions of Sale of Goods Act, 1930.

01MT501.3: Students will be familiar with Companies Act, 2013 and its various provisions and various documents which are required to be prepared under Companies Act.

01MT501.4: Students will remember the Consumer Protection Act and various rights of consumers under the Act.

01MT501.5: Students will be able to apply and examine RTI Act, 2005.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
HRM	01MT501	Legal Aspects of Business	6	0	2	1	9	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,



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C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
HRM	01MT501	Legal Aspects of Business	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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01MT501.1: Students will recall various definitions and would be able to evaluate the provisions of Indian Contract Act, 1872.

Approximate Hours

Item	AppX Hrs
CI	32
LI	0
SW	2
SL	1
Total	35

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Understanding of Contract and its various types SO1.2 Conceptualize the law relating to offer and acceptance SO1.3 Understand the conditions of free consent and capacity of parties to enter into a contract SO1.4 Elaborate breach of contract and discharge of contract SO1.5 Remember contract of Indemnity and Guarantee SO1.6 Understand Contract of Bailment and Pledge SO1.7 Elaborate Contract of agency		Unit-1.0: The Indian Contract Act, 1872 [32 Hours] 1.1 Meaning of Agreement and Contract 1.2 Essentials of Contract 1.3 Kinds of Contract on the basis of validity 1.4 Kinds of contract on the basis of formation 1.5 Kinds of contract on the basis of performance 1.6 Law relating to offer 1.7 Law relating to acceptance 1.8 Consideration 1.9 Elements of consideration 1.10 Legal rules regarding consideration 1.11 Stranger to a contract and its exceptions 1.12 Exceptions to the rule that a contract without consideration is void 1.13 Competency to contract 1.14 Agreement with a minor and consequences of an agreement with a minor 1.15 Exceptions to the rule that an agreement with a minor are void 1.16 Agreements with a person of unsound mind 1.17 Consequences of agreement with persons of unsound mind 1.18 Agreement with a person	1. Contract and its various types 2. Competent parties and Free consent



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		disqualified by law 1.19 Free Consent 1.20 Coercion and its aspects 1.21 Difference between Coercion and Undue Influence 1.22 Fraud and its essential elements 1.23 Exceptions and consequences of fraud 1.24 Misrepresentation and difference between fraud and misrepresentation 1.25 Void agreements 1.26 Performance of Contract 1.27 Discharge of Contract 1.28 Breach of contract 1.29 Quasi Contract 1.30 Contract of Indemnity and Guarantee 1.31 Bailment and Pledge 1.32 Contract of agency	

SW-1 Suggested Sessional Work (SW):

a. Assignments:

- Contract and its various types.
- Contract without consideration is void and its exceptions.

b. Mini Project: Case studies related to characteristics of contract.

c. Other Activities (Specify): Presentation on bailment and pledge.



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01MT501.2: Students would be able to understand various provisions of Sale of Goods Act, 1930.

Approximate Hours

Item	AppX Hrs
CI	21
LI	0
SW	2
SL	1
Total	24

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Difference between sale and an agreement to sell SO2.2 Understanding about unpaid seller and his rights SO2.3 Understanding about Sale by non-owners and its exceptions SO2.4 Familiarize and understand various types of negotiable instruments SO2.5 Understand endorsement and Payment in due course		Unit-2.0: Sale of Goods Act, 1930 [21 Hours] 2.1 Difference between sale and an agreement to sell 2.2 Implied conditions and warranties 2.3 Meaning and definition of An Unpaid Seller 2.4 Rights of an Unpaid Seller against the buyer 2.5 Rights of an unpaid seller against the goods 2.6 Difference between rights of lien and rights of stoppage in transit 2.7 Sale by non-owners 2.8 Exceptions of sale by non-owners 2.9 Meaning and Characteristics of negotiable instruments. 2.10 Various types of negotiable instruments 2.11 Meaning and essentials of bills of exchange 2.12 Days of grace and conditions in which parties may disallow days of grace 2.13 Cheque and its characteristics 2.14 Difference between Cheque and bills of exchange 2.15 Types of Cheque 2.16 Crossing of Cheque 2.17 Endorsement of Cheque 2.18 Payment in due course 2.19 Essential conditions for payment in due course 2.20 Promissory Note and its characteristics 2.21 Parties of promissory note	1. Difference between sale and an agreement to sell 2. Negotiable instruments and its types

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Difference between right of lien and right of stoppage in transit. Crossing of cheque and various types of crossing.
- b. **Mini Project:** To prepare a project upon various types of negotiable instruments.
- c. **Other Activities (Specify):** Presentation on endorsement and its various types.



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01MT501.3: Students will be familiar with Companies Act, 2013 and its various provisions and various documents which are required to be prepared under Companies Act.

Approximate Hours

Item	AppX Hrs
CI	20
LI	0
SW	2
SL	1
Total	23

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Meaning and types of companies SO3.2 Understand about preliminary documents of companies SO3.3 Understanding of issue of various types of shares of companies SO3.4 Awareness about various types of company meetings SO3.5 Understanding about LLP and its nature SO3.6 Understanding about partners and their relations in LLP and extent and limitation of liability in LLP		Unit-3.0: The Companies Act, 2013 [20 Hours] 3.1 Meaning of Companies 3.2 Types of companies 3.3 Incorporation of Companies 3.4 Memorandum of Association 3.5 Clauses of memorandum of association 3.6 Alteration of clauses of memorandum of association 3.7 Articles of Association and its components 3.8 Difference between Memorandum and Articles of Association 3.9 Objectives of Articles of Association 3.10 Prospectus 3.11 Issue of shares and bonus shares 3.12 Right issue, Sweat Equity 3.13 Sweat Equity 3.14 Role of directors 3.15 Share Qualification 3.16 Company Meetings 3.17 Meaning and nature of LLP 3.18 Formation of LLP 3.19 Partners and their relations in LLP 3.20 Extent and Limitation of liability in LLP	1. Understand the meaning and types of companies 2. Understanding about various preliminary documents

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Write an essay upon company and its various types. LLP and procedure of formation of LLP.
- b. **Mini Project:** Prepare a report upon procedure of formation of companies.
- c. **Other Activities (Specify):** Group discussion upon various types of shares issued by a company.



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01MT501.4: Students will remember the Consumer Protection Act and various rights of consumers under the Act.

Approximate Hours

Item	AppX Hrs
CI	8
LI	0
SW	2
SL	1
Total	11

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Understanding various definitions under Consumer Protection Act SO4.2 Remember rights of consumers SO4.3 Awareness about objectives of consumers SO4.4 Understanding of machinery for consumer protection SO4.5 Understanding of defects and deficiency removal under consumer protection Act		Unit-4.0: Consumer Protection Act, 1986 [8 Hours] 4.1 Definition of Consumer Protection Act 4.2 Definition of Appropriate laboratory and Complainant 4.3 Definition of consumer and deficiency 4.4 Rights of consumers 4.5 Objectives of consumer protection act 4.6 Machinery for consumer protection 4.7 Defects removal under consumer protection act 4.8 Deficiency removal under consumer protection act	1. Learn various definitions under Consumer Protection Act. 2. Objectives of Consumer Protection Act

SW-4 Suggested Sessional Work (SW):

a. Assignments:

- Discuss the meaning and definition under Consumer Protection Act, 1986.
- Discuss various rights of consumers under consumer protection act, 1986.

b. Mini Project: Prepare a case study upon procedure to file a case under Consumer Protection.

c. Other Activities (Specify): Presentation on Machinery for Consumer Protection.



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01MT501.5: Students will be able to apply and examine RTI Act, 2005.

Approximate Hours

Item	AppX Hrs
CI	9
LI	0
SW	2
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Understand concept and features of RTI SO5.2 Remember various definitions under RTI Act SO5.3 Understand coverage of RTI Act SO5.4 Understand the obligations of Public authorities under RTI SO5.5 Remember functions of PIO		Unit-5.0: The Right to Information Act, 2005 [9 Hours] 5.1 Definition of RTI Act 5.2 Features of RTI Act 5.3 Coverage of RTI Act 5.4 Definition of Information 5.5 Definition of Public Authority 5.6 Definition of record and right 5.7 Obligation of Public Authorities under RTI 5.8 Definition of requesting information under RTI Act 5.9 Functions of PIO	1. Definition and features of RTI Act, 2005 2. Functions of PIO

SW-5 Suggested Sessional Work (SW):

a. Assignments:

- Concept of RTI and its features.
- Various definitions under RTI Act.

b. Mini Project: Case study of getting information under RTI.

c. Other Activities (Specify): Group discussion over various functions of PIO.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
01MT501.1: Students will recall various definitions and would be able to evaluate the provisions of Indian Contract Act, 1872	32	2	1	35
01MT501.2: Students would be able to understand various provisions of Sale of Goods Act, 1930	21	2	1	24
01MT501.3: Students will be familiar with Companies Act, 2013 and its various provisions and various documents which are required to be prepared under Companies Act	20	2	1	23
01MT501.4: Students will remember the Consumer Protection Act and various rights of consumers under the Act	8	2	1	11
01MT501.5: Students will be able to apply and examine RTI Act, 2005	9	2	1	12
Total Hours	90	10	5	105

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
01MT501.1	The Indian Contract Act, 1872				
01MT501.2	Sale of Goods Act, 1930				
01MT501.3	The Companies Act, 2013				
01MT501.4	Consumer Protection Act, 1986				
01MT501.5	The Right to Information Act, 2005				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Legal Aspects of Business will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Legal Aspects of Business	Kumar Ravinder	Cengage (2022)	6 th Edition
2	Legal Aspects of Business	Pathak Akhileshwar	Mc Graw Hills (2023)	8 th Edition
3	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

1. Dr. Kausik Mukherjee, Associate Dean & Head, FMS, AKS University, Satna.
2. Dr. Pradeep Chaurasia, Associate Professor, FMS, AKS University, Satna.
3. Dr. Chandan Singh, Assistant Professor, FMS, AKS University, Satna.
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8. Mr. Krishna Kumar Mishra, Assistant Professor, FMS, AKS University, Satna.
9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 01MT501

Course Title: Legal Aspects of Business

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
01MT501.1: Students will recall various definitions and would be able to evaluate the provisions of Indian Contract Act, 1872	3	2	3	3	2	3	3	2
01MT501.2: Students would be able to understand various provisions of Sale of Goods Act, 1930	3	2	3	2	1	3	3	1
01MT501.3: Students will be familiar with Companies Act, 2013 and its various provisions and various documents which are required to be prepared under Companies Act	3	3	3	2	2	2	2	1
01MT501.4: Students will remember the Consumer Protection Act and various rights of consumers under the Act	3	3	3	2	1	2	2	1
01MT501.5: Students will be able to apply and examine RTI Act, 2005	3	2	2	3	1	1	1	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	01MT501.1: Students will recall various definitions and would be able to evaluate the provisions of Indian Contract Act, 1872	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5 SO1.6 SO1.7		Unit-1.0: The Indian Contract Act,1872 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19, 1.20, 1.21, 1.22, 1.23, 1.24, 1.25, 1.26, 1.27, 1.28, 1.29, 1.30, 1.31, 1.32	
POs 1,2,3,4,5,6 PSOs 1,2	01MT501.2: Students would be able to understand various provisions of Sale of Goods Act, 1930	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Sale of Goods Act,1930 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20, 2.21	
POs 1,2,3,4,5,6 PSOs 1,2	01MT501.3: Students will be familiar with Companies Act, 2013 and its various provisions and various documents which are required to be prepared under Companies Act	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5 SO3.6		Unit-3.0: The Companies Act, 2013 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16, 3.17, 3.18, 3.19, 3.20	
POs 1,2,3,4,5,6 PSOs 1,2	01MT501.4: Students will remember the Consumer Protection Act and various rights of consumers under the Act	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Consumer Protection Act, 1986 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8	
POs 1,2,3,4,5,6 PSOs 1,2	01MT501.5: Students will be able to apply and examine RTI Act, 2005	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: The Right to Information Act, 2005 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9	



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Semester-V

Course Code:	02MT503
Course Title :	Digital Marketing
Pre-requisite:	Student will be able to learn and Understands the Key concept of Digital Marketing Techniques and its Applications
Rationale:	The student will study and learn about a strong foundation of digital Marketing as well as it helps to prepare them for leadership roles in a dynamic and competitive industry, which help them to understand the application, tools and techniques of digital marketing and it makes the managers or students more realistic, justifiable and reasonable and focused towards target audience. They will learn logical thinking and decisional steps required to do the Marketing through the understanding of Digital Platform with its tool

Course Outcomes:

02MT503.1: Define Digital Marketing along with Its Functions, types and approaches.

02MT503.2: Explain about different Marketing automation tools like CRM, Sales force etc.

02MT503.3: To Illustrate and Understand digital marketing mix and types in detail.

02MT503.4: Analyze the importance of E-Mail marketing and Mobile marketing.

02MT503.5: Understand and Analyze Blog and its importance in digital marketing.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	02MT503	Digital Marketing	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	02MT503	Digital Marketing	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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02MT503.1: Define Digital Marketing along with Its Functions, types and approaches.

Approximate Hours

Item	AppX Hrs
CI	11
LI	0
SW	1
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Student will Learn and Explain about Digital Marketing SO1.2 Student will be able to describe the types and functions of Digital Marketing SO1.3 To Understand the history and approaches of Digital Marketing SO1.4 To understand the examples of good practices in Digital Marketing SO1.5 To Analyze the Difference between internet marketing and Digital marketing		Unit-1.0: Introduction of Digital Marketing [11 Hours] 1.1 Concept of Digital Marketing. 1.2 Significance of Digital Marketing. 1.3 Need of Digital marketing. 1.4 Scope of Digital marketing. 1.5 History of Digital marketing. 1.6 Types of Digital marketing. 1.7 Approaches of Digital marketing. 1.8 Good practices of Digital Marketing. 1.9 Concept of Internet Marketing. 1.10 Concept of E-Marketing. 1.11 Difference between Internet Marketing and Digital Marketing	1. Digital Marketing and its practices in real ground

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Define Digital marketing and its type.
- b. **Mini Project:** Explain about Internet Marketing with real Examples.
- c. **Other Activities (Specify):** Case study, Presentation.



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02MT503.2: Explain about different Marketing automation tools like CRM, Sales force etc.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Explain about the concept of Marketing automation SO2.2 Understand the Advantages and disadvantages of Marketing Automation SO2.3 Create Understanding about Automation Software like CRM and Others SO2.4 To creates awareness about different Automation Tools SO2.5 To understand the practical use of Automation tools and Software		Unit-2.0: Marketing Automation [10 Hours] 2.1 Meaning and definition of Marketing Automation. 2.2 Scope of Marketing Automation. 2.3 Need of Marketing Automation 2.4 Importance of Marketing Automation 2.5 Advantages of Marketing Automation 2.6 Disadvantages of Marketing Automation 2.7 Marketing Automation software. 2.8 Customer relationship management software. 2.9 Customer Experience. 2.10 Practical use of Digital Marketing Automation Tools	1. Learn to use Digital Marketing Automation Tools

SW-2 Suggested Sessional Work (SW):

- a. Assignments:** Explain the concept of Marketing Automation Tool with its Advantage and Disadvantage.
- b. Mini Project:** Explain CRM software along with its practical use.
- c. Other Activities (Specify):** Case study, Presentation.



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02MT503.3: To Illustrate and Understand digital marketing mix and types in detail.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Student will Understand about Digital Marketing Mix SO3.2 Student will create the Understanding about Online Advertising and Lead Generation SO3.3 Student will Understand social media Marketing SO3.4 Student will learn about Influencer Marketing SO3.5 Student will be able to differentiate between Influencer Marketing and celebrity endorsement		Unit-3.0: Digital Marketing Mix [13 Hours] 3.1 Concept of Digital Marketing Mix. 3.2 Need and importance of Digital Marketing Mix. 3.3 Concept of Online Advertising. 3.4 Concept of Lead Generation. 3.5 Concept of Social media marketing. 3.6 Need and importance of Social media marketing. 3.7 Concept of Content and Copywriting. 3.8 Importance of Content and Copywriting. 3.9 Concept of Influencer Marketing. 3.10 Importance of Influencer Marketing. 3.11 Concept of Celebrity Endorsement. 3.12 Importance of Celebrity Endorsement. 3.13 Difference between Influencer Marketing and Celebrity Endorsement	1. Practical use of Social Media Marketing

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Explain about Digital Marketing Mix in detail
- b. **Mini Project:** Practical use of Social Media Marketing with Special reference to AKS University.
- c. **Other Activities (Specify):** Case study, Presentation.



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02MT503.4: Analyze the importance of E-Mail marketing and Mobile marketing.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	1
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Student will be able to understand the concept of Email Marketing SO4.2 Student will be able to Analyze different options in Email advertising SO4.3 Student will be able to understand the use and importance of Mobile Marketing SO4.4 Understand about the concept of B2B and B2C Mobile Marketing SO4.5 Student will learn the features of Mail Chimp		Unit-4.0: E-mail Marketing [12 Hours] 4.1 Concept of Email Marketing. 4.2 Need of Email Marketing. 4.3 Importance of Email Marketing. 4.4 Types of Emails. 4.5 Options in Email Advertising. 4.6 Features of Mail Chimp 4.7 Concept of Mobile Marketing. 4.8 Need and Importance of Mobile Marketing. 4.9 Concept of B2B Mobile Marketing. 4.10 Concept of B2C Mobile Marketing 4.11 Need and Importance of B2B and B2C Mobile Marketing. 4.12 Difference between B2B and B2C Mobile Marketing	1. Understand and Learn the practical use of Email and Mobile Marketing

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Define Email Marketing. Explain its type in detail.
- b. **Mini Project:** Differentiate between B2B and B2C Marketing Strategy of a FMCG company.
- c. **Other Activities (Specify):** Case study, Presentation.



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02MT503.5: Understand and Analyze Blog and its importance in digital marketing.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Student will be able to explain the Significance of Investment SO5.2 Student will be able to Understand the Motive of Investment SO5.3 Student will describe the different reason of diversification SO5.4 Student will analyze the element of Portfolio Management SO5.5 Identify various stages in Portfolio investment Process		Unit-5.0: Concept of Blog [14 Hours] 5.1 Definition of Blog 5.2 Scope and Importance of Blog. 5.3 Types of Blog 5.4 Personal Blogs 5.5 Scope and importance of Personal Blogs 5.6 Corporate Blogs. 5.7 Need and importance of Corporate Blogs. 5.8 Necessary Element of Corporate Blogs 5.9 Popular Blog Platform 5.10 Concept and importance of Tags. 5.11 Concept and importance of widgets. 5.12 Importance of Blog Optimization. 5.13 Blog Stats 5.14 Need and Importance of Blog Stats	1. Elements of diversification

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Explain about Blog and its type in detail.
- b. Mini Project:** Importance of Blogs in the success of a business (Take real Example).
- c. Other Activities (Specify):** Case study, Presentation.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
02MT503.1: Define Digital Marketing along with Its Functions, types and approaches	11	1	1	13
02MT503.2: Explain about different Marketing automation tools like CRM, Sales force etc	10	1	1	12
02MT503.3: To Illustrate and Understand digital marketing mix and types in detail	13	1	1	15
02MT503.4: Analyze the importance of E-Mail marketing and Mobile marketing	12	1	1	14
02MT503.5: Understand and Analyze Blog and its importance in digital marketing	14	1	1	16
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
02MT503.1	Introduction of Digital Marketing				
02MT503.2	Marketing Automation				
02MT503.3	Digital Marketing Mix				
02MT503.4	E-mail Marketing				
02MT503.5	Concept of Blog				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Investment Banking and Financial Services will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Digital Marketing	Dave Chaffey & Fiona Ellis-Chadwick	Vibrant Publication	7 th Edition 2019
2	Digital Marketing Analytics	Kevin Hartman	Ostmen Bennettsbridge	2 nd Edition
3	Digital Branding	Daniel Rowles	Kogan Page	2 nd Edition 2017
4	Digital Marketing	Seema Gupta	McGraw Hill Publication	3 rd Edition 2022
5	Fundamentals of Digital Marketing	Puneet Singh Bhatia	Pearson Education	2 nd Edition 2019
6	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 02MT503

Course Title: Digital Marketing

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
02MT503.1: Define Digital Marketing along with Its Functions, types and approaches	3	2	3	2	2	3	3	2
02MT503.2: Explain about different Marketing automation tools like CRM, Sales force etc	3	2	3	2	2	2	2	2
02MT503.3: To Illustrate and Understand digital marketing mix and types in detail	3	3	3	2	1	1	2	2
02MT503.4: Analyze the importance of E-Mail marketing and Mobile marketing	3	3	3	3	1	1	2	1
02MT503.5: Understand and Analyze Blog and its importance in digital marketing	3	2	2	1	2	2	3	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	02MT503.1: Define Digital Marketing along with Its Functions, types and approaches	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Introduction of Digital Marketing 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11	
POs 1,2,3,4,5,6 PSOs 1,2	02MT503.2: Explain about different Marketing automation tools like CRM, Sales force etc	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Marketing Automation 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10	
POs 1,2,3,4,5,6 PSOs 1,2	02MT503.3: To Illustrate and Understand digital marketing mix and types in detail	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Digital Marketing Mix 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13	
POs 1,2,3,4,5,6 PSOs 1,2	02MT503.4: Analyze the importance of E-Mail marketing and Mobile marketing	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: E-mail Marketing 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12	
POs 1,2,3,4,5,6 PSOs 1,2	02MT503.5: Understand and Analyze Blog and its importance in digital marketing	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Concept of Blog 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14	



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Semester-V

Course Code:	04FM511
Course Title :	Investment Banking and Financial Services
Pre-requisite:	Students Entering the field of investment banking and financial services typically requires a combination of education, skills, and relevant experience
Rationale:	The rationale behind investment banking and financial services lies in their crucial role in the functioning of financial markets and the broader economy. Investment banking and financial services are critical to the proper functioning of modern economies. They provide the necessary financial infrastructure, expertise, and services that enable businesses to grow, investors to allocate capital, and markets to operate efficiently.

Course Outcomes:

04FM511.1: Define key terms related to the Indian Financial System.

04FM511.2: Describe the role of various financial instruments, such as stocks, bonds, and derivatives.

04FM511.3: Apply knowledge of financial markets to analyze investment opportunities.

04FM511.4: Assess the impact of global economic trends on the Indian Financial System.

04FM511.5: Evaluate the role of financial innovation in shaping the Indian Financial System.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04FM511	Investment Banking and Financial Services	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04FM511	Investment Banking and Financial Services	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04FM511.1: Define key terms related to the Indian Financial System.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Define key terms related to the Indian financial system, such as GDP, inflation, monetary policy, fiscal policy, etc SO1.2 Summarize the impact of economic indicators on the financial system, e.g., how inflation rates affect interest rates SO1.3 Analyze the role of financial institutions in promoting economic growth in India SO1.4 Evaluate the strengths and weaknesses of the Indian financial system SO1.5 Propose policy recommendations to enhance the stability and efficiency of the Indian financial system		Unit-1.0: Indian Financial System [10 Hours] 1.1 An Overview of Indian Financial System, Investment Banking in India 1.2 History of Banking in India 1.3 Recent Developments and Challenges ahead 1.4 Institutional structure, Functions of Investment Banking 1.5 Introduction Merchant Banking, Features of Merchant Banking 1.6 Registration of Merchant Bankers 1.7 Obligations and responsibilities of Lead Managers 1.8 Regulations regarding Continuance of association of lead manager with an issue 1.9 SEBI guidelines for Merchant Bankers 1.10 SEBI Guidelines for Investment Banking	1. Overview of Indian Financial System

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Indian Financial System is divided into how many categories? Explain.
- b. **Mini Project:** Prepare SEBI Guidelines for merchant bankers.
- c. **Other Activities (Specify):** PPT Presentation.



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04FM511.2: Describe the role of various financial instruments, such as stocks, bonds, and derivatives.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Define key terms related to issue management in the stock market, such as IPO, secondary offering, buyback, etc SO2.2 Summarize the steps involved in the issue management process, including due diligence, regulatory compliance, and underwriting SO2.3 Apply regulatory guidelines to ensure compliance during the issue management process SO2.4 Analyze case studies of successful and unsuccessful issue management in the stock market, identifying key factors that contributed to the outcomes SO2.5 Assess the ethical considerations and responsibilities of financial institutions involved in issue management		Unit-2.0: Sale of Goods Act, 1930 [14 Hours] 2.1 Introduction of Public Issue, Classification of companies 2.2 Eligibility for issue, Issue pricing 2.3 Promoter's contribution 2.4 Minimum Public Offer, Prospectus 2.5 Allotment, Preferential allotment 2.6 Private Placement, Book Building process 2.7 Designing and Pricing, Green Shoe Option 2.8 Right Issue, Advertisements 2.9 Contents of offer document 2.10 Bought out Deals 2.11 Post issue work & obligations 2.12 Investor protection 2.13 Broker, sub broker and underwriters 2.14 Promoter's Contribution and Minimum subscription	1. Contents of offer document 2. Promoter's Contribution and Minimum subscription

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** What is IPO? Explain the procedure of IPO.
- b. **Mini Project:** Prepare the chart of types of prospectus.
- c. **Other Activities (Specify):** Class Test-1



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04FM511.3: Apply knowledge of financial markets to analyze investment opportunities.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Recall key terms associated with leasing and hire purchase agreements SO3.2 Describe the differences between leasing and hire purchase SO3.3 Analyze a scenario and determine whether leasing or hire purchase is more appropriate SO3.4 Analyze case studies involving complex leasing and hire purchase structures SO3.5 Evaluate the long-term strategic implications of choosing leasing or hire purchase for asset acquisition		Unit-3.0: Leasing and Hire Purchase [14 Hours] 3.1 Concepts of leasing, Financial lease 3.2 Operating lease, Direct lease 3.3 Sales & lease back, Advantages of leasing 3.4 Limitation of Leasing, Lease rental determination 3.5 Hire Purchase interest, Hire Purchase Installment 3.6 Numericals of Hire Purchase 3.7 Types of leasing, Finance lease evaluation problems (only Lessee's angle) 3.8 Difference between Hire Purchase & Leasing 3.9 Introduction of Factoring, Forfaiting and its arrangement 3.10 Housing Finance Meaning, Rise of housing finance in India 3.11 Fixing the amount of loan, Reprising of a loan 3.12 Choice criteria between Leasing and Hire Purchase 3.13 Mathematics of HP, Floating vs. fixed rate 3.14 Practical problems on housing finance	1. Practice of Hire purchase numerical 2. Practice of Housing Finance numerical

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** What do you mean by Hire Purchase System? How selecting between Leasing and Hire Purchase?
- b. **Mini Project:** Prepare the flow chart of various types of lease.
- c. **Other Activities (Specify):** PPT presentation.



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04FM511.4: Assess the impact of global economic trends on the Indian Financial System.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Define key terms related to venture capital, such as "venture capitalist," "startup," and "exit strategy" SO4.2 Analyze a hypothetical startup and determine whether it is a suitable candidate for venture capital funding SO4.3 Evaluate the success or failure of a venture capital-backed company, considering financial and strategic outcomes SO4.4 Define essential insurance terms such as "premium," "policyholder," and "underwriting" SO4.5 Describe the different types of insurance coverage (e.g., life insurance, property insurance, health insurance) SO4.6 Evaluate the effectiveness of an insurance policy in providing financial protection in a real-world scenario		Unit-4.0: Venture Capital and Insurance [14 Hours] 4.1 Venture Capital Concept, History and evolution of VC 4.2 The venture investment process, Various steps in venture financing 4.3 Incubation financing 4.4 Insurance Concept, Documentation for insurance 4.5 Principles of insurance, Operation of General Insurance 4.6 Health Insurance, Life Insurance 4.7 Introduction of Credit Ratings, Advantages of credit ratings 4.8 Disadvantages of credit ratings 4.9 Introduction of credit rating agencies 4.10 Credit rating agencies, International credit rating practices 4.11 Methodology of Credit Rating Agencies, Types of credit rating 4.12 IRDA rules and regulations for Insurance companies 4.13 IRDA and different regulatory norms 4.14 Classification of Insurance	1. History of venture capital 2. IRDA rules and regulations for Insurance companies

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** What are the common factors that are taken into account while awarding the credit rating? Explain the advantages and disadvantages of credit rating. How Can An Investor Know If A Credit Rating Agency Has Changed Its Rating?
- b. **Mini Project:** Prepare a chart of IRDA Rules and Regulations for Insurance Companies.
- c. **Other Activities (Specify):** Class Test-2.



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04FM511.5: Evaluate the role of financial innovation in shaping the Indian Financial System.

Approximate Hours

Item	AppX Hrs
CI	8
LI	0
SW	1
SL	1
Total	10

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Define securitization and its key components SO5.2 Describe how securitization contributes to liquidity in financial markets SO5.3 Apply securitization principles to a given financial scenario SO5.4 Assess the impact of securitization on financial markets SO5.5 Assess the long-term effects of securitization on the stability of financial markets		Unit-5.0: Securitization [8 Hours] 5.1 Securitization Concept 5.2 Merit and demerit of Securitization 5.3 Traditional mortgages, Non-traditional mortgages 5.4 Graduated-payment mortgages (GPMs) 5.5 Pledged-Account Mortgages (PAMs) 5.6 Centralized Mortgage obligations (CMOs) 5.7 Securitization in India, Securitization as a funding mechanism 5.8 Securitization of non-mortgage assets	1. History of Securitization in India 2. Mortgage system in India

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** What do you understand by Securitization? Explain the Funding Mechanism of Securitization.
- b. Mini Project:** Prepare structure of traditional and non-traditional mortgages payment system.
- c. Other Activities (Specify):** Class Presentation.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
04FM511.1: Define key terms related to the Indian Financial System	10	1	1	12
04FM511.2: Describe the role of various financial instruments, such as stocks, bonds, and derivatives	14	1	1	16
04FM511.3: Apply knowledge of financial markets to analyze investment opportunities	14	1	1	16
04FM511.4: Assess the impact of global economic trends on the Indian Financial System	14	1	1	16
04FM511.5: Evaluate the role of financial innovation in shaping the Indian Financial System	8	1	1	10
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04FM511.1	Indian Financial System				
04FM511.2	Issue Management				
04FM511.3	Leasing and Hire Purchase				
04FM511.4	Venture Capital and Insurance				
04FM511.5	Securitization				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Investment Banking and Financial Services will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Financial Services	M.Y. Khan	Tata McGraw –Hill	-
2	Indian Financial System	Machiraju	Vikas Publishing House	-
3	A Manual of Merchant Banking	J.C.Verma	Bharath Publishing House	-
4	Hand Book of Leasing, Hire Purchase & Factoring	K. Sriram	ICFAI, Hyderabad	-
5	Investment Banking and Financial Services	Anurag Singh Parihar, Shubhi Khare, Dr. Shweta Singh	Notion Press	1 st Edition 2022
6	Lecture notes provided by Dept. of Management, AKS University, Satna			

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04FM511

Course Title: Investment Banking and Financial Services

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04FM511.1: Students will recall various definitions and would be able to evaluate the provisions of Indian Contract Act, 1872	3	2	3	3	2	3	3	2
04FM511.2: Students would be able to understand various provisions of Sale of Goods Act, 1930	3	2	3	2	1	3	3	1
04FM511.3: Students will be familiar with Companies Act, 2013 and its various provisions and various documents which are required to be prepared under Companies Act	3	3	3	2	2	2	2	1
04FM511.4: Students will remember the Consumer Protection Act and various rights of consumers under the Act	3	3	3	2	1	2	2	1
04FM511.5: Students will be able to apply and examine RTI Act, 2005	3	2	2	3	1	1	1	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04FM511.1: Students will recall various definitions and would be able to evaluate the provisions of Indian Contract Act, 1872	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Indian Financial System 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15	
POs 1,2,3,4,5,6 PSOs 1,2	04FM511.2: Students would be able to understand various provisions of Sale of Goods Act, 1930	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Issue Management 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20, 2.21	
POs 1,2,3,4,5,6 PSOs 1,2	04FM511.3: Students will be familiar with Companies Act, 2013 and its various provisions and various documents which are required to be prepared under Companies Act	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Leasing and Hire Purchase 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16, 3.17, 3.18, 3.19, 3.20, 3.21, 3.22, 3.23, 3.24	
POs 1,2,3,4,5,6 PSOs 1,2	04FM511.4: Students will remember the Consumer Protection Act and various rights of consumers under the Act	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5 SO4.6		Unit-4.0: Venture Capital 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14, 4.15, 4.16, 4.17, 4.18, 4.19, 4.20, 4.21, 4.22	
POs 1,2,3,4,5,6 PSOs 1,2	04FM511.5: Students will be able to apply and examine RTI Act, 2005	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Securitization 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10	



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Semester-V

Course Code:	04MM511
Course Title :	Consumer Behavior
Pre-requisite:	Students with a diverse range of backgrounds, including business, psychology, sociology, and economics, can benefit and contribute to the multidisciplinary nature of consumer behavior studies
Rationale:	The rationale for studying consumer behavior lies in its significance for strategic decision-making. It empowers businesses to adapt to the dynamic nature of markets, tailor their approaches to diverse consumer segments, and build long-term relationships with satisfied and loyal customers

Course Outcomes:

04MM511.1: Define fundamental terms related to consumer behaviour, such as perception, motivation, and attitude.

04MM511.2: Understand and interpret the findings of consumer research studies, recognizing different methodologies and their implications.

04MM511.3: Apply knowledge of consumer behaviour to segment and analyze target markets based on demographics, psychographics, and behaviour.

04MM511.4: Analyze the impact of advertisements on consumer behaviour, considering cognitive, affective, and behavioural responses.

04MM511.5: Assess ethical issues related to consumer behaviour and marketing practices, exploring the impact on consumer trust and brand image.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04MM511	Consumer Behavior	4	0	2	1	7	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),



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SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Faculty:										
Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04MM511	Consumer Behavior	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04MM511.1: Define fundamental terms related to consumer behaviour, such as perception, motivation, and attitude.

Approximate Hours

Item	AppX Hrs
CI	5
LI	0
SW	1
SL	1
Total	7

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Define basic terms related to consumer behaviour, such as perception, motivation, and attitude SO1.2 Explain the stages of the consumer decision-making process, demonstrating an understanding of information search, evaluation of alternatives, and post-purchase behavior SO1.3. Apply knowledge of consumer behaviour to analyze and identify target markets based on demographics, psychographics, and behavior SO1.4 Apply knowledge of consumer behavior to analyze and identify target markets based on demographics, psychographics, and behavior SO1.5 Analyze the impact of advertisements on consumer behavior, considering cognitive, affective, and behavioral responses		Unit-1.0: Consumer Behaviour [5 Hours] 1.1 Nature of consumer behavior 1.2 Scope of consumer behavior 1.3 Application of consumer behavior 1.4 Importance of consumer behavior 1.5 characteristics of consumer behavior	1. Application of consumer behavior 2. Consumer behaviour-interdisciplinary approach 3. Industrial buying

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Levels of marketing decisions.
- b. **Mini Project:** VALS-2 segmentation profile.
- c. **Other Activities (Specify):** PPT Presentation.



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04MM511.2: Understand and interpret the findings of consumer research studies, recognizing different methodologies and their implications.

Approximate Hours

Item	AppX Hrs
CI	38
LI	0
SW	1
SL	1
Total	40

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Recognize and remember basic human needs as outlined in various psychological theories SO2.2 Describe how consumer needs and motivations influence the decision-making process, from problem recognition to post-purchase behavior SO2.3 Analyze and evaluate advertising campaigns, assessing how well they tap into and address consumer needs and motivations SO2.4 Evaluate marketing practices from an ethical standpoint, considering how they align with or manipulate consumer needs and motivations SO2.5 Critically assess and analyze consumer behavior in the context of various motivational theories, identifying patterns and trends		Unit-2.0: Consumer Needs & Motivation [38 Hours] 2.1 Characteristics of motivation 2.2 Arousal of motives 2.3 Theories of needs & motivation 2.4 Maslow's hierarchy of needs 2.5 McLelland's APA theory 2.6 Murray's list of psychogenic needs 2.7 Bayton's classification of motives 2.8 Self-concept & its importance 2.9 Types of involvement 2.10 Personality & Consumer Behaviour 2.11 Importance of personality 2.12 Theories of personality- Freudian theory 2.13 Jungian theory 2.14 Neo-Freudian theory 2.15 Trait theory 2.16 Theory of self-images 2.17 Role of self-consciousness 2.18 Consumer Perception 2.19 Concept of absolute threshold limit 2.20 Differential threshold limit 2.21 Subliminal perception 2.22 Perceptual Process 2.23 Selection, organization & interpretation 2.24 Learning & Consumer	1. Maslow's hierarchy of needs 2. Neo-Freudian theory 3. Trait theory 4. Role of self-consciousness 5. Theory of self-images 6. learning theories 7. classical conditioning 8. Consumer Attitudes 9. Consumer Perception 10. Instrumental conditioning



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		Involvement 2.25 Importance of learning on consumer behavior 2.26 Learning theories 2.27 Classical conditioning 2.28 Instrumental conditioning 2.29 Cognitive learning 2.30 Involvement theory. 2.31 Consumer Attitudes 2.32 Formation of attitudes 2.33 Functions performed by attitudes 2.34 Models of attitudes 2.35 Tri-component model 2.36 Multi-attribute model 2.37 Attitude towards advertisement model 2.38 Attribution theory	

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Tri-component model of Attitude.
- b. **Mini Project:** Learning theories classical conditioning.
- c. **Other Activities (Specify):** Class Presentation



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04MM511.3: Apply knowledge of consumer behaviour to segment and analyze target markets based on demographics, psychographics, and behaviour.

Approximate Hours

Item	AppX Hrs
CI	8
LI	0
SW	1
SL	1
Total	10

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Recognize and remember various types of consumer reference groups, such as aspirational, dissociative, and formal groups SO3.2 Apply the understanding of consumer reference groups to identify and analyze their role in marketing campaigns and strategies SO3.3 Analyze how different types of consumer reference groups influence brand choices and purchasing decisions SO3.4 Evaluate the effectiveness of marketing strategies that leverage consumer reference groups, considering cultural and demographic factors SO3.5 Synthesize knowledge of group dynamics and consumer reference groups to understand the broader implications on consumer behavior and marketing strategies		Unit-3.0: Group Dynamics & consumer reference groups [8 Hours] 3.1 Different types of reference groups 3.2 Factors affecting reference group influence 3.3 Reference group influence on products & brands 3.4 Application of reference groups 3.5 Family & Consumer Behaviour: Consumer socialisation process 3.6 Consumer roles within a family 3.7 Purchase influences and role played by children 3.8 Family life cycle	

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Opinion Leadership Process.
- b. **Mini Project:** Purchase influences and role played by children.
- c. **Other Activities (Specify):** Class presentation.



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04MM511.4. Analyze the impact of advertisements on consumer behaviour, considering cognitive, affective, and behavioural responses.

Approximate Hours

Item	AppX Hrs
CI	5
LI	0
SW	1
SL	1
Total	7

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1. Define the basic concepts and principles of the Diffusion of Innovation theory SO4.2 Describe the characteristics and behaviors of different adopter categories, understanding their roles in the diffusion process SO4.3 Apply knowledge to analyze the characteristics of innovations, such as relative advantage, compatibility, complexity, trial ability, and observability SO4.4 Evaluate case studies illustrating successful and unsuccessful applications of the Diffusion of Innovation theory in real-world situations SO4.5 Design adoption strategies for introducing innovations in specific contexts, considering the characteristics of the target audience and the innovation itself		Unit-4.0: Diffusion of Innovation [5 Hours] 4.1 Definition of innovation 4.2 product characteristics influencing diffusion 4.3 , resistance to innovation 4.4 adoption process 4.5 Consumer Decision making process	1. Consumer Decision making process 2. Adoption process 3. Situational Influences

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Consumer Decision making process.
- b. **Mini Project:** Product characteristics influencing diffusion.
- c. **Other Activities (Specify):** Class presentation.



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04MM511.5: Assess ethical issues related to consumer behaviour and marketing practices, exploring the impact on consumer trust and brand image.

Approximate Hours

Item	AppX Hrs
CI	4
LI	0
SW	1
SL	1
Total	6

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Identify different types of consumer decision-making models, such as complex decision-making, routine decision-making, and limited decision-making SO5.2 Explain the frameworks of various consumer decision-making models, such as the Engel-Kollat-Blackwell model, Howard-Sheth model, or the Consumer Decision Journey SO5.3 Apply consumer decision-making models to real-world scenarios, demonstrating how these models can be used to understand and analyze consumer behavior SO5.4 Analyze the factors influencing consumer decision making in specific contexts, applying the concepts from relevant decision-making models SO5.5 Assess the decision-making processes in various consumer contexts, identifying critical factors that contribute to the decision-making outcomes		Unit-5.0: Models of Consumer Decision making [4 Hours] 5.1 Nicosia Model, Howard-Sheth Model 5.2 Howard-Sheth Family Decision Making Model 5.3 Engel, Kollat & Blackwell Model 5.4 Sheth Newman Gross Model of Consumer Values	1. Sheth Newman Gross Model of Consumer Values. 2. Howard-Sheth Family Decision Making Model 3. Engel, Kollat & Blackwell Model

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Nicosia Model, Howard-Sheth Model.
- b. Mini Project:** Sheth Newman Gross Model of Consumer Values.
- c. Other Activities (Specify):** PPT Presentation.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
04MM511.1: Define fundamental terms related to consumer behaviour, such as perception, motivation, and attitude	5	1	1	7
04MM511.2: Understand and interpret the findings of consumer research studies, recognizing different methodologies and their implications	38	1	1	40
04MM511.3: Apply knowledge of consumer behaviour to segment and analyze target markets based on demographics, psychographics, and behaviour	8	1	1	10
04MM511.4: Analyze the impact of advertisements on consumer behaviour, considering cognitive, affective, and behavioural responses	5	1	1	7
04MM511.5: Assess ethical issues related to consumer behaviour and marketing practices, exploring the impact on consumer trust and brand image	4	1	1	6
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04MM511.1	Consumer Behaviour				
04MM511.2	Consumer Needs & Motivation				
04MM511.3	Group Dynamics & consumer reference groups				
04MM511.4	Diffusion of Innovation				
04MM511.5	Models of Consumer Decision making				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Consumer Behaviour will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Consumer Behaviour	Leon G.Schiffman & Leslie L.Kanuk	Prentice Hall Publication	Latest Edition
2	Consumer Behaviour – Building Marketing Strategy	Hawkins, D.I., Best, R. J., Coney, K.A., & Mookerjee, A	Tata McGraw Hill.	-
3	Lecture notes provided by Dept. of Management, AKS University, Satna			

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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04MM511

Course Title: Consumer Behaviour

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04MM511.1: Define fundamental terms related to consumer behaviour, such as perception, motivation, and attitude	3	3	2	2	1	2	2	3
04MM511.2: Understand and interpret the findings of consumer research studies, recognizing different methodologies and their implications	3	2	2	2	1	2	2	3
04MM511.3: Apply knowledge of consumer behaviour to segment and analyze target markets based on demographics, psychographics, and behaviour	2	3	3	2	1	2	2	3
04MM511.4: Analyze the impact of advertisements on consumer behaviour, considering cognitive,	3	3	2	2	1	2	2	3



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affective, and behavioural responses								
04MM511.5: Assess ethical issues related to consumer behaviour and marketing practices, exploring the impact on consumer trust and brand image	3	3	2	2	1	2	2	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04MM511.1: Define fundamental terms related to consumer behaviour, such as perception, motivation, and attitude	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Consumer Behaviour 1.1, 1.2, 1.3, 1.4, 1.5	
POs 1,2,3,4,5,6 PSOs 1,2	04MM511.2: Understand and interpret the findings of consumer research studies, recognizing different methodologies and their implications	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Consumer Needs & Motivation 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20, 2.21, 2.22, 2.23, 2.24, 2.25, 2.26, 2.27, 2.28, 2.29, 2.30, 2.31, 2.32, 2.33, 2.34, 2.35, 2.36, 2.37, 2.38	
POs 1,2,3,4,5,6 PSOs 1,2	04MM511.3: Apply knowledge of consumer behaviour to segment and analyze target markets based on demographics, psychographics, and behaviour	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Group Dynamics & consumer reference groups 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8	
POs 1,2,3,4,5,6 PSOs 1,2	04MM511.4: Analyze the impact of advertisements on consumer behaviour, considering cognitive, affective, and behavioural responses	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Diffusion of Innovation 4.1, 4.2, 4.3, 4.4, 4.5	
POs 1,2,3,4,5,6 PSOs 1,2	04MM511.5: Assess ethical issues related to consumer behaviour and marketing practices, exploring the impact on consumer trust and brand image	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Models of Consumer Decision making 5.1, 5.2, 5.3, 5.4	



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Semester-V

Course Code:	04HR511
Course Title :	Management of Industrial Relations
Pre-requisite:	Students will have a strong foundation in these areas will equip individuals with the necessary skills and knowledge
Rationale:	The rationale for the management of industrial relations lies in promoting a positive, cooperative, and mutually beneficial relationship between employers and employees. By addressing conflicts, fostering employee satisfaction, ensuring legal compliance, and aligning human resource practices with organizational strategy, effective industrial relations management contributes to the overall success and sustainability of the organization

Course Outcomes:

04HR511.1: Define key terms related to industrial relations.

04HR511.2: Explain the purpose and significance of industrial relations in the workplace.

04HR511.3: Apply knowledge of labor laws to analyze and solve workplace scenarios.

04HR511.4: Analyze the causes and consequences of workplace conflicts.

04HR511.5: Evaluate the effectiveness of different conflict resolution strategies.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04HR511	Management of Industrial Relations	4	0	2	1	7	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04HR511	Management of Industrial Relations	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04HR511.1: Define key terms related to industrial relations.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	1
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Define the term "industrial relations" and identify its key components SO1.2 Explain the objectives and goals of industrial relations in the workplace SO1.3 Demonstrate how industrial relations practices contribute to organizational effectiveness SO1.4 Examine the role of government regulations in shaping industrial relations policies SO1.5 Assess the ethical implications of various industrial relations practices		Unit-1.0: Concept of IR [12 Hours] 1.1 Concept of IR 1.2 Meaning and definition of IR 1.3 Evolution of IR 1.4 Characteristics of IR 1.5 Objectives of IR 1.6 Nature of IR 1.7 Scope of IR 1.8 Importance of IR 1.9 Functions of IR 1.10 IR today 1.11 Approaches to IR 1.12 Overview of conflict and cooperation	1. Evolution of IR 2. Characteristics of IR 3. Approaches to IR 4. Causes of industrial conflict 5. Types of industrial conflict

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Functions of trade union.
- b. **Mini Project:** Prevention of industrial conflict.
- c. **Other Activities (Specify):** PPT Presentation.



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04HR511.2: Explain the purpose and significance of industrial relations in the workplace.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Memorize key terms and definitions related to worker involvement in decision-making processes SO2.2 Explain the principles and objectives behind workers' participation in management SO2.3 Apply knowledge of workers' participation models to analyze case studies SO2.4 Analyze the impact of workers' participation on organizational culture and productivity SO2.5 Evaluate the effectiveness of different models of workers' participation in specific organizational contexts		Unit-2.0: Workers participation in management [10 Hours] 2.1 Mode of participation Quality Circles 2.2 Worker's participation management overview 2.3 Determinants of Workers participation in management 2.4 Objectives of Workers participation in management 2.5 Forms of Workers participation in management 2.6 Limitations of Workers participation in management 2.7 Mode of participation Works Committee 2.8 Mode of participation Joint Management councils 2.9 Mode of participation Worker Director 2.10 Mode of participation Grievance Procedure	1. Determinants of Workers participation in management 2. Forms of Workers participation in management 3. Mode of participation Grievance Procedure

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Mode of participation Grievance Procedure.
- b. **Mini Project:** Forms of Workers participation in management.
- c. **Other Activities (Specify):** PPT Presentation, Group Discussion.



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04HR511.3: Apply knowledge of labor laws to analyze and solve workplace scenarios.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	1
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Memorize key terminologies associated with trade unions SO3.2 Describe the different types of trade union structures and their functions SO3.3 Apply conflict resolution strategies relevant to trade union activities SO3.4 Analyze the role of trade unions in the collective bargaining process SO3.5 Evaluate the effectiveness of specific trade union strategies in achieving workers' rights		Unit-3.0: Trade Union [12 Hours] 3.1 Trade Union Act 1926 overview 3.2 Procedure for registration 3.3 Rights and liabilities of registered Trade Unions 3.4 Regulations of Trade Unions 3.5 Penalties of Trade Unions 3.6 The Industrial Employment (Standing Orders) Act 1946 overview 3.7 Scope of The Industrial Employment (Standing Orders) Act 1946 3.8 Coverage and certification process 3.9 Modification and interpretation 3.10 Enforcement of the Act 3.11 The Industrial Disputes Act 1947 overview 3.12 Authorities Under this Act	1. Rights and liabilities of registered Trade Unions 2. Scope of The Industrial Employment (Standing Orders) Act 1946 3. Coverage and modification certification process 4. Forum for settlement of disputes

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Instruments of economic coercion.
- b. **Mini Project:** Scope of the Industrial Employment (Standing Orders) Act 1946.
- c. **Other Activities (Specify):** Class presentation.



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04HR511.4. Analyze the causes and consequences of workplace conflicts.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	1
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Memorize the definitions of terms such as "wages," "deductions," and "employer" SO4.2 Interpret the different components that constitute wages under the act SO4.3 Apply the provisions of the act to calculate wages for different employment scenarios SO4.4 Analyze case studies to identify instances of non-compliance with The Payment of Wages Act, 1936 SO4.5 Assess the impact of non-compliance with the act on employer-employee relations		Unit-4.0: The Payment of Wages Act 1936 [12 Hours] 4.1 The Payment of Wages Act 1936 overview 4.2 Features 4.3 Objectives 4.4 Definition of wages 4.5 Fixation of wage period 4.6 Deductions made from wages 4.7 Rules and benefits relating to The Payment of Wages Act 1936 4.8 The Payment of Gratuity Act 1972 overview 4.9 The Payment of Gratuity Act 1972 categories 4.10 The Payment of Gratuity Act 1972 objectives 4.11 The Payment of Gratuity Act 1972 features and functions 4.12 The Minimum Wages Act 1948 objectives and purpose, Fixation and revision of minimum rates, The Payment of Bonus Act 1965 objective and definition, Payment of maximum bonus	1. Rules and benefits relating to The Payment of Wages Act 1936 2. Fixation and revision of minimum rates 3. Definition of wages

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** The Payment of Bonus Act 1965 objective and definition.
- b. **Mini Project:** The Payment of Gratuity Act 1972 overview.
- c. **Other Activities (Specify):** Class presentation.



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04HR511.5: Evaluate the effectiveness of different conflict resolution strategies.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Recall the key provisions and sections of The Factories Act, 1948 SO5.2 Interpret the different provisions related to health, safety, and welfare of workers in a factory SO5.3 Apply knowledge to develop and implement safety protocols in compliance with the act SO5.4 Examine the role of the occupier in ensuring compliance with health and safety regulations SO5.5 Evaluate the effectiveness of the act in promoting worker safety and welfare		Unit-5.0: The Factories Act 1948 [14 Hours] 5.1 Applicability and Eligibility 5.2 Benefits and features 5.3 Employees' Pension Scheme and Employees State Insurance Act 1948 overview 5.4 Employees' Pension Scheme and Employees State Insurance Act 1948 applicability 5.5 Eligibility 5.6 Benefits and features of pension scheme 5.7 Amendments of pension scheme 5.8 Fixation of pension scheme 5.9 Calculation of pension scheme 5.10 Withdrawal of pension scheme 5.11 The Factories Act 1948, definition and approval 5.12 Features and Objective of the Act 5.13 Provisions of the Act 5.14 Licensing and registration, Health and welfare measures, Employment of women and young persons, Leave with wages and weekly holidays, The Provident Fund and Miscellaneous Provisions Act 1952 overview, Types of schemes under the act	1. Benefits and features of Employees' Pension Scheme 2. Fixation of pension scheme 3. Leave with wages and weekly holidays 4. Employment of women and young persons

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Employees' Pension Scheme and Employees State Insurance Act 1948 applicability.
- b. Mini Project:** The Factories Act, 1948.
- c. Other Activities (Specify):** Class Presentation, Group Discussion.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
04HR511.1: Define key terms related to industrial relations	12	1	1	14
04HR511.2: Explain the purpose and significance of industrial relations in the workplace	10	1	1	12
04HR511.3: Apply knowledge of labor laws to analyze and solve workplace scenarios	12	1	1	14
04HR511.4: Analyze the causes and consequences of workplace conflicts	12	1	1	14
04HR511.5: Evaluate the effectiveness of different conflict resolution strategies	14	1	1	16
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04HR511.1	Concept of IR				
04HR511.2	Workers participation in management				
04HR511.3	Trade Union				
04HR511.4	The Payment of Wages Act 1936				
04HR511.5	The Factories Act 1948				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Management of Industrial Relations will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Industrial Relations and Labour Laws	S C Srivastava	Vikas Publishing House	-
2	Industrial Relations and Labour Laws	T N Chhabra	Dhanpat Rai Publishing House	-
3	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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2. Dr. Pradeep Chaurasia, Associate Professor, FMS, AKS University, Satna.
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4. Dr. Prakash Kumar Sen, Assistant Professor, FMS, AKS University, Satna.
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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04HR511

Course Title: Management of Industrial Relations

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04HR511.1: Define key terms related to industrial relations	3	3	2	2	1	2	2	3
04HR511.2: Explain the purpose and significance of industrial relations in the workplace	3	2	2	2	1	2	2	3
04HR511.3: Apply knowledge of labor laws to analyze and solve workplace scenarios	2	3	3	2	1	2	2	3
04HR511.4: Analyze the causes and consequences of workplace conflicts	3	3	2	2	1	2	2	3
04HR511.5: Evaluate the effectiveness of different conflict resolution strategies	3	3	2	2	1	2	2	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04HR511.1: Define key terms related to industrial relations	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Concept of IR 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12	
POs 1,2,3,4,5,6 PSOs 1,2	04HR511.2: Explain the purpose and significance of industrial relations in the workplace	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Workers participation in management 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10	
POs 1,2,3,4,5,6 PSOs 1,2	04HR511.3: Apply knowledge of labor laws to analyze and solve workplace scenarios	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Trade Union 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12	
POs 1,2,3,4,5,6 PSOs 1,2	04HR511.4: Analyze the causes and consequences of workplace conflicts	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: The Payment of Wages Act 1936 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12	
POs 1,2,3,4,5,6 PSOs 1,2	04HR511.5: Evaluate the effectiveness of different conflict resolution strategies	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: The Factories Act 1948 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14	



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Semester-V

Course Code:	05MT551
Course Title :	Internship
Pre-requisite:	Students should have a strong foundation in the areas like HR, Marketing, Finance and General management. Student should also have the basic knowledge of computer.
Rationale:	Integrating OBE into BBA internships ensures that students gain practical skills and knowledge essential for their future careers. This structured approach helps bridge the gap between academic learning and professional application, preparing students to meet the demands of the business world.

Course Outcomes:

05MT551.1: Apply academic knowledge to real-world business tasks and challenges.

05MT551.2: Demonstrate the ability to analyze and propose solutions to business problems.

05MT551.3: Display professional behavior and ethical decision-making in a business setting.

05MT551.4: Communicate business information clearly and effectively in both written and oral forms.

05MT551.5: Collaborate with team members to achieve business objectives.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
PJT	05MT551	Internship	0	12	0	0	12	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)								End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Progressive Assessment (PRA)									
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)				
PJT	05MT551	Internship	-	-	-	-	-	-	-	-	100	

Course Detailing:

During 5th Semester students will undergo an internship of 45 days in industries. Undertaking a 45-day internship during a BBA program is a pivotal opportunity for students to bridge academic learning with practical, real-world experience. This intensive period allows participants to immerse themselves in a professional environment, applying theoretical knowledge to actual business operations. Throughout the internship, students engage in hands-on tasks, collaborate with industry professionals, and gain insights into organizational dynamics. It serves as a platform to develop essential skills such as problem-solving, communication, and teamwork, while also fostering personal growth and professional networking. By actively contributing to projects and initiatives, interns not only enhance their understanding of business practices but also cultivate a proactive approach towards their future careers in business administration.

Guideline for Making an Internship Report:

- 1. Cover Page:** Include the title of your report, your name, internship start and end dates, name of your university, department, and the name of the organization where you completed the internship.
- 2. Table of Contents:** List all the main sections and subsections of your report with corresponding page numbers for easy navigation.
- 3. Executive Summary:** Provide a brief overview of your internship experience, including the organization's background, your roles and responsibilities, major projects or tasks undertaken, key achievements, and a summary of your overall learning outcomes.



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4. Introduction: Introduce the purpose of the internship report, your objectives for the internship, and the methodology used (if applicable, e.g., research methods, data collection techniques).

5. Organization Overview: Describe the organization where you completed your internship, including its history, mission, organizational structure, products/services offered, target market, and any other relevant details.

6. Internship Experience:

- **Roles and Responsibilities:** Detail your specific roles, responsibilities, and projects/tasks assigned during the internship.
- **Skills Developed:** Discuss the skills you gained or improved upon during the internship (e.g., technical skills, soft skills, industry-specific knowledge).
- **Challenges Faced:** Describe any challenges or obstacles encountered during your internship and how you addressed them.
- **Achievements:** Highlight notable achievements, contributions, or projects completed during your internship, emphasizing the impact of your work on the organization.

7. Learning Outcomes: Reflect on your learning outcomes and personal development during the internship. Discuss how the experience contributed to your academic and career goals.

8. Analysis and Evaluation: Analyze the strengths and weaknesses of the organization's operations or processes you observed during the internship. Provide constructive feedback or recommendations for improvement.

9. Conclusion: Summarize the key points of your internship experience, reiterate the significance of your contributions, and reflect on the overall value of the internship towards your professional development.

10. Recommendations (if applicable): Provide recommendations for the organization based on your observations and experiences during the internship.

11. References/Bibliography: Include any sources referenced or cited throughout your internship report using appropriate citation style (e.g., APA, MLA).

12. Appendices: Include any supplementary materials such as project reports, presentations, certificates of completion, or any other relevant documents that support your internship experience.



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Semester-VI

Course Code:	01MT601
Course Title :	Quantitative Techniques for Management
Pre-requisite:	An operation research (OR) is a discipline that uses mathematical and quantitative methods to improve decision-making in complex and uncertain situations. This course deals with solving complex real life problem to obtain the optimal and feasible solution
Rationale:	This course provides a broad overview of the field, introducing fundamental concepts, techniques, and applications. It usually covers topics such as linear programming, integer programming, network analysis, and decision theory. As an introductory course, it is designed to be accessible to students from various backgrounds

Course Outcomes:

01MT601.1: Identify linear programming problems using appropriate techniques.

01MT601.2: Apply various transportation and assignment methods.

01MT601.3: Students will solve CPM and PERT techniques and formulate Network models for service and manufacturing systems.

01MT601.4: Students will assess to take best decisions from various alternatives and optimize the barriers decision theory.

01MT601.5: Formulate competitive real-world phenomena using concepts from game theory, markovchain and mante carlo method.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	01MT601	Quantitative Techniques for Management	6	0	1	1	8	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),



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SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code Course Code Course Title			Scheme of Assessment (Marks)							End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Progressive Assessment (PRA)								
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)			
MCC	01MT601	Quantitative Techniques for Management	15	20	5	5	5	50	50	100	

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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01MT601.1: Identify linear programming problems using appropriate techniques.

Approximate Hours

Item	AppX Hrs
CI	26
LI	0
SW	1
SL	1
Total	28

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Identify quantitative methods used in decision making SO1.2 Identify solution methods for linear programming models SO1.3 Recite special cases in the solution methods SO1.4 Identify goal programming method		Unit-1.0: Linear Programming [26 Hours] 1.1 History of OR 1.2 techniques of OR 1.3 Characteristics of OR, Application of OR 1.4 Formulation of L.P. Problem 1.5 Formulation of production problem 1.6 Formulation of diet problem 1.7 Graphical Solutions 1.8 Graphical Solutions maximize problem 1.9 Graphical Solutions maximize problem 1.10 Graphical Solutions minimize problem 1.11 Graphical Solutions infeasibility solution 1.12 Graphical Solutions unbounded solution 1.13 Simplex Method 1.14 Simplex Method multiple optimal solution 1.15 Simplex Method infeasibility solution 1.16 Simplex Method unbounded solution 1.17 Big-M solution 1.18 Big-M solution 2 1.19 Two-phase method 1.20 Two-phase method 2 1.21 Two-phase method 3 1.22 Duality 1.23 Duality 2 1.24 formulation of integer programming 1.25 Goal programming 1.26 Zero - one programming.	1. How does operation research benefited for organization?

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** What is the difference between feasible solution and basic feasible solution?
- b. **Mini Project:**
- c. **Other Activities (Specify):** Check presentation of numerical.



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01MT601.2: Apply various transportation and assignment methods.

Approximate Hours

Item	AppX Hrs
CI	20
LI	0
SW	1
SL	1
Total	22

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Memorize the steps of various transportation method SO2.2 Identify the basic information about the integration of transportation types SO2.3 Identify The cost function is the amount of money spent to the logistics provider for transporting the commodities from production or supplier place to the demand place SO2.4 Students identify optimally resolve the problem of assigning n jobs to n individuals, such that minimum cost or maximum profit can be obtained		Unit-2.0: Elementary Transportation [20 Hours] 2.1 Theory of Transportation problem 2.2 Formulation of Transportation problem 2.3 NW corner method 2.4 NW corner unbalanced 2.5 least cost method 2.6 least cost method unbalanced 2.7 VAM method 2.8 VAM method examples unbalanced 2.9 Modified distribution method 2.10 Modified distribution method different numerical 2.11 Modified distribution method degeneracy 2.12 Modified distribution method degeneracy numerical for practice 2.13 Unbalanced 2.14 Maximization 2.15 Prohibited route 2.16 Assignment method 2.17 Rules and steps to solve assignment 2.18 Assignment method maximization 2.19 Assignment method unbalanced 2.20 Assignment method multiple solutions	1. List out the methods used to obtain initial basic feasible solution in Transportation Problem

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** What do you mean by degeneracy in a Transportation Problem? State the difference between the Transportation Problem and Assignment. Problem.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class presentation.



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01MT601.3: Students will solve CPM and PERT techniques and formulate Network models for service and manufacturing systems.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Identify Network analysis that helps management to minimize the total cost and total maintenance time. With the use of network analysis cost of production can be minimized through reducing the maintenance time SO3.2 Understand critical path method that will help to make accurate project schedule, especially when it use it in conjunction with PERT charts SO3.3 Understand PERT analysis is not an estimate of the total cost of completing a project, but rather an estimate of the project's timeline or duration		Unit-3.0: Network analysis [13 Hours] 3.1 Introduction of Network analysis 3.2 constructions of Network analysis 3.3 Network diagram 3.4 CPM theory 3.5 Pert theory 3.6 CPM numerical 3.7 CPM numerical 2 3.8 Critical Path- float and slack analysis 3.9 Pert numerical 3.10 Pert numerical 2 3.11 Project timelines 3.12 project time crashing 3.13 Crashable and non-crashable task	1. Distinguish between PERT and CPM, b) 2. Distinguish between Free float and Independent Float

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** What is the difference between an event and an activity? Explain dummy activity.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class Presentation



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01MT601.4: Students will assess to take best decisions from various alternatives and optimize the barriers decision theory.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Identify decision making under uncertainty SO4.2 Understands statistical tool or techniques which are used to select the best way of doing any work SO4.3 Identify decision making under risk SO4.4 Apply EVPI, EPPI and EMV		Unit-4.0: Decision Theory [10 Hours] 4.1 Introduction of Decision Theory 4.2 Pay-off table 4.3 Opportunity loss table 4.4 Expected Monetary Value 4.5 Expected opportunity loss 4.6 Expected opportunity loss 2 4.7 Expected Value of Perfect Information and Sample Information 4.8 Expected monetary Value numeric examples 4.9 Normative and descriptive decision theory 4.10 Decision making under risk with probability	1. Role of OR model in decision making and their scope

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Explain terminologies of decision theory and their types.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class presentation



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01MT601.5: Formulate competitive real-world phenomena using concepts from game theory, markovchain and mante carlo method.

Approximate Hours

Item	AppX Hrs
CI	21
LI	0
SW	1
SL	1
Total	23

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Understand markov chain process and their used to predict the future so that the purpose of predicting weather changes can be easily achieved SO5.2 Understand Markov analysis provides information on the probability of customers' switching from one brand to one or more other brands SO5.3 Solve game theory problems SO5.4 Apply to Model and analyze conflicting situations using game theory SO5.5 Solve monte-carlo simulation method		Unit-5.0: Markov chain [21 Hours] 5.1 Introduction of Markov Chains 5.2 Markov Chains-Transition probability matrix 5.3 Markov Chains numerical 5.4 Transition diagram, retention and loss 5.5 Equilibrium Conditions(Questions based on Markov analysis)] 5.6 Predicting Future Market Shares 5.7 Chapman Kolmogrov equation 5.8 Introduction to Game Theory 5.9 Pay off Matrix- Two person Zero-Sum game 5.10 Pure strategy, Saddle point; 5.11 Mixed strategy numerical 5.12 Dominance Rule 5.13 Dominance Rule 2 5.14 Graphical methods 5.15 Algebraic methods numerical 2 5.16 Linear programming method of game theory 5.17 Linear programming game theory numerical 2 5.18 Introduction to Simulation: Monte Carlo Simulation 5.19 Monte Carlo Simulation 5.20 Monte Carlo Simulation of production 5.21 Monte Carlo Simulation of rain	1. Practice of Dominance method and graphical method

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** Explain markov chain and monte carlo method with relevant example.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Numerical Presentation.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
01MT601.1: Identify linear programming problems using appropriate techniques	26	1	1	28
01MT601.2: Apply various transportation and assignment methods	20	1	1	22
01MT601.3: Students will solve CPM and PERT techniques and formulate Network models for service and manufacturing systems	13	1	1	15
01MT601.4: Students will assess to take best decisions from various alternatives and optimize the barriers decision theory	10	1	1	12
01MT601.5: Formulate competitive real-world phenomena using concepts from game theory, markovchain and mante carlo method	21	1	1	23
Total Hours	90	5	5	100

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
01MT601.1	Linear Programming				
01MT601.2	Elementary Transportation				
01MT601.3	Network Analysis				
01MT601.4	Decision Theory				
01MT601.5	Markov Chains				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Quantitative Techniques for Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Quantitative Management	N. D. Vohra	Tata McGraw Hill	-
2	Operations Research	P. K. Gupta, Man Mohan, KantiSwarup	Sultan Chand	-
3	Operations Research Theory & Applications	J. K. Sharma	Macmillan India Limited	-
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 01MT601

Course Title: Quantitative Techniques for Management

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
01MT601.1: Identify linear programming problems using appropriate techniques	3	3	2	1	2	1	2	2
01MT601.2: Apply various transportation and assignment methods	3	2	2	2	2	2	2	2
01MT601.3: Student will solve CPM and PERT techniques and formulate Network models for service and manufacturing systems	3	2	3	1	2	1	1	2
01MT601.4: Students will assess to take best decisions from various alternatives and optimize the barriers decision theory	3	2	2	2	2	1	1	2
01MT601.5: Formulate competitive real-world phenomena using concepts from game theory, markovchain and mante carlo method	3	2	2	1	2	1	2	2

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	01MT601.1: Identify linear programming problems using appropriate techniques	SO1.1 SO1.2 SO1.3 SO1.4		Unit-1.0: Linear Programming 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19, 1.20, 1.21, 1.22, 1.23, 1.24, 1.25, 1.26	
POs 1,2,3,4,5,6 PSOs 1,2	01MT601.2: Apply various transportation and assignment methods	SO2.1 SO2.2 SO2.3 SO2.4		Unit-2.0: Elementary Transportation 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20	
POs 1,2,3,4,5,6 PSOs 1,2	01MT601.3: Student will solve CPM and PERT techniques and formulate Network models for service and manufacturing systems	SO3.1 SO3.2 SO3.3		Unit-3.0: Network Analysis 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13	
POs 1,2,3,4,5,6 PSOs 1,2	01MT601.4: Students will assess to take best decisions from various alternatives and optimize the barriers decision theory	SO4.1 SO4.2 SO4.3 SO4.4		Unit-4.0: Decision Theory 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10	
POs 1,2,3,4,5,6 PSOs 1,2	01MT601.5: Formulate competitive real-world phenomena using concepts from game theory, markovchain and mante carlo method	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Markov Chains 5.1, 5.2, 5.3, 5.4. 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15, 5.16, 5.17, 5.18, 5.19, 5.20, 5.21	



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Semester-VI

Course Code:	04FM611
Course Title :	Corporate Tax
Pre-requisite:	Student should have knowledge of corporate tax, tax credits, tax deductions, tax laws, direct and indirect taxes.
Rationale:	Corporate taxation is a crucial component of the fiscal landscape, playing a significant role in shaping the economic environment in which businesses operate. The rationale behind corporate tax lies in its ability to generate substantial revenue for governments, which can then be allocated to public goods and services, infrastructure, education, and healthcare. By taxing corporate profits, governments can ensure that businesses contribute their fair share to the societal resources they utilize, fostering a more equitable economic system.

Course Outcomes:

04FM611.1: Define key terms and concepts in corporate taxation.

04FM611.2: Explain the principles and laws governing corporate taxation.

04FM611.3: Apply advanced tax rules and regulations to determine the tax liability of corporations in complex scenarios.

04FM611.4: Analyze GST Implications on Business Operations.

04FM611.5: Analyze the impact of customs duties on pricing and competitiveness of imported goods.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04FM611	Corporate Tax	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,



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C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04FM611	Corporate Tax	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04FM611.1: Define key terms and concepts in corporate taxation.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1. Students will be able to list different deductions SO1.2 Students will assess a business scenario to determine eligible deductions and compute the total deductible amount SO1.3 Students will examine how various deductions reduce the taxable income and overall tax liability		Unit-1.0: Deductions and Computation [13 Hours] 1.1 Tax Holiday, Deduction in respect of certain payments 1.2 Deduction in respect of certain incomes 1.3 Other Incomes 1.4 Other deductions 1.5 Rebate & Relief 1.6 Electoral Trusts 1.7 Political Parties 1.8 Computation of Total Income 1.9 Computation of Tax Liability 1.10 Computation of Partnership Firm 1.11 Computation of LLP 1.12 Registration u/s 12A, 12AA 1.13 Registration u/s 12AAB	1. Practice of computation of total income and tax liability

SW-1 Suggested Sessional Work (SW):

- a. Assignments:** Define Tax Holiday. Explain any Five incomes which do not form part of total income.
- b. Mini Project:**
- c. Other Activities (Specify):** PPT Presentation.



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04FM611.2: Explain the principles and laws governing corporate taxation.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Students will be able to recall basic concepts and definitions related to company taxation. SO2.2 Students will be able to explain the principles and rationale behind the taxation of companies SO2.3 Students will be able to use their knowledge to solve practical problems related to company taxation		Unit-2.0: Taxation on Companies [13 Hours] 2.1 Introduction to AMT 2.2 Provision relating to AMT 2.3 Numericals of AMT 2.4 Classification of tax on companies 2.5 Tax incidence on companies 2.6 Introduction of DDT 2.7 Provisions relating to DDT 2.8 Numericals of DDT 2.9 Special provision relating to MAT 2.10 Numericals of MAT 2.11 Other Special Provision to companies 2.12 Introduction of Equalization Levy 2.13 Numericals of computation of companies income	1. Practices of numerical questions of companies income

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Solve a case study of a company and determine whether it is liable to pay MAT or not.
 - IF, Book profit of the ABC Company as per sec 115JB is rs. 15,00,000.
 - Taxable income of ABC Co. as per provision of income tax act, 1961 Rs. 10,00,000.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class Test-1



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04FM611.3: Apply advanced tax rules and regulations to determine the tax liability of corporations in complex scenarios.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	1
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Students will be able to define key terms and concepts related to advanced tax SO3.2 Students will be able to describe the impact of various tax laws and regulations on individuals and businesses. SO3.3 Students will be able to calculate taxable income and tax liabilities for various scenarios		Unit-3.0: Introduction to Advance Tax [12 Hours] 3.1 Introduction to Advance Tax 3.2 Provisions relating to Advance tax 3.3 Numericals relating to Advance Tax 3.4 Introduction to TDS 3.5 Provisions relating to TDS 3.6 Various Section of TDS 3.7 Numericals relating to TDS 3.8 Introduction to TCS 3.9 Provision relating to TCS 3.10 Numericals relating to TCS 3.11 Provision for filling Income Tax Return 3.12 Self-Assessment	1. Practices of numerical question relating to TDS, TCS

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Analyze the impact of failing to file an income tax return on time. What are the penalties and consequences for individual taxpayers?
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class Presentation.



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04FM611.4: Analyze GST Implications on Business Operations.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Students will be able to identify the different GST rates applicable to various goods and services. SO4.2 Students will be able to summarize the benefits of GST for businesses and consumers SO4.3 Students will be able to calculate the GST payable on various goods and services. SO4.4 Students will be able to examine the impact of GST on the price structure of goods and service		Unit-4.0: Taxation on (GST) Goods and Services Tax [13 Hours] 4.1 Introduction to GST 4.2 Terms and Definitions (Under Goods and Services Tax Act, 2017) 4.3 Time and value of supply of Goods and Services 4.4 Levy and Collection of Tax 4.5 ITC (Input Tax Credit) 4.6 Registration Under GST 4.7 Computation of GST Liability 4.8 Filling of Returns 4.9 Assessment 4.10 Introduction to Composition Scheme 4.11 Composition Scheme 4.12 Introduction to RCM 4.13 Reverse Charge Mechanism	1. Practices of various laws relating to GST

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Critically evaluate the GST compliance process for small businesses. What improvements can be made to simplify the process?
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class Test-2.



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04FM611.5: Analyze the impact of customs duties on pricing and competitiveness of imported goods.

Approximate Hours

Item	AppX Hrs
CI	9
LI	0
SW	1
SL	1
Total	11

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Students will be able to define key terms related to customs duties such as tariff, import duty, and customs valuation. SO5.2 Students will be able to calculate the customs duty payable on imported goods given specific scenarios and data SO5.3 Students will be able to compare the customs duty rates of different countries and discuss the potential impact on international trade		Unit-5.0: Taxation on Custom Duty [9 Hours] 5.1 Introduction of Custom Duty3 5.2 Introduction to additional custom duty 5.3 Types of custom duty 5.4 Valuation Rules for Custom Duty 5.5 Computation of Assessable Value 5.6 Calculation of Custom Duty 5.7 Arrival, Departure and Clearance of goods 5.8 Rules and provision to prohibited goods 5.9 Numerical of Custom Duty	1. Practices of numerical questions of custom duty

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Define illegal goods importation and briefly explain its implications in the context of national security.
- b. Mini Project:**
- c. Other Activities (Specify):** Class Test-3.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
04FM611.1: Define key terms and concepts in corporate taxation	13	1	1	15
04FM611.2: Explain the principles and laws governing corporate taxation	13	1	1	15
04FM611.3: Apply advanced tax rules and regulations to determine the tax liability of corporations in complex scenarios	12	1	1	14
04FM611.4: Analyze GST Implications on Business Operations	13	1	1	15
04FM611.5: Analyze the impact of customs duties on pricing and competitiveness of imported goods	9	1	1	11
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04FM611.1	Deductions and Computation				
04FM611.2	Taxation on Companies				
04FM611.3	Introduction to Advance Tax				
04FM611.4	Taxation on (GST) Goods and Services Tax				
04FM611.5	Taxation on Custom Duty				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Corporate Tax for Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method



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4. Group Discussion

5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Income Tax Law & Practices	H.C. Mehrotra	Sahitya Bhawan Publication	Latest Edition
2	GST and Custom Duty	H.C. Mehrotra & Prof. V.P. Agarwal	Sahitya Bhawan Publication	Latest Edition
3	Taxation	K.L. Singhania	Taxmen Publication	Latest Edition
4	Lecture notes provided by Dept. of Management, AKS University, Satna			
5	ICAI Study Material & ICSI Study Material			

Curriculum Development Team:

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04FM611

Course Title: Corporate Tax

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04FM611.1: Define key terms and concepts in corporate taxation	2	1	3	1	1	2	1	1
04FM611.2: Explain the principles and laws governing corporate taxation	3	1	1	1	1	1	2	1
04FM611.3: Apply advanced tax rules and regulations to determine the tax liability of corporations in complex scenarios	3	1	2	1	1	1	1	1
04FM611.4: Analyze GST Implications on Business Operations	3	1	2	1	2	1	1	1
04FM611.5: Analyze the impact of customs duties on pricing and competitiveness of imported goods	1	1	3	1	2	1	1	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04FM611.1: Define key terms and concepts in corporate taxation	SO1.1 SO1.2 SO1.3		Unit-1.0: Deductions and Computation 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13	
POs 1,2,3,4,5,6 PSOs 1,2	04FM611.2: Explain the principles and laws governing corporate taxation	SO2.1 SO2.2 SO2.3		Unit-2.0: Taxation on Companies 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13	
POs 1,2,3,4,5,6 PSOs 1,2	04FM611.3: Apply advanced tax rules and regulations to determine the tax liability of corporations in complex scenarios	SO3.1 SO3.2 SO3.3		Unit-3.0: Introduction to Advance Tax 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12	
POs 1,2,3,4,5,6 PSOs 1,2	04FM611.4: Analyze GST Implications on Business Operations	SO4.1 SO4.2 SO4.3 SO4.4		Unit-4.0: Taxation on (GST) Goods and Services Tax 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13	
POs 1,2,3,4,5,6 PSOs 1,2	04FM611.5: Analyze the impact of customs duties on pricing and competitiveness of imported goods	SO5.1 SO5.2 SO5.3		Unit-5.0: Taxation on Custom Duty 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9	



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Semester-VI

Course Code:	04HR611
Course Title :	Talent and Knowledge Management
Pre-requisite:	Talent and knowledge management are like the foundation of a sturdy building. First off, a clear understanding of your organization's goals and objectives is crucial. This provides the context for identifying the specific talents and knowledge needed
Rationale:	The purpose of the Knowledge Management process is to share perspectives, ideas, experience and information; to ensure that these are available in the right place at the right time to enable informed decisions; and to improve efficiency by reducing the need to rediscover knowledge.

Course Outcomes:

04HR611.1: Identify the purpose of developing a talent management information strategy and the role of leaders in talent management.

04HR611.2: Discuss the characteristics, types of valid competency model and talent management information system.

04HR611.3: Analyze the nature of knowledge management alternative views of knowledge, types of knowledge and concept.

04HR611.4: Validate the knowledge management solutions, mechanisms, systems and knowledge management infrastructure.

04HR611.5: Synthesize effective application of knowledge to diagnose and solve organizational problems and develop optimal managerial decisions.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04HR611	Talent and Knowledge Management	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),



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SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04HR611	Talent and Knowledge Management	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04HR611.1: Identify the purpose of developing a talent management information strategy and the role of leaders in talent management.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Identify the key terminology of TM SO1.2 Identify the grid system of Talent Management SO1.3 Recite the gap of TM		Unit-1.0: Talent Management [10 Hours] 1.1 Meaning and importance of talent management, 1.2 Talent management Grid, 1.3 Steps of TM Grid 1.4 Creating talent management system, 1.5 Strategies of talent management. 1.6 Talent Gap 1.7 Types of TM 1.8 Benefits of TM 1.9 Talent management process	1. Recent practices of HR regarding talent management

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Explain talent gap with relevant example.
- b. **Mini Project:** List of company requirement regarding talent acquisition.
- c. **Other Activities (Specify):** Chock presentation of first unit.



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04HR611.2: Discuss the characteristics, types of valid competency model and talent management information system.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Identify the organizational goals and perform a needs assessment SO2.2 Identify competency gap and action plan SO2.3 Understand competencies of existing employees SO2.4 Apply competencies to enhance performance and improve productivity		Unit-2.0: Competency [10 Hours] 2.1 Competency model 2.2 Types of Competency model 2.3 Competency model use for HR practices 2.4 , Competency mapping, 2.5 Types of Competency mapping 2.6 Role of leaders in talent management 2.7 Talent management and competitive advantage 2.8 Leadership 2.9 Importance of competency mapping 2.10 Case study	1. Needs of competency mapping in various organization

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** What do you meant by competency mapping and their importance in organization effectiveness?
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class Presentation



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04HR611.3: Analyze the nature of knowledge management alternative views of knowledge, types of knowledge and concept.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Understand how information and knowledge management impacts contemporary organizations. SO3.2 Explain the underlying technologies that enable knowledge management solutions SO3.3 Apply the theoretical concepts of knowledge management to real-world situations		Unit-3.0: Elements of Knowledge [10 Hours] 3.1 Elements of knowledge management, 3.2 KM Process 3.3 Advantages of knowledge management, 3.4 Classification of KM 3.5 Knowledge management in learning organisations 3.6 Types of Knowledge Tacit and Explicit 3.7 Managing knowledge workers. 3.8 Elements of KM 3.9 Knowledge sharing process 3.10 Case study	1. Examples of tacit and explicit knowledge

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Explain elements of KM and their importance.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class Presentation.



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04HR611.4: Validate the knowledge management solutions, mechanisms, systems and knowledge management infrastructure.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Use qualitative techniques of analysis to identify requirements for knowledge-initiatives in response to a real-world work situation SO4.2 Demonstrate the strengths and weaknesses of different technological approaches to knowledge management SO4.3 Apply new high-level designs for knowledge management initiatives using discourse analysis, qualitative techniques and design thinking SO4.4 Analyse documented cases of knowledge management initiatives and identify their strengths and weaknesses		Unit-4.0: KM Process [15 Hours] 4.1 Knowledge management process 4.2 Approaches to knowledge management 4.3 Knowledge management solutions 4.4 Knowledge creation 4.5 Knowledge sharing 4.6 Knowledge dissemination 4.7 Types of dissemination 4.8 Knowledge management life cycle 4.9 Nonaka's model of knowledge 4.10 .Knowledge capturing techniques: Brainstorming, 4.11 Protocol analysis, 4.12 Consensus decision making 4.13 Repertory grid 4.14 Concept mapping. 4.15 Creating a concept map	1. Best practices of knowledge management. 2. KM system

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Marketing Development Assistance (MDA).
- b. **Mini Project:** Categories of deemed exporters.
- c. **Other Activities (Specify):** Class Test-2



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04HR611.5: Synthesize effective application of knowledge to diagnose and solve organizational problems and develop optimal managerial decisions.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Explain how to formulate a knowledge management strategy, identify major requirements and issues for designing enterprise knowledge architecture and implementing knowledge management projects SO5.2 Students will demonstrate comprehension of knowledge management concepts and theories by connecting them to experiences through stories, written reports and Discussion SO5.3 Understand how to select the relevant benchmarks and establish a monitoring process SO5.4 Understand the Balanced Scorecard framework and its implementation		Unit-5.0: KM Strategies [15 Hours] 5.1 Knowledge management strategies 5.2 Aligning individual needs with organisation 5.3 Reward 5.4 Employee incentives program systems for knowledge management, 5.5 Knowledge Audit Methodology 5.6 Perform a Knowledge audit 5.7 Benchmarking, 5.8 Benchmarking process 5.9 Benchmarking techniques 5.10 Balance scorecard 5.11 Areas of Balance scorecard 5.12 Gap analysis. 5.13 Types of gap analysis 5.14 Stages of gap analysis 5.15 Case study	1. 5 p's of KM strategies and The 8 different pillars of knowledge management strategy

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Explain gap analysis and their types.
- b. Mini Project:**
- c. Other Activities (Specify):** Presentation



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
04HR611.1: Identify the purpose of developing a talent management information strategy and the role of leaders in talent management	10	1	1	12
04HR611.2: Discuss the characteristics, types of valid competency model and talent management information system	10	1	1	12
04HR611.3: Analyze the nature of knowledge management alternative views of knowledge, types of knowledge and concept	10	1	1	12
04HR611.4: Validate the knowledge management solutions, mechanisms, systems and knowledge management infrastructure	15	1	1	17
04HR611.5: Synthesize effective application of knowledge to diagnose and solve organizational problems and develop optimal managerial decisions	15	1	1	17
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04HR611.1	Talent Management				
04HR611.2	Competency				
04HR611.3	Knowledge Management				
04HR611.4	KM Process				
04HR611.5	KM Strategies				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Talent and Knowledge Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Talent management handbook	Lance A. Berger, Dorothy Berger	Tata McGraw Hill	Latest Edition
2	Talent on Demand	Cappeli Peter	Managing Talent in an age of uncertainty, Harvard Business press.	Latest Edition
3	Knowledge management	Awad. E.M and Ghaziri H.M	Pearson education International	Latest Edition
4	Knowledge management system theory and practice	Stuart Barnes	Thomson learning	Latest Edition
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04HR611

Course Title: Talent and Knowledge Management

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04HR611.1: Identify the purpose of developing a talent management information strategy and the role of leaders in talent management	3	3	3	3	2	2	2	3
04HR611.2: Discuss the characteristics, types of valid competency model and talent management information system	3	3	2	2	2	2	2	2
04HR611.3: Analyze the nature of knowledge management alternative views of knowledge, types of knowledge and concept	3	3	2	2	2	2	2	2
04HR611.4: Validate the knowledge management solutions, mechanisms, systems and knowledge management infrastructure	3	3	3	3	2	3	2	3
04HR611.5: Synthesize effective application of knowledge to diagnose and	3	3	3	3	2	3	2	3

solve organizational problems and develop optimal managerial decisions								

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04HR611.1: Identify the purpose of developing a talent management information strategy and the role of leaders in talent management	SO1.1 SO1.2 SO1.3		Unit-1.0: Talent management 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10	
POs 1,2,3,4,5,6 PSOs 1,2	04HR611.2: Discuss the characteristics, types of valid competency model and talent management information system	SO2.1 SO2.2 SO2.3 SO2.4		Unit-2.0: Competency 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10	
POs 1,2,3,4,5,6 PSOs 1,2	04HR611.3: Analyze the nature of knowledge management alternative views of knowledge, types of knowledge and concept	SO3.1 SO3.2 SO3.3		Unit-3.0: Knowledge management 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10	
POs 1,2,3,4,5,6 PSOs 1,2	04HR611.4: Validate the knowledge management solutions, mechanisms, systems and knowledge management infrastructure	SO4.1 SO4.2 SO4.3 SO4.4		Unit-4.0: KM Process 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14, 4.15	
POs 1,2,3,4,5,6 PSOs 1,2	04HR611.5: Synthesize effective application of knowledge to diagnose and solve organizational problems and develop optimal managerial decisions	SO5.1 SO5.2 SO5.3 SO5.4		Unit-5.0: KM Strategies 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15	



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Semester-VI

Course Code:	04MM611
Course Title :	Integrated Marketing Communication
Pre-requisite:	Student should have the basic knowledge of marketing and industrial environment
Rationale:	The rationale behind integrated marketing communication (IMC) lies in the need for a cohesive and synchronized approach to marketing efforts by integrating various communication channels such as advertisement, public relation, direct-marketing and digital platform

Course Outcomes:

04MM611.1: Define and explain the concept of Integrated Marketing Communication.

04MM611.2: Analyze target audiences and develop strategies to effectively communicate with them.

04MM611.3: Understand how to allocate budgets across different media platforms for maximum impact.

04MM611.4: Explore ethical issues related to marketing communication.

04MM611.5: Develop skills in media planning and buying.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04MM611	Integrated Marketing Communication	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04MM611	Integrated Marketing Communication	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04MM611.1: Define and explain the concept of Integrated Marketing Communication.

Approximate Hours

Item	AppX Hrs
CI	7
LI	0
SW	1
SL	1
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Define the concept of Integrated Marketing Communication SO1.2 Develop a clear and persuasive marketing message for a given product or service SO1.3 Analyze the consistency of a brand across different communication channels SO1.4 Evaluate the ethical considerations in a given IMC scenario and propose ethical solutions SO1.5 Develop criteria for evaluating the success of an IMC campaign and analyze relevant metrics		Unit-1.0: Introduction to integrated marketing communication [7 Hours] 1.1 Introduction to Integrated Marketing Communication 1.2 Marketing Communication 1.3 Objectives of Marketing Communication 1.4 Factors contributing to IMC 1.5 Participants in IMC 1.6 IMC Promotion Mix 1.7 IMC Management	1. Objectives of Marketing Communication 2. Factors contributing to IMC 3. IMC Promotion Mix

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Analyze an existing marketing campaign and evaluate how well it integrates different communication channels.
- b. **Mini Project:** Discuss the strengths and weaknesses of the campaign in terms of IMC principles.
- c. **Other Activities (Specify):** Case analysis, Presentation.



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04MM611.2: Analyze target audiences and develop strategies to effectively communicate with them.

Approximate Hours

Item	AppX Hrs
CI	31
LI	0
SW	1
SL	1
Total	33

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Define and recall key terms related to individual determinants of consumer behavior, such as personality, motivation, and perception SO2.2 Explain how personal factors, like lifestyle and attitudes, impact purchasing decisions SO2.3 Analyze the interplay between different individual determinants and their combined impact on consumer decision-making SO2.4 Evaluate the effectiveness of marketing strategies based on an understanding of individual determinants SO2.5 Apply knowledge of individual determinants to analyze real-world case studies in consumer behavior		Unit-2.0: Advertising Management and Its Concepts [31 Hours] 2.1 Meaning of Advertising Management 2.2 Nature of advertising management 2.3 Scope of Advertising 2.4 Classification of advertising 2.5 Advertising 2.6 Types of advertising 2.7 Advertising by Purpose 2.8 Advertising by Media Channel 2.9 Advertising by Geographic Scope 2.10 Advertising by Target Audience 2.11 Advertising by Timing 2.12 Advertising by Advertising Appeal 2.13 Advertising by Product Life Cycle 2.14 Advertising by Advertising Medium 2.15 advertising appropriation 2.16 advertising campaigns 2.17 Customer and Competitor Analysis 2.18 STP Strategies for Advertising 2.19 Advertising Agencies – role 2.20 Functions of advertising agencies 2.21 Organization of advertising agencies	1. Functions of advertising agencies 2. Role of Advertising in Natural Development 3. Organization of advertising agencies



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		2.22 Remuneration 2.23 Client agency relationship 2.24 account Planning 2.25 Hoarding Contractors 2.26 Management of Advertising Agencies 2.27 Role of Advertising in Natural Development 2.28 Testing of Advertising Effectiveness 2.29 Preparation and Choice of Methods of Advertising Budget 2.30 Ethical and Social Issues in Advertising 2.31 Advertising Management	

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Explain advertising management and its concepts.
- b. **Mini Project:** Consider the role of branding, positioning, and differentiation in each advertisement.
- c. **Other Activities (Specify):** Class Presentation, Case study.



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04MM611.3: Understand how to allocate budgets across different media platforms for maximum impact.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Explain the importance of effective media planning in achieving communication objectives SO3.2 Analyze the current media landscape, including traditional and digital channels SO3.3 Demonstrate the process of identifying and profiling target audience segments SO3.4 Explore different media strategies such as reach vs. frequency, continuity, and flighting SO3.5 Categorization, measurement and application of social class		Unit-3.0: Media Planning Concepts [10 Hours] 3.1 Media Concepts 3.2 Characteristics 3.3 Media planning 3.4 Concept of media planning 3.5 Key components of media planning 3.6 Steps in media planning 3.7 Issues in Media Planning 3.8 Media Selection 3.9 Planning and Scheduling 3.10 internet as an advertising media	1. Issues in Media Planning 2. Planning and Scheduling 3. Internet as an advertising media

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Choose a popular brand and analyze its current media plan and identify the target audience, media channels used, frequency of ads, and the overall strategy.
- b. **Mini Project:** Explore the concept of crisis management in media planning.
- c. **Other Activities (Specify):** Class Presentation, Case study.



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04MM611.4: Explore ethical issues related to marketing communication.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Define and explain the concept of marketing communication forms SO4.2 Explore traditional marketing communication forms such as print advertising, television, radio, and direct mail SO4.3 Understand the concept of Integrated Marketing Communication (IMC) and its role in coordinating various communication forms for a unified brand message SO4.4 Examine the role of events and experiential marketing in the overall marketing communication mix SO4.5 Address ethical considerations related to different communication forms, including issues of transparency, truthfulness, and social responsibility		Unit-4.0: Marketing Communication Form [6 Hours] 4.1 Sales promotion 4.2 Managing Sales Promotion 4.3 Direct Marketing 4.4 Publicity 4.5 Public Relation 4.6 Social Marketing Communication	1. Process of Opinion Leadership 2. Personal Influence

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Develop an IMC plan for a fictional product or service.
- b. **Mini Project:** Explore the importance of crisis communication in marketing.
- c. **Other Activities (Specify):** Case analysis and group discussion.



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04MM611.5: Develop skills in media planning and buying.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Emphasize the importance of effective communication, transparency, and collaboration in fostering successful partnerships SO5.2 Discuss the significance of market research and consumer insights in developing impactful advertising strategies SO5.3 Explore methods for identifying and understanding the target audience for a specific product or service SO5.4 Analyze different creative development approaches, including storytelling, emotional appeal, humor, and other techniques SO5.5 Discuss how agencies navigate ethical dilemmas and maintain a positive industry reputation		Unit-5.0: Strategies For Advertising Agencies [6 Hours] 5.1 Function of Ad agencies 5.2 Structure of Ad Agencies 5.3 Managing Client Agency Relationship 5.4 Legal and Ethical Issues in Advertising 5.5 Planning Model 5.6 Challenges in IMC	1. Function of Ad agencies 2. Structure of Ad Agencies

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** Explain the functions and structure of ad. Agencies.
- b. **Mini Project:** Explain the legal and ethical issues in advertising.
- c. **Other Activities (Specify):** Case analysis and group discussion.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
04MM611.1: Define and explain the concept of Integrated Marketing Communication	7	1	1	9
04MM611.2: Analyze target audiences and develop strategies to effectively communicate with them	31	1	1	33
04MM611.3: Understand how to allocate budgets across different media platforms for maximum impact	10	1	1	12
04MM611.4: Explore ethical issues related to marketing communication	6	1	1	8
04MM611.5: Develop skills in media planning and buying	6	1	1	8
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04MM611.1	Introduction To Integrated Marketing Communication				
04MM611.2	Advertising Management And Its Concepts				
04MM611.3	Media Planning Concepts				
04MM611.4	Marketing Communication Form				
04MM611.5	Strategies For Advertising Agencies				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Talent and Knowledge Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials



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3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Integrated Marketing Communication – A Strategic Approach	Siraj M Joseph & Rahtz Don R	Engage Learning	Latest Edition
2	Integrated Advertising, Promotion, and Marketing Communications	Kenneth Clow & Donald Baack	Pearson Education, Limited	Latest Edition
3	Advertising Management	Borden & Marshall	MV Taraporevala Sons' Co Pvt. Ltd,	Latest Edition
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

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5. Dr. Seema Dwivedi, Assistant Professor, FMS, AKS University, Satna.
6. Mr. Pramod Kumar Dwivedi, Assistant Professor, FMS, AKS University, Satna.
7. Mrs. Shinu Shukla, Assistant Professor, FMS, AKS University, Satna.
8. Mr. Krishna Kumar Mishra, Assistant Professor, FMS, AKS University, Satna.
9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04MM611

Course Title: Integrated Marketing Communication

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04MM611.1: Define and explain the concept of Integrated Marketing Communication	3	1	1	2	3	2	2	3
04MM611.2: Analyze target audiences and develop strategies to effectively communicate with them	3	2	1	1	3	2	2	2
04MM611.3: Understand how to allocate budgets across different media platforms for maximum impact	3	3	3	3	3	2	2	2
04MM611.4: Explore ethical issues related to marketing communication	3	1	1	1	2	3	2	3
04MM611.5: Develop skills in media planning and buying	3	2	1	2	3	3	2	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04MM611.1: Define and explain the concept of Integrated Marketing Communication	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Introduction To Integrated Marketing Communication 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7	
POs 1,2,3,4,5,6 PSOs 1,2	04MM611.2: Analyze target audiences and develop strategies to effectively communicate with them	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Advertising management and its concepts 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20, 2.21, 2.22, 2.23, 2.24, 2.25, 2.26, 2.27, 2.28, 2.29, 2.30, 2.31	
POs 1,2,3,4,5,6 PSOs 1,2	04MM611.3: Understand how to allocate budgets across different media platforms for maximum impact	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Media planning concepts 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10	
POs 1,2,3,4,5,6 PSOs 1,2	04MM611.4: Explore ethical issues related to marketing communication	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Marketing communication form 4.1, 4.2, 4.3, 4.4, 4.5, 4.6	
POs 1,2,3,4,5,6 PSOs 1,2	04MM611.5: Develop skills in media planning and buying	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Strategies for advertising agencies 5.1, 5.2, 5.3, 5.4, 5.5, 5.6	



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Semester-VI

Course Code:	04MM612
Course Title :	Ad and Brand Management
Pre-requisite:	To impart to the students' knowledge of the nature, function, and intricate structures involved in creating and carrying out an effective advertising campaign. Students will be introduced to brand management challenges that businesses in cutthroat industries must contend with
Rationale:	Advertising raises consumer awareness of companies, goods, services, and concepts. It can inform people on the features and advantages of both new and existing items. It can also be used to announce new programs and products. On the other hand, brand management fosters a sentimental bond between the client and the business, fosters client loyalty, and raises the average customer lifetime value

Course Outcomes:

04MM612.1: Identify key aspects of advertising.

04MM612.2: Select communications for print, social media, film video and broadcast.

04MM612.3: Utilize effective advertising and brand strategies for consumer and business goods and services.

04MM612.4: Students will develop sales concept and sales promotion strategies.

04MM612.5: Systematize the brand image, brand awareness, brand decision, brand personality and also the benefits of brand.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04MM612	Ad and Brand Management	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,



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C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04MM612	Ad and Brand Management	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04MM612.1: Identify key aspects of advertising.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Identify the various factors influencing advertising SO1.2 Identify the range of tools available for marketing communications for reaching the customers in building brands SO1.3 Recite the Planning framework of promotional strategy SO1.4 Social & economic aspects of advertising		Unit-1.0: Advertising need & importance [14 Hours] 1.1 Definition & growth of modern advertising 1.2 Types of modern advertising 1.3 advertising & the marketing mix 1.4 types & classification of advertisement 1.5 types & classification of advertisement 2 1.6 advertising spiral 1.7 Social & economic aspects of advertising 1.8 Marketing communication models 1.9 AIDA, 1.10 hierarchy of effect in advertising 1.11 innovation adoption model 1.12 action first model 1.13 quick decision model 1.14 Planning framework of promotional strategy quick decision model	1. Learn examples and there strategy of latest and old different types of advertisement.

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Explain AIDA and advertising spiral concept with example.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Chock presentation of first unit.



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04MM612.2: Select communications for print, social media, film video and broadcast.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	1
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Identify the important issues in planning and executing advertising campaigns SO2.2 Identify the basic elements of advertising/marketing communications that support brand development SO2.3 Identify the difference in designing of television, audio & print advertisement SO2.4 Understand Rational & emotional approaches of advertising		Unit-2.0: How advertising [12 Hours] 2.1 Exposure, salience, familiarity, 2.2 Low involvement, central route & peripheral route & cognitive learning 2.3 Positioning strategies ; Associating feelings with a brand 2.4 Developing brand personality 2.5 Creating copy strategies: Rational & emotional approaches, 2.6 Selection of an endorser, creative strategy & style- 2.7 Brand image, execution, USP, 2.8 Common touch & entertainment, 2.9 Message design strategy, format & formulae for presentation of appeals (slice of life, testimonials, etc.), 2.10 Different types of copy; Art & layout of an advertisement: 2.11 Principles of design, layout stages, 2.12 Difference in designing of television, audio & print advertisement	1. Advertising campaign monitoring and management

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** What do you mean by Art & layout of an advertisement?
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class presentation.



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04MM612.3: Utilize effective advertising and brand strategies for consumer and business goods and services.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 State the Media Planning, Strategy and Management with reference to current business scenario SO3.2 Understand will comprehend an insight on Media Planning, Budgeting, Scheduling and Evaluating the Different Media Buys SO3.3 Generalize the basic characteristics of all media to ensure most effective use of advertising budge		Unit-3.0: Media planning & scheduling [10 Hours] 3.1 Media planning & scheduling 3.2 Introduction to broadcast & non -broadcast media; 3.3 Budgeting decision rule: 3.4 Percentage of sales method, 3.5 Objective to task method, 3.6 Competitive parity, & all you can afford; 3.7 Key factors influencing media planning; 3.8 Media decisions: media class, 3.9 Media vehicle & media option; 3.10 Scheduling: flighting, pulsing, & continuous	1. How to create media plan and media selection

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Explain broadcast and non-broadcast media.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class Presentation



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04MM612.4: Students will develop sales concept and sales promotion strategies.

Approximate Hours

Item	AppX Hrs
CI	9
LI	0
SW	1
SL	1
Total	11

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Explain use of sales promotion and their strategies as a marketing tool SO4.2 Describe advertising and sales promotional appeals SO4.3 Explain appropriate planning for consumer scheme SO4.4 Compute means of testing effectiveness of advertising and sales promotion		Unit-4.0: Management of sales promotion [9 Hours] 4.1 Management of sales promotion 4.2 Importance of sales promotion 4.3 Need for sales promotion 4.4 Planning for consumer scheme 4.5 Contents 4.6 Different types of consumer schemes. 4.7 Types of sales promotion 4.8 Features of sales promotion 4.9 Introduction of sales and promotion	1. Pros and cons of sales promotion and latest examples of sales promotion

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Explain Sales promotion strategy and their promotion.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Class presentation



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04MM612.5: Systematize the brand image, brand awareness, brand decision, brand personality and also the benefits of brand.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Identify brand concepts in real-life setting by articulating the context of and the rationale for the application SO5.2 Understand the process and methods of brand management, including how to establish brand identity and build brand equity SO5.3 Use the scope of brand management activity across the overall organizational context and analyse how it relates to other business areas SO5.3 Apply effective branding strategies for both consumer and business products/services SO5.4 Apply the key issues in managing a brand portfolio and making strategic brand decisions		Unit-5.0: Brand Management [15 Hours] 5.1 Introduction to brands 5.2 Brand management 5.3 Concept of a brand 5.4 Brand evolution 5.5 Branding challenges and opportunities 5.6 Strategic brand management process 5.7 Identifying and establishing brand positioning and values 5.8 Brand building, brand positioning and values 5.9 Brand repositioning 5.10 Designing and implementing brand strategies 5.11 Brand extension 5.12 Brand hierarchy Kapfrer 5.13 Brand-equity, brand personality, 5.14 Managing brands overtime and brand image 5.15 Integrating advertising and brand management	1. Principles of brand management and tips of effective brand management

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** Explain effective brand management techniques and their role.
- b. **Mini Project:**
- c. **Other Activities (Specify):** Presentation.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
04MM612.1: Identify key aspects of advertising	14	1	1	16
04MM612.2: Select communications for print, social media, film video and broadcast	12	1	1	14
04MM612.3: Utilize effective advertising and brand strategies for consumer and business goods and services	10	1	1	12
04MM612.4: Students will develop sales concept and sales promotion strategies	9	1	1	11
04MM612.5: Systematize the brand image ,brand awareness, brand decision, brand personality and also the benefits of brand	15	1	1	17
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04MM612.1	Advertising need & importance				
04MM612.2	How advertising works				
04MM612.3	Media planning & scheduling				
04MM612.4	Management of sales promotion				
04MM612.5	Brand management				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Ad and Brand Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion



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5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Advertising Management	Aaker, Myers & Batra	Prentice Hall	-
2	Strategic Brand Management	Jean Noel Kampferer	Kapferer Free Press	-
3	Advertising and Promotion	George E. Belch & Michael A. Balch	THM	-
4	Advertising Principles & practices	Wells, Moriarity & Burnett	Prentice Hall	-
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04MM612

Course Title: Ad and Brand Management

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04MM612.1: Identify key aspects of advertising	3	2	2	1	2	2	2	2
04MM612.2: Select communications for print, social media, film video and broadcast	3	3	3	2	2	3	2	2
04MM612.3: Utilize effective advertising and brand strategies for consumer and business goods and services	3	3	3	2	2	2	2	3
04MM612.4: Students will develop sales concept and sales promotion strategies	3	3	3	2	2	2	2	3
04MM612.5: Systematize the brand image, brand awareness, brand decision, brand personality and also the benefits of brand	3	3	3	2	2	3	2	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04MM612.1: Identify key aspects of advertising	SO1.1 SO1.2 SO1.3 SO1.4		Unit-1.0: Advertising need & importance 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14	
POs 1,2,3,4,5,6 PSOs 1,2	04MM612.2: Select communications for print, social media, film video and broadcast	SO2.1 SO2.2 SO2.3 SO2.4		Unit-2.0: How advertising works 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12	
POs 1,2,3,4,5,6 PSOs 1,2	04MM612.3: Utilize effective advertising and brand strategies for consumer and business goods and services	SO3.1 SO3.2 SO3.3		Unit-3.0: Media planning & scheduling 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10	
POs 1,2,3,4,5,6 PSOs 1,2	04MM612.4: Students will develop sales concept and sales promotion strategies	SO4.1 SO4.2 SO4.3 SO4.4		Unit-4.0: Management of sales promotion 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9	
POs 1,2,3,4,5,6 PSOs 1,2	04MM612.5: Systematize the brand image, brand awareness, brand decision, brand personality and also the benefits of brand	SO5.1 SO5.2 SO5.3 SO5.4		Unit-5.0: Brand management 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15	



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Semester-VI

Course Code:	04HR612
Course Title :	Performance And Compensation Management
Pre-requisite:	Students should have basic knowledge of concept of Human Resource Management, Performance Management and its various aspects like Job Analysis, Job evaluation
Rationale:	The subject Performance And Compensation Management is very important as it is an critical aspects of human resource management that aim to enhance employee performance and reward employees for their contributions. The rationale behind performance management is multifaceted, encompassing organizational alignment, employee development, motivation, communication, and strategic decision-making. When implemented thoughtfully, performance management contributes to the overall success, growth, and sustainability of an organization.

Course Outcomes:

04HR612.1: Students will recognize the concept of Performance Management System, Performance appraisal and Development.

04HR612.2: Students will be able to describe the various types of Reward System along with Performance System Trends.

04HR612.3: Students will understand the concept and significance of Job Evaluation along with concept of wage as form of Compensation.

04HR612.4: Students will be able to determine the concept of Incentive Plans for employees along with various benefits provided at workplace.

04HR612.5: Students will be able to assess the key concept of Wages along with its regulation and concept of Wage Policy.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04HR612	Performance And Compensation Management	4	0	2	1	7	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),



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LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04HR612	Performance And Compensation Management	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04HR612.1: Students will recognize the concept of Performance Management System, Performance appraisal and Development.

Approximate Hours

Item	AppX Hrs
CI	11
LI	0
SW	1
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Students will understand the basic concepts of Performance Management SO1.2 Students will analyze the development of Performance Management SO1.3 Students will apply knowledge of Performance Appraisal in practical life SO1.4 Students will understand the concept of Planning Process SO1.5 Students will be able to describe Performance Feedback and Counselling		Unit-1.0: Performance Management [11 Hours] 1.1 Introduction 1.2 Concept and Philosophy 1.3 History from Performance Appraisal to Performance Development 1.4 Objectives of performance management system 1.5 Performance Appraisal 1.6 Performance Management process 1.7 Performance planning 1.8 Documentation of Performance appraisal 1.9 Appraisal Interview 1.10 Performance Feedback 1.11 Counselling	1. Importance of Performance Management 2. Performance Appraisal Process

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Explain the need of Performance Management in the present scenario of Indian Companies.
- b. **Mini Project:** Write a detail note on methods of Performance Appraisal.
- c. **Other Activities (Specify):** Presentation.



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04HR612.2: Students will be able to describe the various types of Reward System along with Performance System Trends.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	1
SL	1
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Students will define the basic concepts of Reward System SO2.2 Students will learn practical knowledge Performance Coaching SO2.3 Students will understand various the concept of Competency Development SO2.4 Students will be able to analyze the significance of Performance Management System SO2.5 Students will be able to evaluate the various Ethical Perspectives in performance appraisal		Unit-2.0: Reward System [12 Hours] 2.1 Introduction 2.2 Concept of reward systems 2.3 Types of Rewards 2.4 Performance Coaching 2.5 Mentoring 2.6 Counselling 2.7 Competency development 2.8 Use of technology 2.9 E-PMS 2.10 International Aspects of PMS 2.11 Performance systems trends. 2.12 Ethical Perspectives in performance appraisal.	1. Methods of Potential Appraisal. 2. Techniques of Potential Appraisal

SW-2 Suggested Sessional Work (SW):

- a. Assignments:** Describe the various types of Rewards in the top 5 companies of India as well as of Multinational Company.
- b. Mini Project:** Write a detail note on Monetary and Non – Monetary Rewards.
- c. Other Activities (Specify):** PPT Presentation, Group Discussion.



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04HR612.3: Students will understand the concept and significance of Job Evaluation along with concept of wage as form of Compensation.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	1
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Students will define the key concepts of Job Evaluation SO3.2 Students will explain the various methods of Job Evaluation SO3.3 Students will be understand the practical knowledge of Wage Policy SO3.4 Students will be able to analyze the Modern Trends in Compensation SO3.5 Students will be able to evaluate the various Wage components		Unit-3.0: Job Evaluation [13 Hours] 3.1 Introduction 3.2 Characteristics 3.3 Methods of Job Evaluation 3.4 Company Wage Policy: 3.5 Wage Determination 3.6 Pay Grades 3.7 Wage Surveys 3.8 Wage Components 3.9 Modern trends in Compensation 3.10 Wage and salary to cost to company concept 3.11 Comparable worth 3.12 Broad banding 3.13 Competency based pay	1. Benefits of Job Evaluation 2. Essentials for the success of Job Evaluation Programme

SW-3 Suggested Sessional Work (SW):

- a. Assignments:** Describe the various type of Job Evaluation method used in Indian Companies.
- b. Mini Project:** Write a short note on process of Job Evaluation.
- c. Other Activities (Specify):** Case Study.



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04HR612.4: Students will be able to determine the concept of Incentive Plans for employees along with various benefits provided at workplace.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Students will be able to identify the concept of Incentive Plans SO4.2 Student will understand the importance of Incentive Plans in present scenario SO4.3 Students will analyze the concept of Pay for Performance SO4.4 Student will be able evaluate the various employee services benefits at workplace SO4.5 Students will learn the various Benefits & Incentive practices in Indian industry		Unit-4.0: Incentive Plans and Benefits [10 Hours] 4.1 Introduction 4.2 Incentives plans for production employees 4.3 Incentive plans for professionals 4.4 Developing effective plans 4.5 Pay for Performance 4.6 Supplementary Pay Benefits 4.7 Insurance Benefits 4.8 Retirement Benefits 4.9 Employee services benefits 4.10 Benefits & Incentive practices in Indian industry	1. Fringe Benefits 2. Essentials of Incentive Plans

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Explain the various Benefits and Incentives provided to Government Employees.
- b. **Mini Project:** Describe the various types of Fringe Benefits.
- c. **Other Activities (Specify):** Class presentation.



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04HR612.5: Students will be able to assess the key concept of Wages along with its regulation and concept of Wage Policy.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Students will be able to define key concept of Wages in India SO5.2 Students will analyze the methods of Wage Regulation SO5.3 Student will understand the concept of Wage Differentials SO5.4 Student will analyze the importance of Wage Boards and Pay Commissions SO5.5 Students will relate the concept of Linking wages with productivity		Unit-5.0: Wages [14 Hours] 5.1 Concept of Wages 5.2 Minimum wage, fair wage and living wage 5.3 Methods of state regulation of Wages 5.4 Wage differentials 5.5 National wage policy 5.6 Regulating payment of wages 5.7 Wage Boards 5.8 Pay commissions 5.9 Dearness allowances 5.10 Linking wages with productivity 5.11 Special compensation situations 5.12 International compensation 5.13 Managing variations 5.14 Expatriate Pay	1. Current Pay Commission 2. Essentials of Wage Policy

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Write a detail note on importance of Wage Regulation in India.
- b. Mini Project:** Make a list of recommendations of Pay Commission approved by Government of India.
- c. Other Activities (Specify):** Class Presentation, Group Discussion.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
04HR612.1: Students will recognize the concept of Performance Management System, Performance appraisal and Development	11	1	1	13
04HR612.2: Students will be able to describe the various types of Reward System along with Performance System Trends	12	1	1	14
04HR612.3: Students will understand the concept and significance of Job Evaluation along with concept of wage as form of Compensation	13	1	1	15
04HR612.4: Students will be able to determine the concept of Incentive Plans for employees along with various benefits provided at workplace	10	1	1	12
04HR612.5: Students will be able to assess the key concept of Wages along with its regulation and concept of Wage Policy	14	1	1	16
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04HR612.1	Performance Management				
04HR612.2	Reward System				
04HR612.3	Job Evaluation				
04HR612.4	Incentive Plans And Benefits				
04HR612.5	Wages				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Performance and Compensation Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Performance Management	Herman Aguinis	Pearson	2013
2	Compensation	Milkovich & Newman	McGraw Hill	2017
3	Compensation management	T.N. Chhabra & Savitha Rastogi	Sun India Publications	2007
4	Human Resource Management	Gary Dessler	Pearson	2017
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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4. Dr. Prakash Kumar Sen, Assistant Professor, FMS, AKS University, Satna.
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6. Mr. Pramod Kumar Dwivedi, Assistant Professor, FMS, AKS University, Satna.
7. Mrs. Shinu Shukla, Assistant Professor, FMS, AKS University, Satna.
8. Mr. Krishna Kumar Mishra, Assistant Professor, FMS, AKS University, Satna.
9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04HR612

Course Title: Performance and Compensation Management

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04HR612.1: Students will recognize the concept of Performance Management System, Performance appraisal and Development	3	1	2	1	1	1	1	1
04HR612.2: Students will be able to describe the various types of Reward System along with Performance System Trends	2	1	2	1	1	2	1	1
04HR612.3: Students will understand the concept and significance of Job Evaluation along with concept of wage as form of Compensation	2	1	2	1	1	1	1	2
04HR612.4: Students will be able to Determine the concept of Incentive Plans for employees along with various benefits provided at workplace	2	1	1	2	1	1	2	1

04HR612.5: Students will be able to assess the key concept of Wages along with its regulation and concept of Wage Policy	2	2	2	1	1	1	1	2

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04HR612.1: Students will recognize the concept of Performance Management System, Performance appraisal and Development	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Performance Management 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11	
POs 1,2,3,4,5,6 PSOs 1,2	04HR612.2: Students will be able to describe the various types of Reward System along with Performance System Trends	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Reward System 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11	
POs 1,2,3,4,5,6 PSOs 1,2	04HR612.3: Students will understand the concept and significance of Job Evaluation along with concept of wage as form of Compensation	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Job Evaluation 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13	
POs 1,2,3,4,5,6 PSOs 1,2	04HR612.4: Students will be able to Determine the concept of Incentive Plans for employees along with various benefits provided at workplace	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Incentive Plans and Benefits 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10	
POs 1,2,3,4,5,6 PSOs 1,2	04HR612.5: Students will be able to assess the key concept of Wages along with its regulation and concept of Wage Policy	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Wages 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14	



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Semester-V

Course Code:	04FM612
Course Title :	Investment Analysis and Portfolio Management
Pre-requisite:	Student should have basic knowledge of Finance, Mathematics and Share Market
Rationale:	Income of the people can be divided into two parts, one is expenditure and another is saving. People can invest their savings into different investment options and they can maximize return from their investment by taking minimum risk, but everybody is not skilled enough to analyze the market and economic conditions of the country, industry and company. People are also not able to predict the market trend as well. There is a need of skilled professionals who can analyze the market and economic conditions of the country, industry, and company and also who can predict the trends of share market. There is a need of professionals who can invest the fund of people in different profitable investment options by designing the portfolio according to people's need, Because of all these reasons management student should study this subject, because this subject equips management students with investment and analytical skills.

Course Outcomes:

04FM612.1: Student will explain the concept of risk and return and their calculation, Valuation of Bond and Fundamental analysis-EIC framework.

04FM612.2: Student will illustrate the share valuation by different dividend discount models. Student will also illustrate different charts and patterns in technical analysis.

04FM612.3: Student will calculate risk and return of a portfolio by Markowitz model. Student will also use active and passive investment strategies.

04FM612.4: Student will analyze the assets pricing with the help of capital asset pricing model, characteristic line, capital market line and security market line and will also analyze the overvalued and undervalued assets.

04FM612.5: Student will calculate NAV of a fund and will appraise funds' performance by Sharpe's, Treynor's and Jensen's performance evaluation models of mutual fund.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04FM612	Investment Analysis and Portfolio Management	4	0	1	1	6	4



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Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04FM612	Investment Analysis and Portfolio Management	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04FM612.1: Student will explain the concept of risk and return and their calculation, Valuation of Bond and Fundamental analysis-EIC framework.

Approximate Hours

Item	AppX Hrs
CI	16
LI	0
SW	1
SL	2
Total	19

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Student will assess the risk and return of an asset SO1.2 Student will evaluate the bond SO1.3 Student will be able to do the economic analysis, industry analysis, and company analysis		Unit-1.0: Basics of Risk and Return, Bond Valuation, and Fundamental Analysis [16 Hours] 1.1 Concept of returns and calculation of Expected Return 1.2 application of standard deviation, and coefficient of variation 1.3 Application of Beta and Alpha 1.4 Bonds : present value of a bond 1.5 Yield to maturity 1.6 Yield to call and Yield to put 1.7 Systematic risk, price risk, interest rate risk, default risk. 1.8 Yield curve and Theories regarding shape of yield curve. 1.9 Unsystematic risk and non-risk factors that influence yields. 1.10 Duration and modified duration 1.11 Immunization of a bond portfolio. 1.12 Fundamental analysis- EIC framework; Economic analysis: Leading lagging & coincident macro-economic indicators 1.13 Expected direction of movement of stock prices	1. Practice-Measurement of Risk and Return 2. Financial analysis of an industry



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		with macroeconomic variables in the Indian context 1.14 Industry analysis: stages of life cycle 1.15 Porter's five forces model, and SWOT analysis 1.16 Company Analysis	

SW-1 Suggested Sessional Work (SW):

a. Assignments:

- Risk & Return, Bond Valuation.
- Fundamental Analysis.

b. Mini Project: Calculate expected return and Total Risk of the Sensex for last twelve months based on closing price.

c. Other Activities (Specify): Student will do fundamental analysis (company will be decided by subject teacher).



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04FM612.2: Student will illustrate the share valuation by different dividend discount models. Student will also illustrate different charts and patterns in technical analysis.

Approximate Hours

Item	AppX Hrs
CI	20
LI	0
SW	1
SL	2
Total	23

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Student will evaluate the shares with the help of dividend discount models SO2.2 Student will do the technical analysis SO2.3 Student will recognize the different patterns in the share price movements and will predict the price movement SO2.4 Student will explain about the implication of EMH in investment decision making		Unit-2.0: Share Valuation, Technical Analysis and EMH [20 Hours] 2.1 Dividend Discount Models- No growth, and Constant growth model 2.2 Two stage growth model 2.3 Multiple stages growth model 2.4 Relative valuation models using P/E ratio and Book value to market value 2.5 Technical analysis: meaning, assumptions, difference between technical and fundamental analysis 2.6 Price indicators- Dow theory 2.7 Advances and declines 2.8 New highs and lows 2.9 Circuit filters 2.10 Trends: resistance, support, consolidation, and momentum 2.11 Charts: line chart, bar chart, and point & figure chart 2.12 Charts: candle chart 2.13 Patterns: head & shoulders, and Triangle 2.14 Patterns: Rectangle, Flag, Cup & Saucer 2.15 Double topped, and double bottomed 2.16 Indicators: moving averages 2.17 Efficient market hypothesis- Concept of efficiency, and Random walk 2.18 Three forms of EMH: Weak form of EMH	1. Practice - share Valuation 2. Volume indicators Dow Theory and small investor volumes. 3. Other indicators- futures, institutional activity



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		2.19 Three forms of EMH: Semi-strong form of EMH and Strong form of EMH 2.20 Implications of EMH for investment decisions. (No numerical in EMH and technical analysis)	

SW-2 Suggested Sessional Work (SW):

a. Assignments:

- Share Valuation, Charts, Patterns.
- Price Indicators, EMH.

b. Mini Project: Student will observe the share price movement of a company for one month and identify the patterns and will make the report of the same (Company will be decided by the subject teacher).

c. Other Activities (Specify): PPT Presentation on EMH



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04FM612.3: Student will calculate risk and return of a portfolio by Markowitz model. Student will also use active and passive investment strategies.

Approximate Hours

Item	AppX Hrs
CI	11
LI	0
SW	1
SL	2
Total	14

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Student will be able to calculate the risk and return of a portfolio based on Markowitz portfolio model SO3.2 Student will be able to construct the appropriate portfolio for individuals based on traditional portfolio management SO3.3 Student will be able to allocate the asset based on asset allocation pyramid and investors life cycle approach SO3.4 Student will be able to use the passive as well as active portfolio management services		Unit-3.0: Leasing and Hire Purchase [11 Hours] 3.1 Portfolio analysis- Concept of a portfolio, Risk and Return of a portfolio 3.2 Markowitz portfolio model: risk and return for 2 assets portfolio 3.3 risk and return for 3 asset portfolios 3.4 concept of efficient frontier & optimum portfolio 3.5 Investor risk and return preferences: Indifference curves and the efficient frontier 3.6 Traditional portfolio management for individuals: Objectives, constraints, time horizon, current wealth, 3.7 Traditional portfolio management for individuals: tax considerations, liquidity requirements, and anticipated inflation 3.8 Asset allocation: Asset allocation pyramid 3.9 Asset allocation: Investor life cycle approach 3.10 Portfolio management services: Passive – Index funds and Systematic investment plans 3.11 Active – Market timing, and Style investing	1. Systematic and unsystematic risk 2. Practice- Calculation of portfolio risk and return

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:**
 - Asset Allocation, Portfolio management services.
 - Calculation of risk and return with the help of Markowitz model.
- b. **Mini Project:** Construct a portfolio for your father (Based on traditional portfolio management).
- c. **Other Activities (Specify):** Do some dummy investments through SIP in the fund and then evaluate the results (Subject teacher will give you the fund name).



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04FM612.4: Student will analyze the assets pricing with the help of capital asset pricing model, characteristic line, capital market line and security market line and will also analyze the overvalued and undervalued assets.

Approximate Hours

Item	AppX Hrs
CI	7
LI	0
SW	1
SL	1
Total	9

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Student will explain about the relationship between Capital Asset Pricing Model and efficient frontier SO4.2 Student will explain about the Characteristic Line, Capital Market Line and Security Market Line SO4.3 Student will explain about the expected and required return SO4.4 Student will explain about the overvalued and undervalued assets		Unit-4.0: Capital Asset Pricing Model [7 Hours] 4.1 Capital Asset Pricing Model: Efficient frontier with a combination of risky and risk free assets 4.2 Assumptions of single period classical CAPM model 4.3 Characteristic line 4.4 Capital Market Line 4.5 Security market Line 4.6 Expected return and required return 4.7 Overvalued and undervalued assets	1. Risk Premium 2. Arbitrage Pricing Theory

SW-4 Suggested Sessional Work (SW):

- a. Assignments:** CAPM Assumptions, Capital Market Line, Security Market Line.
- b. Mini Project:** Determine whether an asset is fairly valued or overvalued or undervalued (Subject teacher will provide you an asset for the purpose).
- c. Other Activities (Specify):** PPT Presentation on relationship between Capital Asset Pricing Model and Efficient Frontier.



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04FM612.5: Student will calculate NAV of a fund and will appraise funds' performance by Sharpe's, Treynor's and Jensen's performance evaluation models of mutual fund.

Approximate Hours

Item	AppX Hrs
CI	6
LI	0
SW	1
SL	1
Total	8

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Student will classify the mutual fund schemes SO5.2 Student will explain the advantages and disadvantage of investing through mutual funds SO5.3 Student will calculate the NAV and evaluate the performance of the fund using different models		Unit-5.0: Mutual Funds [6 Hours] 5.1 Mutual Funds:- Introduction and Calculation of Net Asset Value (NAV) of a Fund 5.2 Classification of mutual fund schemes by structure 5.3 Classification of mutual fund schemes by objective 5.4 Advantages and Disadvantages of investing through mutual fund 5.5 Performance Evaluation using Sharpe's model 5.6 Performance Evaluation using Treynor's and Jensen's measures	1. Practice:- NAV calculation and performance evaluation

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Mutual Fund (Theory), Fund Valuation.
- b. Mini Project:** Prepare a report on the performance of the selected 5 mutual funds in last five years (Funds name will be detailed by the subject teacher).
- c. Other Activities (Specify):** Quiz on mutual fund.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
04FM612.1: Student will explain the concept of risk and return and their calculation, Valuation of Bond and Fundamental analysis-EIC framework	16	1	2	19
04FM612.2: Student will illustrate the share valuation by different dividend discount models. Student will also illustrate different charts and patterns in technical analysis	20	1	2	23
04FM612.3: Student will calculate risk and return of a portfolio by Markowitz model. Student will also use active and passive investment strategies	11	1	2	14
04FM612.4: Student will analyze the assets pricing with the help of capital asset pricing model, characteristic line, capital market line and security market line and will also analyze the overvalued and undervalued assets	7	1	1	9
04FM612.5: Student will calculate NAV of a fund and will appraise funds' performance by Sharpe's, Treynor's and Jensen's performance evaluation models of mutual fund	6	1	1	8
Total Hours	60	5	8	73

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04FM612.1	Basics of Risk and Return, Bond Valuation, and Fundamental Analysis				
04FM612.2	Share Valuation, Technical Analysis and EMH				
04FM612.3	Portfolio analysis and Portfolio management services				
04FM612.4	Capital Asset Pricing Model				
04FM612.5	Mutual Funds				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Investment Analysis and Portfolio Management will be held with written



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examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Security Analysis & Portfolio Management	Fischer, D.E. & Jordan, R.J	Pearson Education	Latest Edition
2	Investments	Sharpe, W.F., Alexander, G.J. & Bailey, J.	Prentice Hall of India	Latest Edition
3	Security Analysis & Portfolio Management	Singh, R	Excel Books	Latest Edition
4	Investment Analysis and Portfolio Management	Frank K Reilly & Keith C Brown	Cenage India Pvt. Ltd	Latest Edition
5	Investment Analysis and Portfolio Management	Punithavathy Pandian	Vikas Publishing House	Latest Edition
6	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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5. Dr. Seema Dwivedi, Assistant Professor, FMS, AKS University, Satna.
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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04FM612

Course Title: Investment Analysis and Portfolio Management

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04FM612.1: Student will explain the concept of risk and return and their calculation, Valuation of Bond and Fundamental analysis-EIC framework	3	2	3	2	3	2	2	1
04FM612.2: Student will illustrate the share valuation by different dividend discount models. Student will also illustrate different charts and patterns in technical analysis	2	2	3	2	3	2	2	1
04FM612.3: Student will calculate risk and return of a portfolio by Markowitz model. Student will also use active and passive investment strategies	3	2	3	3	3	2	2	1
04FM612.4: Student will analyze the assets pricing with the help of capital asset pricing model, characteristic line, capital market line and security market line and will also analyze the overvalued and undervalued assets	3	1	2	2	2	2	1	1



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04FM612.5: Student will calculate NAV of a fund and will appraise funds' performance by Sharpe's, Treynor's and Jensen's performance evaluation models of mutual fund	3	2	3	3	2	2	1	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04FM612.1: Student will explain the concept of risk and return and their calculation, Valuation of Bond and Fundamental analysis-EIC framework	SO1.1 SO1.2 SO1.3		Unit-1.0: Basics of Risk and Return, Bond Valuation, and Fundamental Analysis 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16	
POs 1,2,3,4,5,6 PSOs 1,2	04FM612.2: Student will illustrate the share valuation by different dividend discount models. Student will also illustrate different charts and patterns in technical analysis	SO2.1 SO2.2 SO2.3 SO2.4		Unit-2.0: Share Valuation, Technical Analysis and EMH 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20	
POs 1,2,3,4,5,6 PSOs 1,2	04FM612.3: Student will calculate risk and return of a portfolio by Markowitz model. Student will also use active and passive investment strategies	SO3.1 SO3.2 SO3.3 SO3.4		Unit-3.0: Portfolio analysis and Portfolio management services 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11	
POs 1,2,3,4,5,6 PSOs 1,2	04FM612.4: Student will analyze the assets pricing with the help of capital asset pricing model, characteristic line, capital market line and security market line and will also analyze the overvalued and undervalued assets	SO4.1 SO4.2 SO4.3 SO4.4		Unit-4.0: Capital Asset Pricing Model 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7	
POs 1,2,3,4,5,6 PSOs 1,2	04FM612.5: Student will calculate NAV of a fund and will appraise funds' performance by Sharpe's, Treynor's and Jensen's performance evaluation models of mutual fund	SO5.1 SO5.2 SO5.3		Unit-5.0: Mutual Funds 5.1, 5.2, 5.3, 5.4, 5.5, 5.6	



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Semester-VI

Course Code:	05MT651
Course Title :	Field Project
Pre-requisite:	Students should have a strong foundation in the areas like HR, Marketing, Finance and General management. Student should also have the basic knowledge of computer.
Rationale:	Integrating OBE into BBA Field Projects ensures that students gain practical skills and knowledge essential for their future careers. This structured approach helps bridge the gap between academic learning and professional application, preparing students to meet the demands of the business world.

Course Outcomes:

05MT651.1: Apply academic knowledge to real-world business tasks and challenges.

05MT651.2: Demonstrate the ability to analyze and propose solutions to business problems.

05MT651.3: Display professional behavior and ethical decision-making in a business setting.

05MT651.4: Communicate business information clearly and effectively in both written and oral forms.

05MT651.5: Collaborate with team members to achieve business objectives.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
PJT	05MT651	Field Project	0	12	0	0	12	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)								End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Progressive Assessment (PRA)									
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)				
PJT	05MT651	Field Project	-	-	-	-	-	-	-	-	100	

Course Detailing:

During 5th Semester students will undergo a Field Project of 45 days in industries and markets. The 45-day field project in the BBA program offers students a practical and immersive learning experience aimed at bridging academic knowledge with real-world applications. Through this project, students have the opportunity to engage directly with industry practices, apply theoretical concepts in practical settings, and develop essential skills crucial for their professional development. Under the guidance of experienced mentors and faculty advisors, students undertake meaningful projects, conduct research, analyze data, and propose solutions to business challenges, thereby gaining valuable insights into organizational dynamics and operational strategies. This hands-on experience not only enhances their academic learning but also prepares them to effectively navigate complexities in their future careers, fostering critical thinking, teamwork, and leadership capabilities essential in today's competitive business environment.

Guideline for Making a Field Project Report:

- 1. Cover Page:** Include the title of your report, your name, Field Project start and end dates, name of your university, department, and the name of the organization where you completed the Field Project.
- 2. Table of Contents:** List all the main sections and subsections of your report with corresponding page numbers for easy navigation.
- 3. Executive Summary:** Provide a brief overview of your Field Project experience, including the organization's background, your roles and responsibilities, major projects or tasks undertaken, key achievements, and a summary of your overall learning outcomes.



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4. Introduction: Introduce the purpose of the Field Project report, your objectives for the Field Project, and the methodology used (if applicable, e.g., research methods, data collection techniques).

5. Organization Overview: Describe the organization where you completed your Field Project, including its history, mission, organizational structure, products/services offered, target market, and any other relevant details.

6. Field Project Experience:

- **Roles and Responsibilities:** Detail your specific roles, responsibilities, and projects/tasks assigned during the Field Project.
- **Skills Developed:** Discuss the skills you gained or improved upon during the Field Project (e.g., technical skills, soft skills, industry-specific knowledge).
- **Challenges Faced:** Describe any challenges or obstacles encountered during your Field Project and how you addressed them.
- **Achievements:** Highlight notable achievements, contributions, or projects completed during your Field Project, emphasizing the impact of your work on the organization.

7. Learning Outcomes: Reflect on your learning outcomes and personal development during the Field Project. Discuss how the experience contributed to your academic and career goals.

8. Analysis and Evaluation: Analyze the strengths and weaknesses of the organization's operations or processes you observed during the Field Project. Provide constructive feedback or recommendations for improvement.

9. Conclusion: Summarize the key points of your Field Project experience, reiterate the significance of your contributions, and reflect on the overall value of the Field Project towards your professional development.

10. Recommendations (if applicable): Provide recommendations for the organization based on your observations and experiences during the Field Project.

11. References/Bibliography: Include any sources referenced or cited throughout your Field Project report using appropriate citation style (e.g., APA, MLA).

12. Appendices: Include any supplementary materials such as project reports, presentations, certificates of completion, or any other relevant documents that support your Field Project experience.



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Semester-VII

Course Code:	01MT701
Course Title :	Business policy and Strategy
Pre-requisite:	Student will be able to learn and Understands the Key concept of business policy and strategic management
Rationale:	The student will study about a strong foundation in both business principles and Strategic Management. As well as preparing them for leadership roles in a dynamic and competitive industry which help them to understand the application of business policy and management which makes the managers and employees more realistic, justifiable, reasonable and free from personal biasness. They will learn about decision steps required to bring the customers into the business and fulfill their buying needs. Through this student will learn about logical thinking, sensibility and decision making

Course Outcomes:

01MT701.1: Define Business Policy, strategy, mission and vision statements.

01MT701.2: Explain about different aspect of Environment Analysis and diagnosis.

01MT701.3: Analyze and understand the formulation of competitive strategy.

01MT701.4: Analyze the importance of Growth strategies.

01MT701.5: Create and Evaluate the Strategic Framework.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	01MT701	Business policy and Strategy	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MCC	01MT701	Business policy and Strategy	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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01MT701.1: Define Business Policy, strategy, mission and vision statements.

Approximate Hours

Item	AppX Hrs
CI	16
LI	0
SW	1
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1. To learn about the concept of business policy and strategy SO1.2 To understand the Need and Importance of Strategic Management SO1.3 To create the understanding of the business and functional level strategic management decision SO1.4 Understand the criteria for evaluating mission statement SO1.5 To create and understand the formulation of mission statement		Unit-1.0: Business policy and strategy [16 Hours] 1.1 Concept of business policy and strategy. 1.2 Nature of business policy and strategy. 1.3 Importances of business policy and strategy. 1.4 Strategic Management Process 1.5 Importance of Strategic Management Process 1.6 Corporate 1.7 Business strategic management 1.8 Functional level strategic management decision 1.9 Formulation of vision statement. 1.10 Criteria for evaluating a mission statement. 1.11 Formulation of mission statement. 1.12 Goal, Process and input 1.13 Drucker,s Performance Area 1.14 Bennis's Core Problem 1.15 Need for vision statement 1.16 Need for mission statement	1. Retail management. 2. Importance of retail Management. 3. Emerging trends in retailing.

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Explain about nature and importance of business policy and strategy?
- b. **Mini Project:** Evolution of retailing in India
- c. **Other Activities (Specify):** Case study, Presentation.



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01MT701.2: Explain about different aspects of Environment Analysis and diagnosis.

Approximate Hours

Item	AppX Hrs
CI	16
LI	0
SW	1
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Discuss about Environmental Analysis and diagnosis SO2.2 Understand different types of Environment SO2.3 Create Understanding about remote environment SO2.4 To create awareness about Michael E. Porter's 5 forces model SO2.5 To understand the importance of competitive advantage and core competence		Unit-2.0: Environmental Analysis and diagnosis [16 Hours] 2.1 Define environmental analysis and Diagnosis. 2.2 External Environment Analysis. 2.3 Impact of External Environment Analysis. 2.4 Internal Environment Analysis. 2.5 Importance of Internal Environment Analysis. 2.6 Organizational policy and strategy 2.7 Organizations dependence on the environment. 2.8 Analysis of Remote Environment 2.9 Importance of Remote Environment 2.10 Analysis of Specific Environment. 2.11 Michael E. Porter's 5 forces model 2.12 Importance of Michael E. Porter's 5 forces model 2.13 Internal analysis 2.14 Importance of organizational capabilities 2.15 Michael E. Porter's value chain analysis 2.16 Importance of Michael E. Porter's value chain analysis	1. Learned about various environmental analyses. 2. Michael E. Porter's value chain analysis

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Explain about different types of environment and its impact.
- b. **Mini Project:** Michael E. Porter's value chain analysis.
- c. **Other Activities (Specify):** Case analysis, Presentation.



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01MT701.3: Analyze and understand the formulation of competitive strategy.

Approximate Hours

Item	AppX Hrs
CI	16
LI	0
SW	1
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 To Discuss the Nature and importance of competitive strategies SO3.2 To Understand the concept of Michael E. Porter's generic competitive strategies SO3.3 To analyze the implementation of competitive strategy SO3.4 To analyze Offensive and Defensive moves SO3.5 To create the awareness about corporate Strategies		Unit-3.0: Formulation of Competitive strategies [16 Hours] 3.1 Competitive Strategies 3.2 Need of Competitive Strategies. 3.3 Importance of Competitive Strategies. 3.4 Formulation of competitive strategies. 3.5 Michael E. Porter's generic competitive strategies. 3.6 Importance of Michael E. Porter's generic competitive strategies 3.7 Implementation of competitive strategies 3.8 Offensive moves 3.9 Importance of Offensive moves 3.10 Defensive moves 3.11 Importance of Defensive moves. 3.12 Introduction to strategies of growth 3.13 Introduction to strategies of stability. 3.14 Introduction to strategies of Renewal. 3.15 Formulating corporate strategies. 3.16 Importance of corporate strategies.	1. Learned about competitive environment and strategies

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Explain about Michael E. Porter's generic competitive strategies.
- b. **Mini Project:** Offensive and Defensive Moves.
- c. **Other Activities (Specify):** Class Presentation, Case Analysis



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01MT701.4: Analyze the importance of Growth strategies.

Approximate Hours

Item	AppX Hrs
CI	20
LI	0
SW	1
SL	1
Total	22

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 To Understand about Growth strategies SO4.2 Define Integration and diversification SO4.3 To create the Understanding about Product development SO4.4 Analyze the different aspect of international expansion SO4.5 To understand the importance of merger and acquisitions		Unit-4.0: Types of Growth Strategies [20 Hours] 4.1 Define Growth Strategy 4.2 Concentrated growth 4.3 Product Development 4.4 Integration 4.5 Importance of Integration 4.6 Diversification 4.7 Significance of Diversification 4.8 International Expansion 4.9 Importance of International Expansion 4.10 Multi Domestic Approach 4.11 Franchising 4.12 Need and importance of Franchising 4.13 Licensing 4.14 Need and significance of Licensing 4.15 Joint Venture 4.16 Renewal strategies 4.17 Retrenchment 4.18 Turnaround 4.19 Merger 4.20 Acquisitions	1. Learn about different Growth Strategies 2. Learn about International expansion

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Define Merger and Acquisitions. Explain about retrenchment and turnaround.
- b. **Mini Project:** Difference between franchising, Licensing, Joint Venture.
- c. **Other Activities (Specify):** Class presentation and Case Analysis.



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01MT701.5: Create and Evaluate the Strategic Framework.

Approximate Hours

Item	AppX Hrs
CI	22
LI	0
SW	1
SL	1
Total	24

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Understand the concept of Strategic Framework SO5.2 Identify various stages of Strategic analysis and choice SO5.3 To Analyze Strategic gap and Portfolio SO5.4 To understand Culture and Strategic Leadership SO5.5 To Understand Strategic control and evaluation		Unit-5.0: Strategic Framework [22 Hours] 5.1 Strategic Analysis 5.2 Strategic Framework 5.3 Strategic gap analysis 5.4 Portfolio analyses 5.5 BCG Matrix 5.6 GE 5.7 Product market evolution matrix 5.8 Experience curve 5.9 Significance of Experience curve 5.10 Directional Policy Matrix 5.11 Importance of Directional Policy Matrix 5.12 Life cycle Portfolio matrix 5.13 Grand Strategy selection matrix 5.14 Behavioral considerations 5.15 Impact of structure 5.16 Culture and leadership 5.17 Impact of Culture and leadership 5.18 Functional Strategies 5.19 Significance of Functional Strategies 5.20 Balanced Score card 5.21 Importance of Balanced Score card 5.22 Strategic control and evaluation	1. Learned about BCG 2. Life cycle of product

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** Define Life cycle portfolio matrix. Explain about Strategic Analysis and Choice.
- b. **Mini Project:** Write the importance of strategic control and evaluation.
- c. **Other Activities (Specify):** Case Analysis and Presentation.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
01MT701.1: Define Business Policy, strategy, mission and vision statements	16	1	1	18
01MT701.2: Explain about different aspect of Environment Analysis and diagnosis	16	1	1	18
01MT701.3: Analyze and understand the formulation of competitive strategy	16	1	1	18
01MT701.4: Analyze the importance of Growth strategies	20	1	1	22
01MT701.5: Create and Evaluate the Strategic Framework	22	1	1	24
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
01MT701.1	Business Policy and Strategy				
01MT701.2	Environmental analysis & Diagnosis				
01MT701.3	Formulation of Competitive Strategies				
01MT701.4	Growth Strategies				
01MT701.5	Strategic Framework				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Quantitative Techniques for Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials



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3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Strategic Management Formulation Implementation and control	J.A. Pearce & R.B. Robinson	Tata McGraw Hill	12 th Edition
2	Crafting and Executing Strategy	Arthur A. Thompson Jr. & A.J Strickland III	Tata McGraw Hill	21 st Edition
3	Strategic Management	Upendra Kachru	Excel Books	-
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 01MT701

Course Title: Business policy and strategy

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
01MT701.1: Define Business Policy, strategy, mission and vision statements	3	2	3	2	2	3	3	2
01MT701.2: Explain about different aspect of Environment Analysis and diagnosis	3	2	3	2	2	2	2	2
01MT701.3: Analyze and understand the formulation of competitive strategy	3	3	3	2	1	1	2	2
01MT701.4: Analyze the importance of Growth strategies	3	3	3	3	1	1	2	1
01MT701.5: Create and Evaluate the Strategic Framework	3	2	2	1	2	2	3	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	01MT701.1: Define Business Policy, strategy, mission and vision statements	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Business Policy and Strategy 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16	
POs 1,2,3,4,5,6 PSOs 1,2	01MT701.2: Explain about different aspect of Environment Analysis and diagnosis	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Environmental analysis & Diagnosis 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16	
POs 1,2,3,4,5,6 PSOs 1,2	01MT701.3: Analyze and understand the formulation of competitive strategy	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Formulation of Competitive Strategies 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16	
POs 1,2,3,4,5,6 PSOs 1,2	01MT701.4: Analyze the importance of Growth strategies	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Growth Strategies 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14, 4.15, 4.16, 4.17, 4.18, 4.19, 4.20	
POs 1,2,3,4,5,6 PSOs 1,2	01MT701.5: Create and Evaluate the Strategic Framework	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Strategic Framework 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15, 5.16, 5.17, 5.18, 5.19, 5.20, 5.21, 5.22	



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Semester-VII

Course Code:	02RM702
Course Title :	Research Methodology
Pre-requisite:	Student should have enquiring mind set and basic knowledge of Business Statistics and Computer
Rationale:	All the progress and development is the result of research, in today's business world business environment is very dynamic, things are changing very quickly, there is throat-cut competition among the business firms, so those firms will only survive which will do research and development work and innovate new product, process and will have idea about consumer behaviour. Without having knowledge of research methodology any one cannot do research properly, so the study of research methodology is very important for management students.

Course Outcomes:

02RM702.1: The student will define research, research problem, and hypothesis.

02RM702.2: The student will explain about the Research Design, Sampling Design and use of different sampling techniques.

02RM702.3: The student will illustrate the construction of scales, process of primary and secondary data collection with the help of, different data collection methods.

02RM702.4: The students will apply the descriptive statistics, z-test, t-test, f-test and chi square-test in the data analysis.

02RM702.5: Student will ethically prepare a research report.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	02RM702	Research Methodology	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),



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SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Faculty:											
Code	Course Code	Course Title	Scheme of Assessment (Marks)							End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Progressive Assessment (PRA)								
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)			
MCC	02RM702	Research Methodology	15	20	5	5	5	50	50	100	

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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02RM702.1: The student will define research, research problem, and hypothesis.

Approximate Hours

Item	AppX Hrs
CI	9
LI	0
SW	1
SL	1
Total	11

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1: Student will Explain about Research and Types of research SO1.2: Student will describe the research process SO1.3: Student will formulate the research problem SO1.4: Student will formulate the hypothesis		Unit-1.0: Introduction to Research [9 Hours] 1.1 Meaning and Purpose of research 1.2 Types of Research. 1.3 Significance of Research and Research Methods Vs Research Methodology. 1.4 Research Process. 1.5 Criteria of a good Research 1.6 Problems Encountered by Researchers in India. 1.7 Identification and Selection of a Research Problem 1.8 Research problem formulation 1.9 Research Question and Hypothesis formulation	1. Methods of qualitative and quantitative research

SW-1 Suggested Sessional Work (SW):

a. Assignments:

1. Process of research, Problems encountered by researchers in India.
2. Purpose and Types of Research.

b. Mini Project: Formulate the research problem related to general management, finance, HR, and marketing.

c. Other Activities (Specify): Student will formulate the hypothesis in the class room under the guidance of subject teacher



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02RM702.2: The student will explain about the Research Design, Sampling Design and use of different sampling techniques.

Approximate Hours

Item	AppX Hrs
CI	18
LI	0
SW	2
SL	1
Total	21

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1: Student will explain about the research design SO2.2: Student will Differentiate between Exploratory Research Design and Descriptive Research Design SO2.3: Student will explain about the various experimental research designs SO2.4: Student will explain about the process of Sample design SO2.5: Student will demonstrate the use of various sampling techniques		Unit-2.0: Research Design and Sampling Design [18 Hours] 2.1 Meaning and Need of research design. 2.2 Features of a Good Research Design. 2.3 Exploratory Research Design 2.4 Descriptive and Diagnostic Research Design 2.5 Basic Principle of Experimental Designs 2.6 Informal Experimental Research Designs. 2.7 Formal Experimental Research Designs: - Completely Randomized Design. 2.8 Formal Experimental Research Designs:- Randomized Block Design. 2.9 Formal Experimental Research Designs:-Latin Square Design 2.10 Sampling Design: - Meaning of Sample, Census and Sampling Design. 2.11 Steps of Sampling Design. 2.12 Types of Sampling: Non Probability Sampling Techniques. 2.13 Types of Sampling: Probability Sampling Techniques- Simple Random Techniques. 2.14 Types of Sampling: Probability Sampling Techniques- Complex	1. Factorial Design 2. Advantages and Limitations of Sampling



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		Random Techniques-Systematic Sampling, Stratified Sampling. 2.15 Types of Sampling: Probability Sampling Techniques- Complex Random Techniques-Cluster Sampling, Multi-Stage Sampling. 2.16 Types of Sampling: Probability Sampling Techniques- Complex Random Techniques-Sampling with probability proportional to size and Sequential Sampling. 2.17 Sampling and Non-Sampling Errors. 2.18 Determination of Sample Size	

SW-2 Suggested Sessional Work (SW):

a. Assignments:

1. Types of Research Designs
2. Types of Sampling Designs

b. Mini Project: Make a appropriate sample design for a topic (Topic will be given by a subject teacher).

c. Other Activities (Specify): Determination of sample size in the class under the guidance of a subject teacher



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02RM702.3: The student will illustrate the construction of scales, process of primary and secondary data collection with the help of, different data collection methods.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	2
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1: Student will be able to measure the data in appropriate measurement scale SO3.2: Student will apply the appropriate scaling technique in his / her research work SO3.3: Student will differentiate between primary and secondary data SO3.4: Student will design the appropriate questionnaire and schedule SO3.5: Student will be able to collect the primary and secondary data		Unit-3.0: Scaling Techniques and Data Collection [13 Hours] 3.1 Meaning of Measurement scale and Classification of Measurement Scales – Nominal, Ordinal, Interval and Ratio Scales. 3.2 Validity and Reliability of Scales. 3.3 Scaling Techniques- Comparative Scaling Techniques. 3.4 Scaling Techniques- Non Comparative Scaling Techniques. 3.5 Data Collection- Meaning of Primary Data and Observation method. 3.6 Personal Interviews 3.7 Telephonic Interviews 3.8 Questionnaire Method. 3.9 Main Aspects of a Questionnaire 3.10 Schedule Method 3.11 Difference between Questionnaire and Schedule 3.12 Meaning and Sources of secondary data. 3.13 Precautions while using secondary data	1. Focus group 2. Case study 3. Content Analysis

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:**
 1. Application of comparative and non-comparative scaling techniques.
 2. Interview and Observation Methods
- b. **Mini Project:** Design a appropriate questionnaire for your research problem (topic will be given by a subject teacher).
- c. **Other Activities (Specify):** Student will a collect secondary data from different government sources (Sources will be given by a subject teacher)



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02RM702.4: The students will apply the descriptive statistics, z-test, t-test, f-test and chi square-test in the data analysis.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	2
SL	2
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1: Student will be able to edit, code, and classify the collected data SO4.2: Student will be able to tabulate the data SO4.3: Student will be able to graphically represent the data SO4.4: Student will be able to apply the z-test, t-test, f-test and chi square test in his / her research work SO4.5: Student will use the SPSS for data feeding and analysis		Unit-4.0: Data Preparation and Hypothesis Testing [13 Hours] 4.1 Concepts of Editing, Coding, and Classification. 4.2 Tabulation and rules of tabulation. 4.3 Graphical Representation of Data. 4.4 Overview of Descriptive Statistics- Mean, Median and Mode. 4.5 Overview of Descriptive Statistics- Mean Deviation and Standard Deviation. 4.6 Z-test 4.7 Z-test Numerical 4.8 T-test 4.9 T-Test Numerical 4.10 Chi-square Test-Introduction and conditions to apply chi-square test. 4.11 Chi-square test- Numerical. 4.12 F-test 4.13 Application of SPSS for Data Analysis	1. Practice of z-test numerical questions 2. Practice of t-test numerical questions 3. Practice of Chi-square numerical questions

SW-4 Suggested Sessional Work (SW):

a. Assignments:

1. Calculation of Mean, Median, Mode, Mean deviation and Standard deviation.
2. Application of z-test and Chi-square test.

b. Mini Project: Do a market survey and apply Chi-square test to test your hypothesis. (Topic will be given by a subject teacher)

c. Other Activities (Specify): Analyze secondary data collected from RBI website. (Instructions will be given by subject teacher)



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02RM702.5: Student will ethically prepare a research report.

Approximate Hours

Item	AppX Hrs
CI	7
LI	0
SW	2
SL	1
Total	10

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1: Student will be able to explain the Significance of research report SO5.2: Student will be able to write a research report SO5.3: Student will describe the different styles of report writing SO5.4: Student will apply the ethics in research		Unit-5.0: Report Writing and Publication Ethics [7 Hours] 5.1 Meaning of research report and Significance of Report Writing. 5.2 Different Steps in Writing Report. 5.3 Structure or Layout of the Research Report. 5.4 Types of Reports- Technical Report. 5.5 Types of Reports –Popular Report and oral presentation. 5.6 Styles of Report Writing. 5.7 Overview of Research & Publication Ethics	1. APA Style

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Process of report writing and Structure or layout of Research Report.
- b. Mini Project:** Do a market survey and write a report for the same.
- c. Other Activities (Specify):** Write a note on referencing and citations.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
02RM702.1: The student will define research, research problem, and hypothesis.	9	1	1	13
02RM702.2: The student will explain about the Research Design, Sampling Design and use of different sampling techniques.	18	2	1	18
02RM702.3: The student will illustrate the construction of scales, process of primary and secondary data collection with the help of, different data collection methods.	13	2	1	18
02RM702.4: The students will apply the descriptive statistics, z-test, t-test, f-test and chi square-test in the data analysis.	13	2	2	12
02RM702.5: Student will ethically prepare a research report.	7	2	1	13
Total Hours	60	9	6	75

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
02RM702.1	Introduction To Research				
02RM702.2	Research Design And Sampling Design				
02RM702.3	Scaling Techniques And Data Collection				
02RM702.4	Data Preparation And Hypothesis Testing				
02RM702.5	Report Writing And Publication Ethics				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Research Methodology will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Research Methodology Methods & Techniques	Kothari C. R.	New Age International Publishers	Latest Edition
2	Research Methods for Business students	Saunders	Prentice hall	Latest Edition
3	Business Research Methods	Cooper and Schindler	Tata Mc Graw Hill	Latest Edition
4	Research Methodology	C. Murthy	Vrinda Publications	Latest Edition
5	Research Methodology	Panneer Selvam	Prentice Hall of India	Latest Edition
6	Lecture notes provided by Dept. of Management, AKS University, Satna			

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 02RM702

Course Title: Research Methodology

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
02RM702.1: The student will define research, research problem, and hypothesis	1	2	1	1	1	1	3	2
02RM702.2: The student will explain about the Research Design, Sampling Design and use of different sampling techniques	1	3	1	1	2	1	3	2
02RM702.3: The student will illustrate the construction of scales, process of primary and secondary data collection with the help of, different data collection methods	2	3	1	1	1	1	3	1
02RM702.4: The students will apply the descriptive statistics, z-test, t-test, f-test and chi square-test in the data analysis	1	3	1	1	1	1	3	1
02RM702.5: Student will ethically prepare a research report	1	3	1	1	2	1	3	1

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	02RM702.1: The student will define research, research problem, and hypothesis	SO1.1 SO1.2 SO1.3 SO1.4		Unit-1.0: Introduction to Research 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9	
POs 1,2,3,4,5,6 PSOs 1,2	02RM702.2: The student will explain about the Research Design, Sampling Design and use of different sampling techniques	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Research Design And Sampling Design 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18	
POs 1,2,3,4,5,6 PSOs 1,2	02RM702.3: The student will illustrate the construction of scales, process of primary and secondary data collection with the help of, different data collection methods	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Scaling Techniques And Data Collection 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13	
POs 1,2,3,4,5,6 PSOs 1,2	02RM702.4: The students will apply the descriptive statistics, z-test, t-test, f-test and chi square-test in the data analysis	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Data Preparation And Hypothesis Testing 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13	
POs 1,2,3,4,5,6 PSOs 1,2	02RM702.5: Student will ethically prepare a research report	SO5.1 SO5.2 SO5.3 SO5.4		Unit-5.0: Report Writing And Publication Ethics 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7	



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Semester-VII

Course Code:	04FM711
Course Title :	International Finance
Pre-requisite:	Students should know the meanings of export, import, international trade, FOREX
Rationale:	Students studying this subject will take decisions related to international business as well they will understand the capital market working in other country. They will also understand that how to do currency trisections and will start doing FOREX trading. They will understand the concept of balance of payment and they will start knowing the risks associated with international business.

Course Outcomes:

04FM711.1: Students will define the international trade, international business and international finance, BOP, exchange rate mechanisms, IMF and World Bank.

04FM711.2: Students will describe the trading in Forex market, purchasing power parity and interest rate parity.

04FM711.3: Students will analyze the foreign exchange exposure, financial statement in international business.

04FM711.4: Students will assess the international investment management and international project appraisal.

04FM711.5: Students will plan the multinational working capital management.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04FM711	International Finance	4	0	2	1	7	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04FM711	International Finance	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04FM711.1: Students will define the international trade, international business and international finance, BOP, exchange rate mechanisms, IMF and World Bank.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	2
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1: Students will define the international business and finance SO1.2: Students will explain the theories of international trade SO1.3: Students will evaluate the balance of payments SO1.4: Student will elaborate the exchange rate mechanism SO1.5: Students will describe the IMF and world bank		Unit-1.0: Introduction [10 Hours] 1.1 Concept of International trade, International Business, International Finance and differences among them. 1.2 Theories of International trade 1.3 International trade financing in India 1.4 Balance of payments (of India) 1.5 International Monetary System 1.6 Different types of Exchange rate mechanisms- the gold standard 1.7 the gold exchange standard 1.8 The Bretton Woods System, Current monetary system 1.9 European Monetary Union 1.10 IMF and World Bank	1. Working pattern of International monetary funds and world bank

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Which are the best theories of international trade and why they are so famous?
- b. **Mini Project:** Write short note on material exported and imported by India.
- c. **Other Activities (Specify):**



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04FM711.2: Students will describe the trading in Forex market, purchasing power parity and interest rate parity.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	2
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1: Students will define the word FOREX SO2.2: Students will define the quotations SO2.3: Students will explain the kinds of transactions SO2.4: Students will evaluate the purchasing power parity SO2.5: Students will evaluate the interest rate parity		Unit-2.0: Foreign Exchange Management [15 Hours] 2.1 Forex market – Wholesale and Domestic market 2.2 Quotations- direct, indirect and cross currency 2.3 Various kinds of transactions and their settlement dates 2.4 Forward rates, Swaps 2.5 Quotes for various kinds of Merchant transactions; Early delivery, extension or cancellation of Forward contracts 2.6 Exchange Rate determination and Forecasting 2.7 Purchasing power parity 2.8 Interest rate parity, 2.9 Relationship between PPP and IRP 2.10 Reasons for deviation from PPP and IRP 2.11 Models of exchange rate forecasting- forward rate as an unbiased predictor 2.12 The Demand-Supply approach, 2.13 The monetary approach 2.14 The Asset approach 2.15 The portfolio balance approach, other models	1. Uses of FOREX market 2. Meaning of portfolio

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Prepare the cost sheet of a particular company with a live example.
- b. **Mini Project:** Write short note on marginal and opportunity cost.
- c. **Other Activities (Specify):**



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04FM711.3: Students will analyze the foreign exchange exposure, financial statement in international business.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	2
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1: Students will define the foreign exchange exposure SO3.2: Students will prepare the statement of financial accounting SO3.3: Students will explain the foreign exchange risk SO3.4: Students will explain the intercompany fund flow mechanism SO3.5: Students will describe the ADR and GDR		Unit-3.0: Foreign Exchange Exposures [15 Hours] 3.1 Financial Accounting and Foreign Exchange- Alternative Currency Translation Methods 3.2 Statement of Financial Accounting 3.3 Standards No.8, Statement of Financial 3.4 Accounting Standards No.-52, Transaction 3.5 Exposure, Managing Accounting 3.6 Exposure- Managing Transaction and Translation Exposure 3.7 Designing a Hedging Strategy, Measuring and managing Economic Exposure 3.8 Foreign Exchange Risk 3.9 Economic Exposure, Identifying Economic Exposure 3.10 Calculating Economic Exposure 3.11 Operational Measure of Exchange Risk. 3.12 Multinational Financial System- Value of the Multinational Financial System 3.13 Intercompany Fund- Flow Mechanisms: Cost and Benefits 3.14 Designing a Global Remittance Policy, Transfer Pricing and Tax Evasion 3.15 Issue of GDR, ADR Euro bonds and Foreign bonds	1. Pro-forma of international financial statement

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Write down the different types of international exposure with one example of each.
- b. **Mini Project:** How the economic exposure are calculated.
- c. **Other Activities (Specify):**



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04FM711.4: Students will assess the international investment management and international project appraisal.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1: Students will define the international portfolio investment, international bond investment and international foreign investment SO4.2: Students will explain the political risk SO4.3: Students will explain international project appraisal SO4.4: Students will evaluate the average present value SO4.5: Students will evaluate the internal rate of return		Unit-4.0: International Investment Management [10 Hours] 4.1 International Portfolio Investment 4.2 Issues in Foreign Investment Analysis 4.3 International Bond Investing 4.4 Strategies for Direct Investment 4.5 Bond Investment & Portfolio Investment 4.6 Optional International Asset Allocation 4.7 International project appraisal 4.8 IRR and APV methods 4.9 Managing Political Risk- Measuring Political Risk, Country Risk Analysis, 4.10 Managing Political Risk, Post expropriation Policies	1. Numerical problems related to APV and IRR

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Write down the techniques of international project appraisal with example.
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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04FM711.5: Students will plan the multinational working capital management.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	2
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1: Students will define the international working capital SO5.2: Students will describe the international cash management SO5.3: Students will describe the international account receivable SO5.4: Students will describe the international SO5.5: Students will evaluate the international working capital		Unit-5.0: Multinational Working Capital Management [10 Hours] 5.1 Multinational Working Capital Management 5.2 Current Asset Management for the Multinational 5.3 International Cash Management 5.4 Cash management case study examples 5.5 Accounts Receivables Management 5.6 Receivable management case study examples 5.7 Inventory Management. 5.8 Techniques of inventory management 5.9 Inventory management numerical 5.10 Working capital numerical	1. Meanings of international working capital

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** How a MNCs calculate the international working capital explain with example.
- b. Mini Project:** Write short note on current assets and current liabilities.
- c. Other Activities (Specify):**



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
04FM711.1: Students will define the international trade, international business and international finance, BOP, exchange rate mechanisms, IMF and world bank	10	2	1	13
04FM711.2: Students will describe the trading in Forex market, purchasing power parity and interest rate parity	15	2	1	18
04FM711.3: Students will analyze the foreign exchange exposure, financial statement in international business	15	2	1	18
04FM711.4: Students will assess the international investment management and international project appraisal	10	1	1	12
04FM711.5: Students will plan the multinational working capital management	10	2	1	13
Total Hours	60	9	5	74

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04FM711.1	Introduction				
04FM711.2	Foreign Exchange Management				
04FM711.3	Foreign Exchange Exposures				
04FM711.4	International Investment Management				
04FM711.5	Multinational Working Capital Management				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for International Finance will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials



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3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	International Finance	PG Apte	Tata McGraw Hill	Latest Edition
2	International Finance- the markets and financial management of Multinational Business	H. Maurice D. Levi	Tata McGraw Hill	Latest Edition
3	Multinational financial management	M. Alan C. Shapiro	Prentice hall	Latest Edition
4	Lecture notes provided by Dept. of Management, AKS University, Satna			

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8. Mr. Krishna Kumar Mishra, Assistant Professor, FMS, AKS University, Satna.
9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04FM711

Course Title: International Finance

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04FM711.1: Students will define the international trade, international business and international finance, BOP, exchange rate mechanisms, IMF and world bank	3	3	2	2	2	3	3	2
04FM711.2: Students will describe the trading in Forex market, purchasing power parity and interest rate parity	3	2	3	3	3	2	2	2
04FM711.3: Students will analyze the foreign exchange exposure, financial statement in international business	1	1	3	2	2	1	1	1
04FM711.4: Students will assess the international investment management and international project appraisal	2	2	3	3	3	3	2	2
04FM711.5: Students will plan the multinational working capital management	2	1	2	3	3	3	2	2

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04FM711.1: Students will define the international trade, international business and international finance, BOP, exchange rate mechanisms, IMF and world bank	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Introduction 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10	
POs 1,2,3,4,5,6 PSOs 1,2	04FM711.2: Students will describe the trading in Forex market, purchasing power parity and interest rate parity	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Foreign Exchange Management 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15	
POs 1,2,3,4,5,6 PSOs 1,2	04FM711.3: Students will analyze the foreign exchange exposure, financial statement in international business	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Foreign Exchange Exposures 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15	
POs 1,2,3,4,5,6 PSOs 1,2	04FM711.4: Students will assess the international investment management and international project appraisal	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: International Investment Management 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10	
POs 1,2,3,4,5,6 PSOs 1,2	04FM711.5: Students will plan the multinational working capital management	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Multinational Working Capital Management 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10	



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Semester-VII

Course Code:	04MM711
Course Title :	International Marketing
Pre-requisite:	International marketing is a specialized field that involves promoting and selling products or services in multiple countries. To succeed in international marketing, individuals or professionals typically benefit from a combination of education, skills, and experiences
Rationale:	The rationale for international marketing lies in the pursuit of growth, profitability, and strategic advantages in a globalized business environment. Companies that effectively navigate the complexities of international markets can position themselves for long-term success and sustainability

Course Outcomes:

04MM711.1: Articulate the definition and basic concepts of international marketing, including terms such as global marketing, internationalization, and market entry strategies.

04MM711.2: Understand the impact of cultural differences on international marketing strategies, including consumer behaviour, communication, and market segmentation.

04MM711.3: Apply market research techniques to analyze international markets, identify opportunities, and assess potential risks.

04MM711.4: Analyze the competitive landscape in international markets, examining the strategies of global competitors and identifying competitive advantages.

04MM711.5: Synthesize knowledge from various aspects of international marketing, integrating concepts such as market segmentation, global branding, and entry mode selection.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04MM711	International Marketing	4	0	2	1	7	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)



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SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Faculty:										
Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04MM711	International Marketing	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04MM711.1: Articulate the definition and basic concepts of international marketing, including terms such as global marketing, internationalization, and market entry strategies.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Define the basic concepts and terms related to international marketing SO1.2 Assess the risks and opportunities associated with entering a particular foreign market SO1.3. Analyze the global competitive landscape in a specific industry SO1.4 Evaluate the strengths and weaknesses of international marketing campaigns SO1.5 Apply international marketing concepts to real-world scenarios		Unit-1.0: Framework of international marketing [15 Hours] 1.1 Introduction of international marketing 1.2 Definition & concept 1.3 Intra firm 1.4 environmental factors 1.5 Social factors 1.6 Economic factors 1.7 Political factors 1.8 Legal aspects 1.9 Difference between domestic marketing and international marketing 1.10 EPRG framework 1.11 Nature of international Marketing 1.12 Scope of international marketing 1.13 Objectives of international marketing 1.14 Components of International Marketing environment 1.15 International marketing-product lifecycle	1. Components of international marketing 2. Objectives of international marketing

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Components of international marketing.
- b. **Mini Project:** Distinguish between domestic and international marketing.
- c. **Other Activities (Specify):** PPT Presentation.



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04MM711.2: Understand the impact of cultural differences on international marketing strategies, including consumer behaviour, communication, and market segmentation.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Define key terms and concepts related to export business, such as export documentation, tariffs, and trade regulations SO2.2 Summarize the factors that influence international trade and export success SO2.3 Apply knowledge of export documentation by completing a sample set of export paperwork SO2.4 Develop a comprehensive export strategy for a specific product or service, considering market trends and competitive analysis SO2.5 Evaluate the ethical implications of various business practices within the global marketplace		Unit-2.0: Export Business [10 Hours] 2.1 Overview of export business 2.2 Objectives of export business 2.3 Scope of export business 2.4 Nature of export business 2.5 Importance of export business 2.6 Policy framework 2.7 Indian Trade Policy 2.8 Objectives of foreign trade policy 2.9 Recent trends in Indian foreign trade 2.10 Basic steps in starting an export business	1. Importance of export business 2. Basic steps in starting an export business 3. Procedure in export business

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Reasons for India's poor share in World trade.
- b. **Mini Project:** Composition of India's exports since 2000.
- c. **Other Activities (Specify):** Class Test-1



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04MM711.3: Apply market research techniques to analyze international markets, identify opportunities, and assess potential risks.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Define the key concepts of international marketing decisions, such as market entry strategies, global marketing mix (4Ps), and cultural considerations SO3.2 Demonstrate an understanding of the fundamental principles of international marketing, including the importance of market research, global market segmentation, and the impact of cultural differences SO3.3 Apply international marketing concepts to real-world scenarios, analyze case studies, and identify appropriate strategies for specific global markets SO3.4 Break down complex international marketing problems, evaluate the effectiveness of global marketing strategies, and assess the impact of cultural, economic, and political factors on decision-making		Unit-3.0: International Marketing Decisions [15 Hours] 3.1 Overview of international marketing decisions 3.2 Steps of international marketing decisions 3.3 Criteria to assess international markets 3.4 Market entry decisions 3.5 Marketing mix decisions 3.6 Product planning for export manufacturing Firms 3.7 Export houses 3.8 Identifying foreign markets 3.9 Market research overseas 3.10 Market Entry 3.11 Export pricing 3.12 Methods of payment 3.13 Terms of payment 3.14 Factors determining payment terms 3.15 Distribution logistics for export Contract	1. Steps of international marketing decisions

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Factors and Challenges Driving Global Logistics and Distribution.
- b. **Mini Project:** Elements of an Agency or Distributorship Contract.
- c. **Other Activities (Specify):** Class Presentation.



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04MM711.4: Analyze the competitive landscape in international markets, examining the strategies of global competitors and identifying competitive advantages.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1. Define key terms related to export assistance, such as export regulations, trade barriers, and documentation requirements SO4.2 Explain the purpose and importance of export assistance in supporting businesses entering international markets SO4.3 Apply knowledge of export regulations to assess the compliance of a sample export transaction SO4.4 Analyze the impact of trade agreements and geopolitical factors on export opportunities and challenges SO4.5 Evaluate the potential challenges and risks associated with exporting for a specific industry or business		Unit-4.0: Export Assistance [10 Hours] 4.1 Institutional infrastructure for export in India 4.2 Export Assistance 4.3 Introduction 4.4 Objectives 4.5 Main Export Incentives 4.6 Duty Drawback (DBK) 4.7 EPCG Scheme 4.8 Marketing Development Assistance (MDA) 4.9 Market Access Initiative (MAI) 4.10 DEPB Scheme	- Export Assistance - EPCG Scheme - Marketing Development Assistance

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Marketing Development Assistance (MDA).
- b. **Mini Project:** Categories of deemed exporters.
- c. **Other Activities (Specify):** Class Test-2



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04MM711.5: Synthesize knowledge from various aspects of international marketing, integrating concepts such as market segmentation, global branding, and entry mode selection.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Define key terms related to export documentation, such as commercial invoice, bill of lading, letter of credit, etc. SO5.2 Explain the purpose of different export documents and how they facilitate international trade SO5.3 Apply knowledge of export regulations to ensure compliance in documentation SO5.4. Analyze how changes in trade regulations may affect export documentation requirements SO5.5 Assess the efficiency of different documentation strategies in ensuring smooth export operations		Unit-5.0: Export and documentation procedures [10 Hours] 5.1 Introduction to Export documentation and procedures 5.2 Framework 5.3 Pre-shipment documents 5.4 Post-shipment documents 5.5 Role of ITPO in export promotion 5.6 Quality control 5.7 Pre-shipment inspection 5.8 Labelling 5.9 Packing 5.10 Marking of consignments	1. Role of ITPO in export promotion

SW-5 Suggested Sessional Work (SW):

- a. **Assignments:** Role of ITPO in export promotion.
- b. **Mini Project:** Pre-shipment documents.
- c. **Other Activities (Specify):** Class Presentation, Class Test-3.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
04MM711.1: Articulate the definition and basic concepts of international marketing, including terms such as global marketing, internationalization, and market entry strategies	15	1	1	17
04MM711.2: Understand the impact of cultural differences on international marketing strategies, including consumer behaviour, communication, and market segmentation	10	1	1	12
04MM711.3: Apply market research techniques to analyze international markets, identify opportunities, and assess potential risks	15	1	1	17
04MM711.4: Analyze the competitive landscape in international markets, examining the strategies of global competitors and identifying competitive advantages	10	1	1	12
04MM711.5: Synthesize knowledge from various aspects of international marketing, integrating concepts such as market segmentation, global branding, and entry mode selection	10	1	1	12
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04MM711.1	Framework of international marketing				
04MM711.2	Export Business				
04MM711.3	International Marketing Decisions				
04MM711.4	Export Assistance				
04MM711.5	Export documentation and procedures				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for International Marketing will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also



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design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	International marketing management	Varshney & Bhattacharya	Sultan Chand & Sons	Latest Edition
2	International marketing	P. Cateora & Graham	Tata McGraw Hill	Latest Edition
3	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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7. Mrs. Shinu Shukla, Assistant Professor, FMS, AKS University, Satna.
8. Mr. Krishna Kumar Mishra, Assistant Professor, FMS, AKS University, Satna.
9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04MM711

Course Title: International Marketing

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04MM711.1: Articulate the definition and basic concepts of international marketing, including terms such as global marketing, internationalization, and market entry strategies	3	3	2	2	1	2	2	3
04MM711.2: Understand the impact of cultural differences on international marketing strategies, including consumer behaviour, communication, and market segmentation	3	2	2	2	1	2	2	3
04MM711.3: Apply market research techniques to analyze international markets, identify opportunities, and assess potential risks	2	3	3	2	1	2	2	3
04MM711.4: Analyze the competitive landscape in international markets, examining the strategies of	3	3	2	2	1	2	2	3

global competitors and identifying competitive advantages								
04MM711.5: Synthesize knowledge from various aspects of international marketing, integrating concepts such as market segmentation, global branding, and entry mode selection	3	3	2	2	1	2	2	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04MM711.1: Articulate the definition and basic concepts of international marketing, including terms such as global marketing, internationalization, and market entry strategies	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Framework of international marketing 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15	
POs 1,2,3,4,5,6 PSOs 1,2	04MM711.2: Understand the impact of cultural differences on international marketing strategies, including consumer behaviour, communication, and market segmentation	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Export Business 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10	
POs 1,2,3,4,5,6 PSOs 1,2	04MM711.3: Apply market research techniques to analyze international markets, identify opportunities, and assess potential risks	SO3.1 SO3.2 SO3.3 SO3.4		Unit-3.0: International Marketing Decisions 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15	
POs 1,2,3,4,5,6 PSOs 1,2	04MM711.4: Analyze the competitive landscape in international markets, examining the strategies of global competitors and identifying competitive advantages	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Export Assistance 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10	
POs 1,2,3,4,5,6 PSOs 1,2	04MM711.5: Synthesize knowledge from various aspects of international marketing, integrating concepts such as market segmentation, global branding, and entry mode selection	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Export documentation and procedures 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10	



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Semester-VII

Course Code:	04HR711
Course Title :	Strategic Human Resource Management
Pre-requisite:	Student should have basic knowledge of Human Resource Management, Strategy along with change management administrative functions, Interpersonal behaviours and role of HR managers in the context of human resources
Rationale:	The course Strategic Human Resource Management is important for management studies because it is aimed at providing the students the inputs on how to relate the HRM functions to the corporate strategies to understand HR as a strategic resource. The rationale behind Strategic Human Resource Management (SHRM) lies in recognizing the crucial role that human resources play in achieving organizational objectives and competitive advantage. SHRM goes beyond traditional human resource management by aligning HR practices with the strategic goals of the organization.

Course Outcomes:

04HR711.1: The student will be able to understand the key concepts of Strategic Human Resource Management along with emerging trends.

04HR711.2: The student will be able to explain in depth understanding of HRD Audit and Assessment.

04HR711.3: The student will be able to evaluate the concept of International HRM along with cross cultural issues.

04HR711.4: Students will be able to analyze different types of business strategic alliances i.e. Mergers and Acquisitions.

04HR711.5: The student will apply the practical knowledge of concept of Human Resource Outsourcing along with outstanding issues in HRM.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MEC	04HR711	Strategic Human Resource Management	4	0	2	1	7	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)



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SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MEC	04HR711	Strategic Human Resource Management	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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04HR711.1: The student will be able to understand the key concepts of Strategic Human Resource Management along with emerging trends.

Approximate Hours

Item	AppX Hrs
CI	11
LI	0
SW	1
SL	1
Total	13

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Student will understand the concept of Strategic Human Resource Management SO1.2 Student will analyze the concept of Integration of Strategic Human Resource Management SO1.3. Student will evaluate the various HR strategies used in Indian Companies SO1.4 Student will apply the recent trends in HRD SO1.5 Students will apply the knowledge of business strategies in practical aspects		Unit-1.0: Introduction to Strategic HRM & Strategic HRD [11 Hours] 1.1 Introduction to strategic management 1.2 Integration of HRM 1.3 Business strategies 1.4 Change management 1.5 Strategic HRM 1.6 HR challenges for Indian companies 1.7 HR strategies used in the Indian companies 1.8 Next generation HR organization 1.9 Recent trends in HRD 1.10 Links of HR 1.11 Strategy and business goals	1. Objectives of SHRM 2. Importance of SHRM

SW-1 Suggested Sessional Work (SW):

- a. Assignments:** i. Discuss in detail the scope and functions of Strategic Human Resource Management.
- b. Mini Project:** Write a detail note on growth of Strategic Human Resource Management in India.
- c. Other Activities (Specify):** Case Study on Integration Strategy and HRM.



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04HR711.2: The student will be able to explain in depth understanding of HRD Audit and Assessment.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	1
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Student will explain the concept of HRD Audit SO2.2 Student will understand the working of HRD Assessment SO2.3 Student will analyze the working of HRD System SO2.4 Student will evaluate the concept of Benchmarking SO2.5 Student will apply the knowledge of E-HRM in practical aspects		Unit-2.0: HRD Audit & Assessment And E-HRM [14 Hours] 2.1 Meaning of HRD Audit 2.2 HRD Assessment 2.3 Need for HRD assessment 2.4 Measuring HRD performance 2.5 Strategic capability 2.6 Benchmarking 2.7 SHRD system 2.8 HRD audit 2.9 E - Hiring 2.10 E-recruitment agencies 2.11 E-training & development 2.12 E-performance 2.13 E-compensation 2.14 Virtual organization	1. HRD Audit Process 2. Power of online recruitment

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** Describe the various components of HRD System and Assessment.
- b. **Mini Project:** Write a detail note on significance of emerging trends of E-HRM.
- c. **Other Activities (Specify):** Group Discussion



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04HR711.3: The student will be able to evaluate the concept of International HRM along with cross cultural issues.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Student will be able to explain the concept of International HRM SO3.2 Student will understand the variables moderating between International and Domestic HRM SO3.3 Student will analyze the various stages of Internationalization SO3.4 Student will evaluate the concept of Work culture and Cultural diversity SO3.5 Student will apply the knowledge of HRM in different regions of world		Unit-3.0: International HRM And Cross Cultural Issues [10 Hours] 3.1 Concept of International HRM 3.2 Variables that moderate between international and domestic HRM 3.3 Stages of Internationalization 3.4 International assignment 3.5 International compensation 3.6 Expatriate training 3.7 Cultural diversity 3.8 Work culture 3.9 HRM in different regions of the world 3.10 Cultural awareness training program	1. Importance of International HRM 2. Cross cultural Issues

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Explain the growth and scope of International HRM in detail.
- b. **Mini Project:** Write a detail note on International Compensation and Assignment.
- c. **Other Activities (Specify):** Case study.



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04HR711.4: Students will be able to analyze different types of business strategic alliances i.e. Mergers and Acquisitions.

Approximate Hours

Item	AppX Hrs
CI	10
LI	0
SW	1
SL	1
Total	12

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Student will understand the concept of Cross Border Mergers SO4.2 Student will gain knowledge about the various types of Strategic Alliances SO4.3 Student will evaluate the various HR issues in Mergers SO4.4 Student will analyze the emerging trends in strategic alliances		Unit-4.0: Cross-Border Mergers And Other Alliances [10 Hours] 4.1 Meaning 4.2 Significance 4.3 Types 4.4 Mergers 4.5 Acquisitions 4.6 Take Over 4.7 Joint Ventures 4.8 HR issues in merger, 4.9 HR issues in acquisition 4.10 HR issues in take over and joint ventures	1. Importance of Strategic Alliances 2. Growth of Cross Border Mergers

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** Write a detail note on the emerging trends in strategic alliances.
- b. **Mini Project:** Make a list on practical examples of Cross Border Mergers.
- c. **Other Activities (Specify):** Presentation.



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04HR711.5: The student will apply the practical knowledge of concept of Human Resource Outsourcing along with outstanding issues in HRM.

Approximate Hours

Item	AppX Hrs
CI	15
LI	0
SW	1
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Student will understand the concept of Business Process Outsourcing SO5.2 Student will gain knowledge about Human Resource Outsourcing SO5.3 Student will analyze the factors influencing HRO SO5.4. Student will evaluate the various types of Outsourcing SO5.5 Student will evaluate the emerging issues in HRO		Unit-5.0: Outstanding Issues In HRM [15 Hours] 5.1 Concept of Business Process Outsourcing 5.2 Concept of Human Outsourcing 5.3 HRO - reasons 5.4 Types 5.5 Benefits 5.6 Advantages 5.7 Disadvantages 5.8 Factors influencing HRO 5.9 Future of HRO 5.10 BPO Companies 5.11 Types of Outsourcing 5.12 BPO Significance 5.13 Need of BPO 5.14 Issues in BPO 5.15 Strategies in HRO	1. Significance of HRO 2. Process of BPO

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** Explain the growth and scope of Business Process Outsourcing.
- b. Mini Project:** Write a detail note on strategies used in Human Resource Outsourcing.
- c. Other Activities (Specify):** Case study.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
04HR711.1: The student will be able to understand the key concepts of Strategic Human Resource Management along with emerging trends	11	1	1	13
04HR711.2: The student will be able to explain in depth understanding of HRD Audit and Assessment	14	1	1	16
04HR711.3: The student will be able to evaluate the concept of International HRM along with cross cultural issues	10	1	1	12
04HR711.4: Students will be able to analyze different types of business strategic alliances i.e. Mergers and Acquisitions	10	1	1	12
04HR711.5: The student will apply the practical knowledge of concept of Human Resource Outsourcing along with outstanding issues in HRM	15	1	1	17
Total Hours	60	5	5	70

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
04HR711.1	Introduction To Strategic HRM & Strategic HRD				
04HR711.2	HRD Audit & Assessment And E- HRM				
04HR711.3	International HRM And Cross Cultural Issues				
04HR711.4	Cross-Border Mergers And Other Alliances				
04HR711.5	Outstanding Issues In HRM				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Strategic Human Resource Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.



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Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Strategic HRM and Development	Richard Regis	Excel Books	2012
2	Strategic HRM	Jeffery Mello	Thomson Publication	2013
3	Strategic HRM	Charles Greer	Prentice Hall	2001
4	Strategic HRM	Agarwala Tanuja	Oxford university Press	2007
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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2. Dr. Pradeep Chaurasia, Associate Professor, FMS, AKS University, Satna.
3. Dr. Chandan Singh, Assistant Professor, FMS, AKS University, Satna.
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5. Dr. Seema Dwivedi, Assistant Professor, FMS, AKS University, Satna.
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7. Mrs. Shinu Shukla, Assistant Professor, FMS, AKS University, Satna.
8. Mr. Krishna Kumar Mishra, Assistant Professor, FMS, AKS University, Satna.
9. Miss. Kiran Chhabariya, Assistant Professor, FMS, AKS University, Satna.
10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 04HR711

Course Title: Strategic Human Resource Management

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
04HR711.1: The student will be able to understand the key concepts of Strategic Human Resource Management along with emerging trends	2	2	1	1	1	1	1	1
04HR711.2: The student will be able to explain in depth understanding of HRD Audit and Assessment	1	3	1	1	2	1	1	1
04HR711.3: The student will be able to evaluate the concept of International HRM along with cross cultural issues	2	3	1	2	1	1	2	1
04HR711.4: Students will be able to analyze different types of business strategic alliances i.e. Mergers and Acquisitions	2	3	1	1	1	1	2	2
04HR711.5: The student will apply the practical	1	3	2	1	2	1	2	2

knowledge of concept of Human Resource Outsourcing along with outstanding issues in HRM								

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	04HR711.1: The student will be able to understand the key concepts of Strategic Human Resource Management along with emerging trends	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Introduction To Strategic HRM & Strategic HRD 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11	
POs 1,2,3,4,5,6 PSOs 1,2	04HR711.2: The student will be able to explain in depth understanding of HRD Audit and Assessment	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: HRD Audit & Assessment And E-HRM 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14	
POs 1,2,3,4,5,6 PSOs 1,2	04HR711.3: The student will be able to evaluate the concept of International HRM along with cross cultural issues	SO3.1 SO3.2 SO3.3 SO3.4		Unit-3.0: International HRM And Cross Cultural Issues 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10	
POs 1,2,3,4,5,6 PSOs 1,2	04HR711.4: Students will be able to analyze different types of business strategic alliances i.e. Mergers and Acquisitions	SO4.1 SO4.2 SO4.3 SO4.4		Unit-4.0: Cross-Border Mergers And Other Alliances 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10	
POs 1,2,3,4,5,6 PSOs 1,2	04HR711.5: The student will apply the practical knowledge of concept of Human Resource Outsourcing along with outstanding issues in HRM	SO5.1 SO5.2 SO5.3 SO5.4 SO5.5		Unit-5.0: Outstanding Issues In HRM 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15	



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Semester-VII

Course Code:	05M7651
Course Title :	Minor Research Project
Pre-requisite:	Students should have a strong foundation in the areas like HR, Marketing, Finance and General management. Student should also have the basic knowledge of computer.
Rationale:	Integrating OBE into BBA Minor Research Project ensures that students gain practical skills and knowledge essential for their future careers. This structured approach helps bridge the gap between academic learning and professional application, preparing students to meet the demands of the business world.

Course Outcomes:

05MT651.1: Apply academic knowledge to real-world business tasks and challenges.

05MT651.2: Demonstrate the ability to analyze and propose solutions to business problems.

05MT651.3: Display professional behavior and ethical decision-making in a business setting.

05MT651.4: Communicate business information clearly and effectively in both written and oral forms.

05MT651.5: Collaborate with team members to achieve business objectives.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
PJT	05MT751	Minor Research Project	0	12	0	0	12	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
PJT	05MT751	Minor Research Project	-	-	-	-	-	-	-	100

Course Detailing:

During 5th Semester students will undergo a Minor Research Project of 45 days in industries and markets. The 45-day Minor Research Project in the BBA program offers students a practical and immersive learning experience aimed at bridging academic knowledge with real-world applications. Through this project, students have the opportunity to engage directly with industry practices, apply theoretical concepts in practical settings, and develop essential skills crucial for their professional development. Under the guidance of experienced mentors and faculty advisors, students undertake meaningful projects, conduct research, analyze data, and propose solutions to business challenges, thereby gaining valuable insights into organizational dynamics and operational strategies. This hands-on experience not only enhances their academic learning but also prepares them to effectively navigate complexities in their future careers, fostering critical thinking, teamwork, and leadership capabilities essential in today's competitive business environment.

Guideline for Making a Minor Research Project:

- 1. Cover Page:** Include the title of your report, your name, Minor Research Project start and end dates, name of your university, department, and the name of the organization where you completed the Minor Research Project.
- 2. Table of Contents:** List all the main sections and subsections of your report with corresponding page numbers for easy navigation.
- 3. Executive Summary:** Provide a brief overview of your Minor Research Project experience, including the organization's background, your roles and responsibilities, major projects or tasks undertaken, key achievements, and a summary of your overall learning outcomes.



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4. Introduction: Introduce the purpose of the Minor Research Project report, your objectives for the Minor Research Project, and the methodology used (if applicable, e.g., research methods, data collection techniques).

5. Organization Overview: Describe the organization where you completed your Minor Research Project, including its history, mission, organizational structure, products/services offered, target market, and any other relevant details.

6. Minor Research Project Experience:

- **Roles and Responsibilities:** Detail your specific roles, responsibilities, and projects/tasks assigned during the Minor Research Project.
- **Skills Developed:** Discuss the skills you gained or improved upon during the Minor Research Project (e.g., technical skills, soft skills, industry-specific knowledge).
- **Challenges Faced:** Describe any challenges or obstacles encountered during your Minor Research Project and how you addressed them.
- **Achievements:** Highlight notable achievements, contributions, or projects completed during your Minor Research Project, emphasizing the impact of your work on the organization.

7. Learning Outcomes: Reflect on your learning outcomes and personal development during the Minor Research Project. Discuss how the experience contributed to your academic and career goals.

8. Analysis and Evaluation: Analyze the strengths and weaknesses of the organization's operations or processes you observed during the Minor Research Project. Provide constructive feedback or recommendations for improvement.

9. Conclusion: Summarize the key points of your Minor Research Project experience, reiterate the significance of your contributions, and reflect on the overall value of the Minor Research Project towards your professional development.

10. Recommendations (if applicable): Provide recommendations for the organization based on your observations and experiences during the Minor Research Project.

11. References/Bibliography: Include any sources referenced or cited throughout your Minor Research Project report using appropriate citation style (e.g., APA, MLA).

12. Appendices: Include any supplementary materials such as project reports, presentations, certificates of completion, or any other relevant documents that support your Minor Research Project experience.



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Semester-VIII

Course Code:	01MT801
Course Title :	Financial Institutions and Markets
Pre-requisite:	Students Entering the field of Financial Markets and financial services typically requires a combination of education, skills, and relevant experience
Rationale:	Financial institutions and markets are critical components of the economic system, facilitating the efficient allocation of resources, managing risks, and contributing to economic growth and stability. Their roles are interconnected, with financial institutions acting as intermediaries and financial markets providing the infrastructure for trading and price discovery. Financial institutions and markets are integral components of this system, serving various functions that contribute to economic growth and stability

Course Outcomes:

01MT801.1: Define key financial terms and concepts related to institutions and markets.

01MT801.2: Understand the regulatory framework governing financial institutions.

01MT801.3: Apply financial models to analyze the performance of different investment options.

01MT801.4: Analyze the factors influencing stock prices and market trends.

01MT801.5: Assess the ethical considerations in financial decision-making.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
FIN	01MT801	Financial Institutions and Markets	6	0	1	1	8	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
FIN	01MT801	Financial Institutions and Markets	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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01MT801.1: Define key financial terms and concepts related to institutions and markets.

Approximate Hours

Item	AppX Hrs
CI	19
LI	0
SW	1
SL	1
Total	21

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 Define key terms related to the Indian financial system, such as GDP, RBI, NSE, BSE etc. SO1.2 Outline the key features of the Indian capital market, including the stock exchanges and regulatory mechanisms SO1.3 Apply knowledge of different types of financial instruments available in the Indian capital market SO1.4 Analyze the impact of monetary policy changes on various stakeholders, such as businesses, consumers, and the overall economy SO1.5 Assess the risks and benefits associated with different investment options available in the Indian financial market		Unit-1.0: Overview of the Indian financial system [19 Hours] 1.1 An overview of the Indian financial system : Financial Intermediaries and Financial services 1.2 An overview of the Indian financial system: Financial Instruments and financial markets 1.3 Financial sector reforms : context, need and objectives 1.4 Financial sector reforms : major reforms in the last decade 1.5 Financial sector reforms : competition 1.6 Financial sector reforms : deregulation 1.7 Financial sector reforms : capital requirements 1.8 Financial sector reforms : issues in financial reforms and restructuring 1.9 Financial sector reforms : future agenda of reforms 1.10 Regulation of Banks, NBFCS & FIS : Salient provisions of banking regulation Act 1.11 Regulation of Banks, NBFCS & FIS : Salient provisions of RBI Act 1.12 Regulation of Banks, NBFCS & FIS : Role of	1. Salient provisions of banking regulation Act



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		RBI as a central banker 1.13 Products offered by Banks and Fis : Retail banking and corporate banking products 1.14 Universal Banking : need and importance 1.15 Universal Banking : trends and RBI guidelines 1.16 Advanced Banking : Core banking solution (CBS) 1.17 Advanced Banking : RTGS and internet banking 1.18 NBFCS : NBFCS and its types 1.19 NBFCS : comparison between Banks and NBFCS	

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** What are the salient provisions of banking regulation act? Explain the role of RBI as a central banker?
- b. **Mini Project:** Prepare the structure of Indian Financial System.
- c. **Other Activities (Specify):** PPT Presentation.



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01MT801.2: Understand the regulatory framework governing financial institutions.

Approximate Hours

Item	AppX Hrs
CI	20
LI	0
SW	1
SL	1
Total	22

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 Define the role and importance of financial market SO2.2 Summarize the functions of financial intermediaries SO2.3 Apply different valuation methods to estimate the value of a stock SO2.4 Analyze historical stock price trends and identify patterns SO2.5 Assess the effectiveness of Indian Financial Markets with Global Financial Markets		Unit-2.0: Financial Markets [20 Hours] 2.1 Financial Markets : Role of Financial Markets 2.2 Financial Markets : Importance of Financial Markets 2.3 Financial Markets : Introduction of Money Market 2.4 Financial Markets : Introduction of Capital Market 2.5 Financial Markets : Factors affecting Financial Markets 2.6 Financial Markets : Linkages Between Economy and Financial Markets 2.7 Financial Markets : Integration of Indian Financial Markets with Global Financial Markets 2.8 Financial Markets : Primary market (Role and functions) 2.9 Financial Markets : Secondary market (Role and functions) 2.10 Financial Markets : Currency Market (Role and functions) 2.11 Financial Markets : Debt Market (Role and functions) 2.12 Primary Market for Corporate Securities in India (Issue of Corporate Securities) : Public Issue through Prospectus, 2.13 Primary Market for Corporate Securities in India (Issue of Corporate Securities) : Public Issue through Green shoe option, Offer for sale	1. Concept of Employees Stock Options 2. Concept of Preferential Issue of Shares



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		2.14 Primary Market for Corporate Securities in India (Issue of Corporate Securities) : Private Placement 2.15 Primary Market for Corporate Securities in India (Issue of Corporate Securities) : Rights Issue 2.16 Primary Market for Corporate Securities in India (Issue of Corporate Securities) : On-Line IPO, Book Building of Shares 2.17 Primary Market for Corporate Securities in India (Issue of Corporate Securities) : Disinvestment of PSU, Employees Stock Options, Preferential Issue of Shares 2.18 Primary Market for Corporate Securities in India (Issue of Corporate Securities) : Venture Capital, Private Equity 2.19 Primary Market for Corporate Securities in India (Issue of Corporate Securities) : Performance of Primary Market in India 2.20 Corporate Listings : Listing and Delisting of Corporate Stocks	

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** What do you mean by Financial Markets? Explain the types of financial markets.
- b. **Mini Project:** Prepare the diagram of traded Instruments in Money Market and Capital Market.
- c. **Other Activities (Specify):** Class Test-1.



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01MT801.3: Apply financial models to analyze the performance of different investment option.

Approximate Hours

Item	AppX Hrs
CI	18
LI	0
SW	1
SL	1
Total	20

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 Define basic stock market terms (e.g., stocks, bonds, dividends) SO3.2 Comprehend the basic principles of how the stock market operates SO3.3 Apply fundamental and technical analysis to make informed investment decisions SO3.4 Analyze historical stock price data to identify patterns and trends SO3.5 Evaluate the performance of a portfolio based on predefined criteria		Unit-3.0: Stock Markets [18 Hours] 3.1 Stock Markets : Introduction to Stock Markets 3.2 Stock Markets : Regional Stock Exchanges, 3.3 Stock Markets: Modern Stock Exchanges, 3.4 Stock Markets: International Stock Exchanges 3.5 Stock Markets: Demutualization of exchanges 3.6 Stock Markets :Comparison between NSE and BSE 3.7 Raising of funds in International Markets : ADRs and GDRs 3.8 Raising of funds in International Markets: FCCB and Euro Issues 3.9 Stock Markets: Indian Stock Indices and their construction 3.10 Stock Markets: maintenance, adjustment for corporate actions (right issue) on index with numerical 3.11 Stock Markets: maintenance, adjustment for corporate actions (bonus issue) on index with numerical 3.12 Stock Markets: maintenance, adjustment for corporate actions (stock split) on index with numerical 3.13 Stock Markets: free float vs. full float methodology	1. Practice of Indicators of maturity of stock markets 2. Practice of Nifty and Sensex numerical



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		3.14 Stock Markets: Classification of Securities to be included in the Index 3.15 Stock Markets: Bulls in Stock Markets 3.16 Stock Markets: Bears in Stock Markets 3.17 Stock Markets: Factors influencing the movement of stock markets 3.18 Stock Markets: Indicators of maturity of stock markets	

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Suppose, BSE index (Sensex) consists of only two stock such as 'X' and 'Y'. Company 'X' has 10,000 outstanding shares out of which only 5,000 are available for trading in open market. Market price is Rs. 100. Company 'Y' has 5,000 outstanding shares out of which 3,000 shares are held by promoters and remaining 2,000 shares are free float shares and market price of shares is Rs. 50. Find out Sensex value.
- b. **Mini Project:** Prepare the flow chart of Regional, National and International Stock Exchanges.
- c. **Other Activities (Specify):** Class Presentation



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01MT801.4: Analyze the factors influencing stock prices and market trends.

Approximate Hours

Item	AppX Hrs
CI	16
LI	0
SW	1
SL	1
Total	18

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 Define the basic steps in the trading and settlement process SO4.2 Describe the roles of different parties involved in the trading and settlement process SO4.3 Apply knowledge of settlement procedures to resolve common issues SO4.4 Analyze the impact of market trends on trading and settlement activities SO4.5 Assess the impact of technological advancements on the efficiency of trading and settlement		Unit-4.0: Major Instruments Trading and Settlement [16 Hours] 4.1 Major Instruments traded in stock markets : Equity Shares 4.2 Major Instruments traded in stock markets : Debentures 4.3 Major Instruments traded in stock markets: Myths attached to Investing in Stock Markets 4.4 Trading and Settlement : Trading of securities on a stock exchange 4.5 Trading and Settlement: Selection of broker 4.6 Trading and Settlement : Capital and margin requirements of a broker 4.7 Trading and Settlement: MTM and VAR Margins 4.8 Trading and Settlement : kinds of brokers 4.9 Trading and Settlement: Opening of an account to trade in securities 4.10 Trading and Settlement: DEMAT System 4.11 Trading and Settlement: placing an order for purchase/sale of shares 4.12 Trading and Settlement: Margin trading and margin adjustment 4.13 Trading and Settlement: Contract note and settlement of contracts 4.14 Trading and Settlement: Algorithmic trading	1. Process of placing an order for purchase/sale of shares



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		4.15 Trading and Settlement: Settlement mechanism at BSE 4.16 Trading and Settlement: Settlement mechanism at NSE	

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** What do you mean by indicators of maturity of stock markets? Explain 'A' 'B' 'T' 'S' 'TS' and 'Z' group of securities to be included in the stock market.
- b. **Mini Project:** Prepare the diagram of Trading and Settlement Cycle.
- c. **Other Activities (Specify):** Class Test-2.



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01MT801.5: Assess the ethical considerations in financial decision-making.

Approximate Hours

Item	AppX Hrs
CI	17
LI	0
SW	1
SL	1
Total	19

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 Define key terms related to Money Market and Debt Market (e.g., money market instruments, debt securities, etc.) SO5.2 Describe the purpose and functions of Money Market and Debt Market. SO5.3 Apply knowledge of Money Market and Debt Market to analyze a given financial scenario SO5.4 Analyze the impact of economic indicators (e.g., interest rates, inflation) on Money Market and Debt Market		Unit-5.0: Money Market and Debt Market [17 Hours] 5.1 Money Market: Concept of money market 5.2 Money Market: Role of money market 5.3 Money Market: participants in money markets 5.4 Money Market: Segments of money markets 5.5 Money Market: Call Money Markets 5.6 Money Market: Repos and reverse Repo concepts 5.7 Money Market: Treasury Bill Markets and Market for Commercial Paper 5.8 Money Market: Commercial Bills and Certificate of Deposit 5.9 Money Market : Role of STCI in money market 5.10 Money Market: Role of DFHI in money market 5.11 Debt Market: Introduction and meaning 5.12 Debt Market: Market for Government/Debt Securities in India 5.13 Debt Market: Secondary market for government/debt securities 5.14 Debt Market: Over subscription of Government Securities 5.15 Debt Market: Devolvement of Government Securities 5.16 Debt Market: Government securities issued by State Governments 5.17 Debt Market: Government securities issued by Municipal Bonds	1. Practice of money market and debt market instruments 2. Concept of Repo Rates and Reverse Repo Rates

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** What do mean by Repo and Reverse Repo Market. Explain its advantages and drawbacks.
- b. Mini Project:** Prepare a checklist of documentation for opening a Trading and DEMAT Account.
- c. Other Activities (Specify):** Class Test-3.



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (CI)	Sessional Work (SW)	Self-Learning (SI)	Total hour (CI+SW+SI)
01MT801.1: Define key financial terms and concepts related to institutions and markets	19	1	1	21
01MT801.2: Understand the regulatory framework governing financial institutions	20	1	1	22
01MT801.3: Apply financial models to analyze the performance of different investment options	18	1	1	20
01MT801.4: Analyze the factors influencing stock prices and market trends	16	1	1	18
01MT801.5: Assess the ethical considerations in financial decision-making	17	1	1	19
Total Hours	90	5	5	100

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
01MT801.1	Overview of the Indian financial system				
01MT801.2	Financial Markets				
01MT801.3	Stock Markets				
01MT801.4	Major Instruments Trading and Settlement				
01MT801.5	Money Market and Debt Market				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Financial Institutions and Markets will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials



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3. Case Method
4. Group Discussion
5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Financial Institutions and Markets: Structure Growth And Innovations	L.M. bhole, Jitendra Mahakud	Tata McGraw Hill	6 th Edition
2	Financial Services	M.Y. Khan	Tata McGraw Hill	5 th Edition
3	Financial Markets in India: A Research Initiative	Shahani, Rakesh	Anamica Publications	Latest Edition
4	Financial Institutions and Markets	Anurag Singh Parihar, Dr. Shweta Singh	Notion Press	1 st Edition
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 01MT801.

Course Title: Financial Institutions and Markets

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
01MT801.1: Define key financial terms and concepts related to institutions and markets	3	1	2	1	1	1	1	1
01MT801.2: Understand the regulatory framework governing financial institutions	2	1	2	2	1	2	1	1
01MT801.3: Apply financial models to analyze the performance of different investment options	3	1	2	2	2	1	2	1
01MT801.4: Analyze the factors influencing stock prices and market trends	2	2	3	1	2	1	1	1
01MT801.5: Assess the ethical considerations in financial decision-making	2	1	2	1	2	3	1	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	01MT801.1: Define key financial terms and concepts related to institutions and markets	SO1.1 SO1.2 SO1.3 SO1.4 SO1.5		Unit-1.0: Overview of the Indian financial system 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19	
POs 1,2,3,4,5,6 PSOs 1,2	01MT801.2: Understand the regulatory framework governing financial institutions	SO2.1 SO2.2 SO2.3 SO2.4 SO2.5		Unit-2.0: Financial Markets 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20	
POs 1,2,3,4,5,6 PSOs 1,2	01MT801.3: Apply financial models to analyze the performance of different investment options	SO3.1 SO3.2 SO3.3 SO3.4 SO3.5		Unit-3.0: Stock Markets 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16, 3.17, 3.18	
POs 1,2,3,4,5,6 PSOs 1,2	01MT801.4: Analyze the factors influencing stock prices and market trends	SO4.1 SO4.2 SO4.3 SO4.4 SO4.5		Unit-4.0: Major Instruments Trading and Settlement 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14, 4.15, 4.16	
POs 1,2,3,4,5,6 PSOs 1,2	01MT801.5: Assess the ethical considerations in financial decision-making	SO5.1 SO5.2 SO5.3 SO5.4		Unit-5.0: Money Market and Debt Market 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15, 5.16, 5.17	



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Semester-VIII

Course Code:	02MT811
Course Title :	Strategic Management
Pre-requisite:	Student should have basic knowledge of policy, mission of management
Rationale:	This course is important as it will correlate concepts with practical aspects. Measurement of the outcomes practically stage wise with the help of corporate mentors and the aligning of objectives are important

Course Outcomes:

02MT811.1: Students will identify various concepts of strategic management.

02MT811.2: The strategic climate and its practical concepts will be determined by the students.

02MT811.3: The students will relate various matrices and will pave paths to frame strategies.

02MT811.4: Students will find the correlations between finance and organizational strategies.

02MT811.5: IT needs and technology needs will be evaluated and costing will be estimated too.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
MCC	02MT811	Strategic Management	4	0	1	1	6	4

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.

Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.



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Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)							
			Progressive Assessment (PRA)						End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)		
MCC	02MT811	Strategic Management	15	20	5	5	5	50	50	100

Course-Curriculum Detailing:

This course syllabus illustrates the expected learning achievements, both at the course and session levels, which students are anticipated to accomplish through various modes of instruction including Classroom Instruction (CI), Laboratory Instruction (LI), Sessional Work (SW), and Self Learning (SL). As the course progresses, students should showcase their mastery of Session Outcomes (SOs), culminating in the overall achievement of Course Outcomes (COs) upon the course's conclusion.



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02MT811.1: Students will identify various concepts of strategic management.

Approximate Hours

Item	AppX Hrs
CI	13
LI	0
SW	2
SL	1
Total	16

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO1.1 The students will be able to understand strategy SO1.2 Strategic decisions will be known SO1.3 7-S will be analyzed SO1.4 Uses of growth vector will be understood		Unit-1.0: Strategy [13 Hours] 1.1 Strategy: Definition 1.2 Levels 1.3 Components: purpose, 1.4 Mission 1.5 Objectives, goals 1.6 Policies, and Programme 1.7 Types of goal pyramid of business policy 1.8 Strategic decision making: comparison of operating 1.9 Strategic decision 1.10 Mintzberg's model 1.11 Strategic management process 1.12 7 – S framework 1.13 Ansoff's growth vector	1. Strategic partners to be understood practically

SW-1 Suggested Sessional Work (SW):

- a. **Assignments:** Mission, Vision and Strategy
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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02MT811.2: The strategic climate and its practical concepts will be determined by the students.

Approximate Hours

Item	AppX Hrs
CI	12
LI	0
SW	2
SL	1
Total	15

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO2.1 The students will be able to understand external strategic environment SO2.2 Strategic macro decisions will be known SO2.3 VRIO will be analyzed SO2.4 Uses of grid approach will be understood		Unit-2.0: External environmental analysis [12 Hours] 2.1 External environmental analysis: taxonomy of the firm's 2.2 Environment – Mega, Micro 2.3 Relevant environment 2.4 Competition Analysis: porter's 2.5 Approach 2.6 Strategic groups 2.7 Porter's generic strategies 2.8 Internal corporate analysis: Bates 2.9 Eldredge Approach 2.10 The Grid Approach 2.11 VRIO Framework of analysis 2.12 Value chain analysis	1. Strategic Analysis of cement plants

SW-2 Suggested Sessional Work (SW):

- a. **Assignments:** VRIO, Strategic Group
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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02MT811.3: The students will relate various matrices and will pave paths to frame strategies.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	2
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO3.1 The students will be able to understand SFAS SO3.2 Doom loop will be known SO3.3 BCG will be analyzed SO3.4 Uses of corporate parenting will be understood		Unit-3.0: Strategic factors analysis [14 Hours] 3.1 Strategic factors analysis summary (SFAS) Matrix 3.2 Risks of generic competitive strategies 3.3 The eight dimensions of quality 3.4 Strategic alliance: Doom Loops 3.5 Directional strategy 3.6 Diversification strategy: concentric 3.7 Conglomerate 3.8 Portfolio analysis 3.9 Display matrices: BCG Growth share matrix 3.10 GE business screen 3.11 Shell's directional policy matrix 3.12 Arthur D'Little company's Matrix 3.13 Hofer's Market Evolution Matrix 3.14 Corporate parenting	1. Practice of Indicators of maturity of stock markets 2. Practice of Nifty and Sensex numerical

SW-3 Suggested Sessional Work (SW):

- a. **Assignments:** Conglomerate, GE matrix and corporate parenting.
- b. **Mini Project:** Survey of strategies among MSMEs of MP.
- c. **Other Activities (Specify):**



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02MT811.4: Students will find the correlations between finance and organizational strategies.

Approximate Hours

Item	AppX Hrs
CI	14
LI	0
SW	2
SL	1
Total	17

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO4.1 The students will be able to understand diversification SO4.2 Strategic merger decisions will be known SO4.3 MBO will be analyzed		Unit-4.0: Corporate Development stages [14 Hours] 4.1 Corporate Development stages 4.2 Diversification: related & unrelated 4.3 Merger & Acquisition: screening parameters and valuation 4.4 Re-engineering – 7 principals 4.5 Downsizing 4.6 M.B.O. 4.7 TQM: its objectives 4.8 essential ingredients 4.9 Measure of financial performance: profitability 4.10 Liquidity 4.11 Leverage 4.12 Activity Ratios 4.13 Strategic Audit: components & sources of information 4.14 Balanced score card	

SW-4 Suggested Sessional Work (SW):

- a. **Assignments:** MBO, TQM.
- b. **Mini Project:**
- c. **Other Activities (Specify):**



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02MT811.5: IT needs and technology needs will be evaluated and costing will be estimated too.

Approximate Hours

Item	AppX Hrs
CI	7
LI	0
SW	2
SL	1
Total	10

Session Outcomes (SOs)	Laboratory Instruction (LI)	Class room Instruction (CI)	Self-Learning (SL)
SO5.1 The students will be able to analyse R&D SO5.2 Knowledge management process will be detected		Unit-5.0: Characteristics of R&D process [17 Hours] 5.1 Characteristics of R&D process 5.2 Co-operation strategies: technology strategy 5.3 Vicious circle of IT investment 5.4 Knowledge Management: definition 5.5 Relationship among Knowledge management 5.6 New product development 5.7 Corporate entrepreneurship	

SW-5 Suggested Sessional Work (SW):

- a. Assignments:** R and D for products and services.
- b. Mini Project:**
- c. Other Activities (Specify):**



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Brief of Hours suggested for the Course Outcome:

Course Outcomes	Class Lecture (Cl)	Sessional Work (SW)	Self-Learning (Sl)	Total hour (Cl+SW+Sl)
02MT811.1: Students will identify various concepts of strategic management	13	2	1	16
02MT811.2: The strategic climate and its practical concepts will be determined by the students	12	2	1	15
02MT811.3: The students will relate various matrices and will pave paths to frame strategies	14	2	1	17
02MT811.4: Students will find the correlations between finance and organizational strategies	14	2	1	17
02MT811.5: IT needs and technology needs will be evaluated and costing will be estimated too	7	2	1	10
Total Hours	60	10	5	75

Suggestion for End Semester Assessment:

Suggested Specification Table (For ESA)

CO	Unit Titles	Marks Distribution			Total Marks
		R	U	A	
02MT811.1	Strategy				
02MT811.2	External environmental analysis				
02MT811.3	Strategic factors analysis				
02MT811.4	Corporate Development stages				
02MT811.5	Characteristics of R&D process				
Total					30

Legend: R: Remember, U: Understand, A: Apply

The end of semester assessment for Strategic Management will be held with written examination of 50 marks.

Note: Detailed Assessment rubric need to be prepared by the course wise teachers for above tasks. Teachers can also design different tasks as per requirement, for end semester assessment.

Suggested Instructional/Implementation Strategies:

1. Improved Lecture
2. Tutorials
3. Case Method



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4. Group Discussion

5. Brainstorming

Suggested Learning Resources:

(a) Books:

S. No.	Title	Author	Publisher	Edition & Year
1	Strategic Management: Indian context	S. Srinivasan	PHI	Latest Edition
2	Case Studies in Marketing: Indian context	S. Srinivasan	PHI	Latest Edition
3	Business Policy and Strategic Management	Azhar Kazmi	Tata McGraw Hill, New Delhi	Latest Edition
4	Strategic Management: Competitiveness & Globalization, Concepts and Cases	Hitt Michael A., Ireland R.D. and Robert E Hoskisson	Addison Wesley	Latest Edition
5	Lecture notes provided by Dept. of Management, AKS University, Satna			

Curriculum Development Team:

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10. Mr. Anurag Singh Parihar, Teaching Associate, FMS, AKS University, Satna.

Cos, POs and PSOs Mapping

Course Title: BBA (Hon's)

Course Code: 02MT811

Course Title: Strategic Management

Course Outcomes	Program Outcomes						Program Specific Outcome	
	PO1	PO2	PO3	PO4	PO5	PO6	PSO 1	PSO 2
	Domain knowledge	Contemporary issues	Deep thinking, business analysis	Mobilization of resources	Research orientation	Developing corporate solutions	Acquire leadership skills and entrepreneurial mindset	Application of ethical practices and moral values
02MT811.1: Students will identify various concepts of strategic management	1	2	1	2	1	1	2	2
02MT811.2: The strategic climate and its practical concepts will be determined by the students	2	3	1	2	1	2	3	1
02MT811.3: The students will relate various matrices and will pave paths to frame strategies	1	2	2	1	3	3	3	2
02MT811.4: Students will find the correlations between finance and organizational strategies	1	3	2	1	1	2	3	2
02MT811.5: IT needs and technology needs will be evaluated and costing will be estimated too	1	3	2	3	2	3	2	3

Legend: 1 – Low, 2 – Medium, 3 – High

Course Curriculum Map:

POs & PSOs No.	COs No. & Titles	SOs No.	Laboratory Instruction (LI)	Classroom Instruction (CI)	Self-Learning (SL)
POs 1,2,3,4,5,6 PSOs 1,2	02MT811.1: Students will identify various concepts of strategic management	SO1.1 SO1.2 SO1.3 SO1.4		Unit-1.0: Overview of the Indian financial system 1.1, 1.2, 1.3, 1.4, 1.5, 1.6, 1.7, 1.8, 1.9, 1.10, 1.11, 1.12, 1.13, 1.14, 1.15, 1.16, 1.17, 1.18, 1.19	
POs 1,2,3,4,5,6 PSOs 1,2	02MT811.2: The strategic climate and its practical concepts will be determined by the students	SO2.1 SO2.2 SO2.3 SO2.4		Unit-2.0: Financial Markets 2.1, 2.2, 2.3, 2.4, 2.5, 2.6, 2.7, 2.8, 2.9, 2.10, 2.11, 2.12, 2.13, 2.14, 2.15, 2.16, 2.17, 2.18, 2.19, 2.20	
POs 1,2,3,4,5,6 PSOs 1,2	02MT811.3: The students will relate various matrices and will pave paths to frame strategies	SO3.1 SO3.2 SO3.3 SO3.4		Unit-3.0: Stock Markets 3.1, 3.2, 3.3, 3.4, 3.5, 3.6, 3.7, 3.8, 3.9, 3.10, 3.11, 3.12, 3.13, 3.14, 3.15, 3.16, 3.17, 3.18	
POs 1,2,3,4,5,6 PSOs 1,2	02MT811.4: Students will find the correlations between finance and organizational strategies	SO4.1 SO4.2 SO4.3		Unit-4.0: Major Instruments Trading and Settlement 4.1, 4.2, 4.3, 4.4, 4.5, 4.6, 4.7, 4.8, 4.9, 4.10, 4.11, 4.12, 4.13, 4.14, 4.15, 4.16	
POs 1,2,3,4,5,6 PSOs 1,2	02MT811.5: IT needs and technology needs will be evaluated and costing will be estimated too	SO5.1 SO5.2		Unit-5.0: Money Market and Debt Market 5.1, 5.2, 5.3, 5.4, 5.5, 5.6, 5.7, 5.8, 5.9, 5.10, 5.11, 5.12, 5.13, 5.14, 5.15, 5.16, 5.17	



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Semester-VIII

Course Code:	05M8651
Course Title :	Major Research Project
Pre-requisite:	Students should have a strong foundation in the areas like HR, Marketing, Finance and General management. Student should also have the basic knowledge of computer.
Rationale:	Integrating OBE into BBA Major Research Project ensures that students gain practical skills and knowledge essential for their future careers. This structured approach helps bridge the gap between academic learning and professional application, preparing students to meet the demands of the business world.

Course Outcomes:

05MT851.1: Apply academic knowledge to real-world business tasks and challenges.

05MT851.2: Demonstrate the ability to analyze and propose solutions to business problems.

05MT851.3: Display professional behavior and ethical decision-making in a business setting.

05MT851.4: Communicate business information clearly and effectively in both written and oral forms.

05MT851.5: Collaborate with team members to achieve business objectives.

Scheme of Studies:

Code	Course Code	Course Title	Scheme of studies (Hours/Week)					Total Credits (C)
			CI	LI	SW	SL	Total Study Hours (CI+LI+SW+SL)	
PJT	05MT851	Major Research Project	0	12	0	0	12	6

Legend:

CI: Classroom Instruction (Includes different instructional strategies i.e. Lecture (L) and Tutorial (T) and others),

LI: Laboratory Instruction (Includes Practical performances in laboratory workshop, field or other locations using different instructional strategies)

SW: Sessional Work (includes assignment, seminar, mini project etc.),

SL: Self Learning,

C: Credits.



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Note: SW & SL has to be planned and performed under the continuous guidance and feedback of teacher to ensure outcome of Learning.

Scheme of Assessment:

Theory:

Code	Course Code	Course Title	Scheme of Assessment (Marks)								End Semester Assessment (ESA)	Total Marks (PRA+ ESA)
			Progressive Assessment (PRA)									
			Class/Home Assignment 5 number 3 marks each (CA)	Class Test 2 (2 best out of 3) 10 marks each (CT)	Seminar one (SA)	Class Activity any one (CAT)	Class Attendance (AT)	Total Marks (CA+CT+SA+CAT+AT)				
PJT	05MT851	Major Research Project	-	-	-	-	-	-	-	-	100	

Course Detailing:

During 5th Semester students will undergo a Major Research Project of 75 days in industries and markets. The 75-day Major Research Project in the BBA program offers students a practical and immersive learning experience aimed at bridging academic knowledge with real-world applications. Through this project, students have the opportunity to engage directly with industry practices, apply theoretical concepts in practical settings, and develop essential skills crucial for their professional development. Under the guidance of experienced mentors and faculty advisors, students undertake meaningful projects, conduct research, analyze data, and propose solutions to business challenges, thereby gaining valuable insights into organizational dynamics and operational strategies. This hands-on experience not only enhances their academic learning but also prepares them to effectively navigate complexities in their future careers, fostering critical thinking, teamwork, and leadership capabilities essential in today's competitive business environment.

Guideline for Making a Major Research Project:

- 1. Cover Page:** Include the title of your report, your name, Major Research Project start and end dates, name of your university, department, and the name of the organization where you completed the Major Research Project.
- 2. Table of Contents:** List all the main sections and subsections of your report with corresponding page numbers for easy navigation.
- 3. Executive Summary:** Provide a brief overview of your Major Research Project experience, including the organization's background, your roles and responsibilities, major projects or tasks undertaken, key achievements, and a summary of your overall learning outcomes.



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4. Introduction: Introduce the purpose of the Major Research Project report, your objectives for the Major Research Project, and the methodology used (if applicable, e.g., research methods, data collection techniques).

5. Organization Overview: Describe the organization where you completed your Major Research Project, including its history, mission, organizational structure, products/services offered, target market, and any other relevant details.

6. Major Research Project Experience:

- **Roles and Responsibilities:** Detail your specific roles, responsibilities, and projects/tasks assigned during the Major Research Project.
- **Skills Developed:** Discuss the skills you gained or improved upon during the Major Research Project (e.g., technical skills, soft skills, industry-specific knowledge).
- **Challenges Faced:** Describe any challenges or obstacles encountered during your Major Research Project and how you addressed them.
- **Achievements:** Highlight notable achievements, contributions, or projects completed during your Major Research Project, emphasizing the impact of your work on the organization.

7. Learning Outcomes: Reflect on your learning outcomes and personal development during the Major Research Project. Discuss how the experience contributed to your academic and career goals.

8. Analysis and Evaluation: Analyze the strengths and weaknesses of the organization's operations or processes you observed during the Major Research Project. Provide constructive feedback or recommendations for improvement.

9. Conclusion: Summarize the key points of your Major Research Project experience, reiterate the significance of your contributions, and reflect on the overall value of the Major Research Project towards your professional development.

10. Recommendations (if applicable): Provide recommendations for the organization based on your observations and experiences during the Major Research Project.

11. References/Bibliography: Include any sources referenced or cited throughout your Major Research Project report using appropriate citation style (e.g., APA, MLA).

12. Appendices: Include any supplementary materials such as project reports, presentations, certificates of completion, or any other relevant documents that support your Major Research Project experience.