



॥ सा विद्या या विमुक्तये ॥

स्वामी रामानंद तीर्थ मराठवाडा विद्यापीठ, नांदेड

'ज्ञानतीर्थ', विष्णुपुरी, नांदेड - ४३१ ६०६ (महाराष्ट्र राज्य) भारत

SWAMI RAMANAND TEERTH MARATHWADA UNIVERSITY, NANDED

'Dnyanteerth', Vishnupuri, Nanded - 431 606 (Maharashtra State) INDIA

स्वामी रामानंद तीर्थ
मराठवाडा विद्यापीठ, नांदेड

Established on 17th September, 1994, Recognized By the UGC U/s 2(f) and 12(B), NAAC Re-accredited with 'B++' grade

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वाणिज्य व व्यवस्थापन विद्याशाखे
अंतर्गत राष्ट्रीय शैक्षणिक धोरण
२०२० नुसार पदवी अभ्यासक्रम
(Syllabus) शैक्षणिक वर्ष २०२४-२५
पासून लागू करण्याबाबत.

प रि प त्र क

संदर्भ : जा. क्र.: शै-१/एनइपी/बी.कॉम. & बी.बी.ए./२०२४-२५/१४०,
दिनांक : ०५/०७/२०२४.

या परिपत्रकान्वये सर्व संबंधितांना कळविण्यात येते की, दिनांक १५ मे २०२४ रोजीच्या मा. विद्यापरिषद बैठकीतील विषय क्रमांक १७/५९-२०२४ च्या ठरावानुसार राष्ट्रीय शैक्षणिक धोरण २०२० च्या अनुषंगाने वाणिज्य व व्यवस्थापन विद्याशाखेतील पदवी अभ्यासक्रम (Syllabus) शैक्षणिक वर्ष २०२४-२५ पासून लागू करण्यास मा. विद्यापरिषदेने मान्यता प्रदान केली आहे. त्यानुसार सदर अभ्यासक्रम संदर्भीय परिपत्रकान्वये लागू करण्यात आले आहेत. तथापि, मा. अधिष्ठाता, वाणिज्य व व्यवस्थापन विद्याशाखा यांच्या आदेशानुसार परिपत्रकात किरकोळ दुरुस्ती करून खालील विषयांच्या अभ्यासक्रमाबाबत परिपत्रक पारित करण्यात येत आहे.

- 1) B. Com. I year - Banking & Insurance (Affiliated College)
- 2) B. Com. I year -Account & Taxation (Affiliated College)
- 3) B. Com. I year - Management & Entrepreneurship (Affiliated College)
- 4) B. Com. II year - (New Model College Hingoli)
- 5) B. B.A. II year - (New Model College Hingoli)

सदरील परिपत्रक व अभ्यासक्रम प्रस्तुत विद्यापीठाच्या www.srtmun.ac.in या संकेतस्थळावर उपलब्ध आहेत. तरी सदरील बाब ही सर्व संबंधितांच्या निदर्शनास आणून द्यावी, ही विनंती.

'ज्ञानतीर्थ' परिसर,
विष्णुपुरी, नांदेड - ४३१ ६०६.

जा.क्र.:शै-१/एनइपी/पदवी /२०२४-२५/११७
दिनांक : ११/०७/२०२४

डॉ. सरिता लोसरवार
सहा.कुलसचिव

शैक्षणिक (१-अभ्यासमंडळ)
विभाग

- प्रत : १) मा. अधिष्ठाता, वाणिज्य व व्यवस्थापन विद्याशाखा, प्रस्तुत विद्यापीठ.
२) मा. संचालक, परीक्षा व मुल्यमापन मंडळ, प्रस्तुत विद्यापीठ.
३) मा. प्राचार्य, सर्व संबंधित संलग्नित महाविद्यालये, प्रस्तुत विद्यापीठ.
४) मा. संचालक, सर्व संकुले परिसर व उपपरिसर, प्रस्तुत विद्यापीठ

SWAMI RAMANAND TEERTH
MARATHWADA UNIVERSITY, NANDED - 431606



**(Structure and Syllabus of Four Years Multidisciplinary UG
Program in Management with Multiple Entry and Exit Option)**

BACHELOR OF BUSINESS ADMINISTRATION

(New Model Degree College, Hingoli)

Under the Faculty of
COMMERCE & MANAGEMENT

Effective from Academic year 2024 – 2025
(As per NEP-2020)

From Dean's Desk:

To meet the challenge of ensuring excellence in Commerce and Management education, the issue of quality needs to be addressed, debated and taken forward in a systematic manner. Accreditation is the principal means of quality assurance in higher education. The major emphasis of accreditation process is to measure the outcomes of the program that is being accredited. In line with this Faculty of Commerce and Management of SRTM University of Nanded has taken a lead in incorporating philosophy of outcome-based education in the process of curriculum development. Faculty of Commerce and Management, SRTM University, Nanded in one of its meetings unanimously resolved that, each Board of Studies shall prepare some Program Objectives (PO's) and give freedom to affiliated Institutes to add few (PO's) and course objectives and course outcomes to be clearly defined for each course, so that all faculty members in affiliated institutes understand the depth and approach of course to be taught, which will enhance learner's learning process. It was also resolved that, maximum senior faculty from colleges and experts from industry to be involved while revising the curriculum. I am happy to state that, each Board of studies has adhered to their solutions passed by Faculty of Commerce and Management, and developed curriculum accordingly. In addition to outcome-based education, semester-based credit and grading system is also introduced to ensure quality of Commerce and Management education.

Semester based Credit and Grading system enables a much-required shift in focus from teacher-centric to learner-centric education since the workload estimated is based on the investment of time in learning and not in teaching. It also focuses on continuous evaluation which will enhance the quality of education. SRTM University, Nanded has taken a lead in implementing the system through its affiliated Colleges and Faculty of Commerce and Management has devised a transparent credit assignment policy an adopted ten points scale to grade learner's performance. Credit assignment for courses is based on 15 weeks teaching learning process, however content of courses is to be taught in 12-13 weeks and remaining 3-2 weeks to be utilized for revision, guest lectures, coverage of content beyond syllabus etc.

**Prof. D M Khandare,
Dean,
Faculty of Commerce and Management,**

**Prof. H S Patange,
Associate Dean,
Faculty of Commerce and Management,
Swami RamanandTeerthMarathwada University, Nanded**

Chairman's Desk.....

Education is the movement which brings the students, people, and the whole society from darkness to light. Education is a natural melodious and enlightened development of man's instinctive supremacies. Education is the dynamic process which activates the inbuilt traits and develops the child according to the needy situation and time. Commerce and Management education is the platform for any common man to conduct the various business activities smoothly and progressively. Commerce and Management education is basically that form of instruction which directly and indirectly prepares the businessman for his work. Commerce and Management education is a living discipline and is totally different from other disciplines. Hence it must charter new routes to service the aspirations of the nation.

A Commerce and Management UG program must therefore have a mission statement which is in conformity with program objectives and program outcomes that are expected of the educational process. The outcomes of a program must be measurable and must be assessed regularly through proper feedback for improvement of the Program. There must be a quality assurance process in place within the Institute to make use of the feedback for improvement of the Program. The curriculum must be constantly refined and updated to ensure that the defined objectives and outcomes are achieved. Students must be encouraged to comment on the objectives and outcomes and the role play individual courses in achieving them. In line with this Faculty of Commerce and Management in Swami Ramanand Teerth Marathwada University - Nanded.

We the chairmen of Board of Studies in 01) Accounts and Applied Statistics 02) Business Economics 03) Business Studies 04) Commercial and Mercantile Law 05) Management Science and Business Administration (Including NGO) Swami Ramanand Teerth Marathwada University - Nanded, happy to state here that, Program Objectives were finalized in a meeting where more than 60 members from different Institutes were attended, who were either Heads or their representatives of all five Board of Studies .The Program Objectives and Program Outcomes finalized listed below:

Programme Objectives:

1. To provide conceptual understanding to the students in different areas of communication, decision making, innovations and problem solving in day-to-day business activities. Demonstrate knowledge and understanding in diverse subjects and apply these to their workplace.
2. To develop rational thinking among the students to Examine the contextual knowledge from different perspectives and compare it with real business scenarios.
3. To develop communication skill among the students to use appropriate media to speak, read, write, and listen effectively with all stakeholders.
4. To develop employability skills among the students to exhibit employability skills like inter-personal skills, teamwork, problem-solving skills, Accounting and ICT & computing skills to be employable citizens of the country. Students will be equipped to join the industry or setup own entities, pursue further professional courses like C.A., C.S., C.M.A and other courses.
5. To develop managerial skills among the students to face upcoming challenges in the industry and business as the specializations offered expose them to practical aspects such as business analysis, decision making, innovations and problem solving in day-to-day business activities.
6. To develop professional ethics and responsible citizenship among the students to understand the impact of the professional ethics and responsibilities and norms of the business practices and apply ethical principles in business and life. Learn to participate in nation building by adhering the professional ethics.
7. To make aware about environment and sustainability to analyze the business issues and actions that have an impact on environment and sustainability. Identify the contemporary social problems, exploring the opportunities for social entrepreneurship, designing business solutions and demonstrate ethical standards in organizational decision making.
8. To provide self-directed and lifelong learning to the students to do their higher education and can make research in the field of Commerce and Management. Acquire the ability to engage in independent and lifelong learning in the changing business scenario.
9. To develop accounting and assessment skill among the students to get the sound knowledge of the important provisions of the Income Tax and Goods and Service Tax Laws with their applications in solving problems on computation of Income Tax and GST Liability.
10. To provide legal compliances to the students relating to business and accounting through important provisions of Auditing, Business Laws, Corporate Laws, Labour and Industrial laws and their applications in practice.

Programme Outcomes:

1. Conceptual Understanding - The students will acquire the knowledge, skill in different areas of communication, decision making, innovations and problem solving in day-to-day business activities. Demonstrate knowledge and understanding in diverse subjects and apply these to their workplace.
2. Rational Thinking - Examine the contextual knowledge from different perspectives and compare it with real business scenarios.
3. Effective Communication - Use appropriate media to speak, read, write and listen effectively with all stakeholders.
4. Employability Skills - Exhibit employability skills like inter-personal skills, teamwork, problem-solving skills, Accounting and ICT & computing skills to be employable citizens of the country. Students will be equipped to join the industry or setup own entities, pursue further professional courses like C.A., C.S., C.M.A and other courses.
5. Managerial Skills - Prepared to face upcoming challenges in the industry and business as the specializations offered expose them to practical aspects such as business analysis, decision making, innovations and problem solving in day-to-day business activities.
6. Professional Ethics and Responsible Citizenship - Understand the impact of the professional ethics and responsibilities and norms of the business practices and apply ethical principles in business and life. Learn to participate in nation building by adhering the professional ethics.
7. Environment and Sustainability - Analyze the business issues and actions that have an impact on environment and sustainability. Identify the contemporary social problems, exploring the opportunities for social entrepreneurship, designing business solutions and demonstrate ethical standards in organizational decision making.
8. Self-directed and Lifelong Learning - Students will be able to do their higher education and can make research in the field of Commerce and Management. Acquire the ability to engage in independent and lifelong learning in the changing business scenario.
9. Accounting and Assessment Skill - The Students will get the sound knowledge of the important provisions of the Income Tax and Goods and Service Tax Laws with their applications in solving problems on computation of Income Tax and GST Liability.
10. Legal Compliances Related to Business and Accounting – Provides the candidates with sound Knowledge of the important provisions of Auditing, Corporate, Labour and Industrial laws and their applications in practice.

Details of Board of Studies Members in the Subject of Management under the Faculty of Commerce & Management, S. R. T. M. University, Nanded.

1. **Dr. R. S. Pawar**- *Chairman, BOS in Accounts and Applied Statistics.*
2. **Dr. C. K. Harnawale** - *Chairman, BOS in Business Economics.*
3. **Dr. P. T. Pawar**- *Chairman, BOS in Business Studies.*
4. **Dr. D. S. Yadav**- *Chairman, BOS in Commercial and Mercantile Law.*
5. **Dr. M. S. Rode** - *Chairman, BOS in Management Science & Business Administration (Including NGO).*



Swami Ramanand Teerth Marathwada University, Nanded

Faculty of Commerce and Management

Structure for Four Year Multidisciplinary UG Program in Management with Multiple Entry and Exit

Bachelor of Business Administration *New Model Degree College, Hingoli* Subject: Management

Year & Level	Sem	Major		Minor (DSM) (Choose any one from pool of courses from same discipline)	Generic/Open Elective (There are two baskets of GE) Select one course from each basket of other disciplines or faculty)	VSC, SEC (VSEC) (Choose any one from pool of Major)	AEC, VEC, IKS	OJT, FP, CEP, CC, RP	Cum. Cr. per Sem.	Cum. Cr. per Degree
		(DSC) Mandatory	(DSE) Elective (Choose any one from Pool of Courses)							
1	2	3		4	5	6	7	8	9	10
I 4.5	I	DSC3101: 3Cr (Fundamentals of Management)	-	-	GE3101: 2Cr (Business Communication/Accounting for Everyone/Principles of Management/SWAYAM/NPTEL)	VSC3101: 2Cr (Financial Accounting or UGC Vocational Course)	AECEN3101: 2Cr (Communication Skills)	CC3101: 2Cr (NSS/NCC/Sports/Culture /Health Wellness/ Fitness/ Yoga Edu)	22	UG Certificate 44
	II	DSC3102: 3Cr (Managerial Economics)	-	-	GE3102: 2Cr (Fundamentals of Entrepreneurship/Principles of Banking/Fundamentals of GST/SWAYAM/NPTEL)	SEC3101: 2Cr (Tourism Management)	VEC3101: 2Cr (Indian Constitution.) IKS3101: 2Cr			
	Cum. Cr.	12	-	2	8	4+4	4+4+2	4	44	
Exit Option: Award of UG Certificate in Major with 44 Credits and an additional 4 credits core NSQF course/Internship OR Continue with Major and Minor										

II 5.0	III	DSC3201: 4Cr (Human Resource Management) DSC3202: 4Cr (Principles of Marketing)	-	DSM3201:4Cr (Business Mathematics)	GE3201: 2Cr (Business Organisation/Office Organisation & Mngt. /SWAYAM/NPTEL)	VSC3201: 2Cr (Entrepreneurial Skill)	AECEN3201: 2Cr (Basic Managerial Skills)	FP3201: 2Cr CC3201: 2Cr (NSS/NCC/Sports/Culture /Health Wellness/ Fitness/ Yoga Edu)	22	UG Diploma 88
	IV	DSC3251: 4Cr (Financial Mgt.) DSC3252: 4Cr (Production Mgt.)	-	DSM3251:4Cr (Quantitative Techniques in Mgt.)	GE3251:2Cr (Online Trading/People Mgt./SWAYAM/NPTEL)	SEC3251: 2Cr (Digital Fluency)	AECXX3251: 2Cr (Project Management) (XX=MR/HN/PL/SK/KN)	CEP3251: 2Cr CC3251: 2Cr (NSS/NCC/Sports/Culture /Health Wellness/ Fitness/ Yoga Edu)	22	
	Cum. Cr.	28	-	10	12	6+6	8+4+2	8+4	88	
Exit Option: Award of UG Diploma in Major with 88 Credits and an additional 4 credits core NSQF course/Internship OR Continue with Major and Minor										
III 5.5	V	DSC3301: 4Cr DSC3302: 4Cr	DSE3301: 4Cr	DSM3301:4Cr		VSC3301: 4Cr		FP3301/CEP3301: 2Cr	22	UG Degree 132
	VI	DSC3351: 4Cr DSC3352: 4Cr DSC3353: 2Cr	DSE3351: 4Cr	DSM3351:4Cr				OJT3351: 4Cr	22	
	Cum. Cr.	46	8	18	12	10+6	8+4+2	8+6+4	132	
Exit Option: Award of UG Degree in Major with 132 Credits OR Continue with Major and Minor										
IV 6.0	VII	DSC3401: 4Cr DSC3402: 4Cr DSC3403: 4Cr DSC3404: 2Cr	DSE3401:4Cr	RM3401: 4Cr					22	UG Honours Degree 176
	VIII	DSC3451: 4Cr DSC3452: 4Cr DSC3453: 4Cr DSC3454: 2Cr	DSE3451:4Cr					OJT3451: 4Cr	22	
	Cum. Cr.	74	16	18+4=22	12	10+6	8+4+2	8+6+8	176	
Four Year UG Honours Degree in Major and Minor with 176 Credits										
IV 6.0	VII	DSC3401: 4Cr DSC3402: 4Cr DSC3404: 2Cr	DSE3401: 4Cr	RM3401: 4Cr				RP3401: 4Cr	22	UG Honours with Research Degree 176
	VIII	DSC3451: 4Cr DSC3452: 4Cr DSC3454: 2Cr	DSE3451: 4Cr					RP3451: 8Cr	22	
	Cum. Cr.	66	16	18+4	12	10+6	8+4+2	8+6+8+12	176	

Four Year UG Honours with Research Degree in Major and Minor with 176 Credits

Abbreviations:

1. **DSC:** Department/Discipline Specific Core (Major)
2. **DSE:** Department/Discipline Specific Elective (Major)
3. **DSM:** Discipline Specific Minor
4. **GE/OE:** Generic/Open Elective
5. **VSEC:** Vocational Skill and Skill Enhancement Course
6. **VSC:** Vocational Skill Course
7. **SEC:** Skill Enhancement Course
8. **AEC:** Ability Enhancement course
9. **MIL:** Modern Indian languages
10. **IKS:** Indian Knowledge System
11. **VEC:** Value Education Course
12. **OJT:** On Job Training: (Internship/Apprenticeship)
13. **FP:** Field Projects
14. **CEP:** Community Engagement and Service
15. **CC:** Co-Curricular Courses
16. **RM:** Research Methodology
17. **RP:** Research Project/ Dissertation

**B.B.A (2ndYear): Semester III (Level 5.0) *New Model Degree College, Hingoli*
Teaching Scheme**

Course Type	Course code	Course Title	Teaching Hours/Week		Credits Assigned		Total Credits
			Theory	Practical	Theory	Practical	
Discipline Specific Core (DSC)Major	CMDSC3201	Human Resource Management	04	--	04	--	04
	CMDSC3202	Marketing Management	04	--	04	--	04
Discipline Specific Minor (DSM)	CMDSM3201	Business Mathematics	04	--	04	--	04
Vocational Skill Course (VSC)	CMVSC3201	Entrepreneurial Skill	02	--	02	--	02
Ability Enhancement Course (AEC)	AECEN3201	Basic Managerial Skills	02	--	02	--	02
Field Projects (FP)	CMFP3201	Field Project	02	--	02	--	02
Co-Curricular Courses (CC)	CCXX3201	(NSS/NCC/Sports/Culture /Health Wellness/ Fitness/ Yoga Edu)	--	04	--	02	02
Generic Elective 1 (Only Students of other Disciplines can opt anyone)	CMGE3201.1	Business Organization	02	--	02	--	02
	CMGE3201.2	Office Organization & Management					
		SWAYAM/NPTEL					
Total			20	04	20	02	22

B.B.A (2ndYear): Semester III (Level 5.0) *New Model Degree College, Hingoli*
Examination Scheme

Course Type	Course Code	Course Title	Theory Marks		Practical Marks		Total Marks
			CA (Continuous Assessment)	ESE (End of Semester Examination)	CA (Continuous Assessment)	ESE (End of Semester Examination)	
Discipline Specific Core (DSC)Major	CMDSC3201	Human ResourceManagement	20	80	-	-	100
	CMDSC3202	Marketing Management	20	80	-	-	100
Discipline Specific Minor (DSM)	CMDSM3201	Business Mathematics	20	80	-	-	100
Vocational Skill Course (VSC)	CMVSC3201	Entrepreneurial Skill	10	40	-	-	50
Ability Enhancement Course (AEC)	AECEN3201	Basic Managerial Skills	10	40	-	-	50
Field Projects (FP)	CMFP3201	Field Project-I	10	40	-	-	50
Co-Curricular Courses (CC)	CCXX3201	(NSS/NCC/Sports/Culture /Health Wellness/ Fitness/ Yoga Edu)	-	-	20	30	50
Generic Elective 1 (Only Students of other Disciplines can opt anyone)	CMGE3201.1	Business Organization	10	40		-	50
	CMGE3201.2	Office Organization & Management					
		SWAYAM/NPTEL					
Total			100	400	20	30	550

NOTE: -

- Learner / student must pass (with minimum 40%marks) separately in CA and ESE*
- 1 Credit = 25 Marks, Weekly 1 hour (60 min.) for Theory & 2 hours (120 min.) for practical.*

B.B.A (2ndYear): Semester IV (Level 5.0) *New Model Degree College, Hingoli*

Teaching Scheme

Course Type	Course code	Course Title	Teaching Hours/Week		Credits Assigned		Total Credits
			Theory	Practical	Theory	Practical	
Discipline Specific Core (DSC)Major	CMDS3251	Financial Management	04	--	04	--	04
	CMDS3252	Production Management	04	--	04	--	04
Discipline Specific Minor (DSM)	CMDSM3251	Quantitative Techniques in Management	04	--	04	--	04
Skill Enhancement Course (SEC)	CMSEC3251	Digital Fluency	02	--	02	--	02
Ability Enhancement Course (AEC)	AECXX3251	Project Management	02	--	02	--	02
Community Engagement and Service (CEP)	CMCEP3251	Community Engagement Program/Project-I	02	--	02	--	02
Co-Curricular Courses (CC)	CCXX3251	(NSS/NCC/Sports/Culture /Health Wellness/ Fitness/ Yoga Edu)	--	04	--	02	02
Generic Elective (Only Students of other Disciplines can opt anyone)	CMGE3251.1	Online Trading	02	--	--	--	02
	CMGE3251.2	People Management					
		SWAYAM/NPTEL					
Total			20	04	20	02	22

B.B.A (2ndYear): Semester IV (Level 5.0) *New Model Degree College, Hingoli*

Examination Scheme

Course Type	Course code	Course Title	Theory Marks		Practical Marks		Total Marks
			CA (Continuous Assessment)	ESE (End of Semester Examination)	CA (Continuous Assessment)	ESE (End of Semester Examination)	
Discipline Specific Core (DSC)Major	CMDSC3251	Financial Management	20	80	-	-	100
	CMDSC3252	Production Management	20	80	-	-	100
Discipline Specific Minor (DSM)	CMDSM3251	Quantitative Techniques in Management	20	80	-	-	100
Skill Enhancement Course (SEC)	CMSEC3251	Digital Fluency	10	40	-	-	50
Ability Enhancement Course (AEC)	AECXX3251	Project Management	10	40	-	-	50
Community Engagement and Service (CEP)	CMCEP3251	Community Engagement Program/Project-I	10	40	-	-	50
Co-Curricular Courses (CC)	CCXX3251	(NSS/NCC/Sports/Culture /Health Wellness/ Fitness/ Yoga Edu)	-	-	20	30	50
Generic Elective (Only Students of other Disciplines can opt anyone)	CMGE3251.1	Online Trading	10	40	-	-	50
	CMGE3251.2	People Management					
		SWAYAM/NPTEL					
Total			100	400	20	30	550

NOTE: -

1. Learner / student must pass (with minimum 40%marks) separately in CA and ESE
2. 1 Credit = 25 Marks, Weekly 1 hour (60 min.) for Theory & 2 hours (120 min.) for practical.



**Swami Ramanand Teerth Marathwada
University, Nanded**

**(Syllabus of Four Years Multidisciplinary UG
Program in Management with Multiple Entry and
Exit Option)**

**B.B.A. (2nd Year): Semester III (Level 5.0)
Subject: Management (B.B.A)**

Under
Faculty of Commerce and Management
Effective from Academic Year 2024 – 2025 (As per NEP-2020)

New Model Degree College, Hingoli



Swami Ramanand Teertha Marathwada University, Nanded
(Syllabus of Four Years Multidisciplinary UG Program in Management
with Multiple Entry and Exit Option)

B.B.A (2ndYear): Semester III (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Human Resource Management

(Discipline Specific Core)

Course Code: CMDSC3201

New Model Degree College, Hingoli

Course prerequisites:	Basic knowledge of Management, Classroom, Blackboard, E-materials, Books etc
Course Objectives	1. After successfully completing this program, you should be able to: Effectively manage and plan key human resource functions within organizations
	2. The functions, systems, policies and applications of Human Resource Management in organizations.
	3. An overview of theoretical foundations of key areas associated with HR development in the organizations,
	4. HR skills and their ability to assess the constraints and opportunities associated with managing employees in
Course Outcomes	1. Ability to describe the role and responsibility of Human Resource Management functions on business.
	2. Ability to describe HRP, Recruitment and selection process
	3. Ability to describe to induction, training and compensation aspect
	4. Ability to explain performance appraisal and its process
	5. Ability to demonstrate Employee Engagement and Psychological Contract.

Course Teaching and Evaluation Scheme

Teaching Scheme				Evaluation Scheme					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
04	--	60	--	20	20	20	80	--	100

❖ **Continuous Assessment (CA):**

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ **End Semester Examination (ESE for 4 Credit Course):**

1. Question paper will comprise of 6 questions, each carrying 20 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	Unit No.	Topic	Teaching Hours
1.0	INTRODUCTION TO HUMAN RESOURCE MANAGEMENT:		15
	1.1	What is HR? What is HRM? Meaning, Objectives & Functions	
	1.2	Scope of HRM, Difference between HRM & Personnel Management	
	1.3	Role & Duties of HR Manager	
	1.4	Concept of Strategic HRM, Implementation of Strategic HRM	
2.0	HUMAN RESOURCE PLANNING:		13
	2.1	Concept of Human Resource Planning, Objective of HRM & Need of HRP	
	2.2	Process of HRP, Recruitment, Selection	
	2.3	Placement Induction, Demotion,	
	2.4	Promotion & Transfer	
3.0	JOB ANALYSIS & JOB DESIGN:		12
	3.1	Concept of Job Analysis, Objective & Significance of Job Analysis	
	3.2	Process of Job Analysis, Job Description, Job Specification	
	3.3	Concept & Approaches of Job design	
	3.4	Recent Trends in Job Reduction	
4.0	MANAGING PERFORMANCE & COMPENSATION:		10
	4.1	Concept of Performance Appraisal, Objectives & Importance of Performance Appraisal	
	4.2	Methods or Techniques of Performance Appraisal	
	4.3	Management by Objective (MBO), 360-degree Appraisal Technique	
	4.4	Compensation, Component of Compensation	
5.0	EMPLOYEE REMUNERATION & BASE SALARY:		10
	5.1	Remuneration, Wage, Salary	
	5.2	Administration, Allowances, Absenteeism	
	5.3	Labour Turnover, Employee welfare benefits	
Total			60 Hrs.
Skill Development Activities: <ul style="list-style-type: none"> - Preparation of Job Descriptions and Job specifications for a Job profile. - Develop a format for performance appraisal of an employee. - Discussion of any two employee engagement models. - Analysis of Components of pay structure based on the CTC of any corporate. 			

Reference Books:

1. Aswathappa, Human Resource Management, McGraw Hill
2. Edwin Flippo, Personnel Management, McGraw Hill
3. C. B. Mamoria, Personnel Management, HPH
4. Subba Rao, Personnel and Human Resource Management, HPH
5. Reddy & Appanniah, Human Resource Management, HPH.
6. Madhurimalal, Human Resource Management, HPH.



Swami Ramanand Teertha Marathwada University, Nanded

(Syllabus of Four Years Multidisciplinary UG Program in Management
with Multiple Entry and Exit Option)

B.B.A (2ndYear): Semester III (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Marketing Management

(Discipline Specific Core-Major)

Course Code: CMDSC3202

New Model Degree College, Hingoli

Course Prerequisites:	Basic knowledge of Marketing, Classroom, Blackboard, E-materials, Books etc
Course Objectives:	<ol style="list-style-type: none"> To apply the basic concepts of marketing and Marketing environment. To analyse and identify market segments and explore targeting and positioning. To distinguish the product mix of various companies and identify the relevance of branding. To enumerate the significance of pricing and distribution decisions of a firm.
Course Outcomes:	<ol style="list-style-type: none"> On successful completion of the course, the students will understand the concepts and functions of marketing. Analyse marketing environment impacting the business Segment the market and understand the consumer behaviour Describe the 4 p's of marketing and also strategize marketing mix. Describe 7 p's of service marketing mix.

Course Teaching and Evaluation Scheme

<u>Teaching Scheme</u>				<u>Evaluation Scheme</u>					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
04	--	60	--	20	20	20	80	--	100

❖ Continuous Assessment (CA):

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ End Semester Examination (ESE for 4 Credit Course):

- Question paper will comprise of 6 questions, each carrying 20 marks.
- Question No.1 will be compulsory and based on any module of entire syllabus.
- Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
- The students need to solve total 4 questions.

Course Contents

Module No.	UnitNo.	Topic	Teaching Hours
1.0	INTRODUCTION TO MARKETING		13
	1.1	What is Marketing? The evaluation of Marketing, Nature of Marketing	
	1.2	Scope of Marketing, Function of Facilities, The System Approach	
	1.3	Marketing Process, Marketing Functions	
	1.4	Concept of Marketing, Benefits of Marketing Concept	
2.0	MARKETING MANAGEMENT		12
	2.1	Marketing is the Business, Management Process, Marketing Management	
	2.2	Opportunities for Marketing Success, Marketing Management responsibilities	
	2.3	Marketing Plan & Planning Process, Marketing Mix, Marketing Organization	
	2.4	Responsibilities of Marketing Manager, Strategic Marketing	
3.0	MARKETING ENVIRONMENT & SEGMENTATION		13
	3.1	Need for Environment analysis, Marketing Management & Its Environment	
	3.2	Technological Change & Marketing	
	3.3	Trends in Marketing Environment, Market Segmentation	
	3.4	Criteria for Market Segmentation, Strategic options	
4.0	MARKETING RESEARCH PROCESS		12
	4.1	Importance of Marketing Research. Scope & Role of Marketing Research	
	4.2	Types of Marketing Research, Advantages & Limitations	
	4.3	Marketing Research Process sampling questionnaire,	
	4.4	Methods of data collection, Secondary data-primary data, survey techniques.	
5.0	MARKETING PLANNING/STRATEGY:		10
	5.1	Marketing Planning/Strategy, The Management Process, Planning – Planning & Control, Importance of Planning	
	5.2	Strategy-strategic corporate planning, Strategic Marketing Plan, Competitive Marketing Strategies	
	5.3	Interaction between Marketing Mix & Marketing Environment.	
Total			60 Hrs.
Skill Development Activities:			
<ul style="list-style-type: none"> - Design a logo and tagline for a product of your choice. - Develop an advertisement copy for a product. - Prepare a chart for distribution network for different products. 			

Reference Books:

1. Philip Kotler, Marketing Management, Prentice Hall.
2. William J. Stanton, Michael J. Etzel, Bruce J Walker, Fundamentals of Marketing, McGraw Hill Education.
3. Bose Biplab, Marketing Management, Himalaya Publishers.
4. J. C. Gandhi, Marketing Management, Tata McGraw Hill.
5. Ramesh and Jayanti Prasad: Marketing Management, I. K. International
6. Sontakki, Marketing Management, Kalyani Publishers.



Swami Ramanand Teerth Marathwada University, Nanded.
(Syllabus of Four Years Multidisciplinary UG Program in Management with
Multiple Entry and Exit Option)

B.B.A (2nd Year): Semester III (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Business Mathematics

(Discipline Specific Minor - DSM)

Course Code: CMDSM3201

New Model Degree College, Hingoli

Course Prerequisites:	Basic knowledge of Marketing, Classroom, Blackboard, E-materials, Books etc
Course Objectives:	1. To develop elementary concepts in Mathematics and application of the same as useful quantitative tools.
	2. To equip the students with in-depth knowledge of mathematics with emphasis on conceptual clarity.
	3. The emphasis is placed on the improvement of student's quantitative skills.
	4. To Interpret and solve real-life business problem using such concepts as differentiation
Course Outcomes:	1. On successful completion of the course, the students will be understanding of the basic concepts of Business Maths and apply them to create solve and interpret application problems in business.
	2. Understand the basic concepts of business mathematics.
	3. Understand such concepts as matrices.
	4. Understand various mathematical concepts useful in day-to-day scenario.

Course Teaching and Evaluation Scheme

<u>Teaching Scheme</u>				<u>Evaluation Scheme</u>					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
04	--	60	--	20	20	20	80	--	100

❖ **Continuous Assessment (CA):**

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ **End Semester Examination (ESE for 4 Credit Course):**

1. Question paper will comprise of 6 questions, each carrying 20 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	Unit No.	Topic	Teaching Hours
1.0	PERCENTAGE, RATIO PROPORTION & VARIATION:		13
	1.1	Meaning, Practical use and computation of Percentage	
	1.2	Inverse Ratio, Continued Ratio,	
	1.3	Direct Proportion and Inverse Proportion.	
2.0	PROFIT & LOSS AND COMMISSION & BROKERAGE:		12
	2.1	Problems involving cost price selling price	
	2.2	Market Price, Trade discount and Cash Discount	
	3.1	Rate of Commission, Types of Commission agents, Problems	
3.0	SIMPLE AND COMPOUND INTEREST:		13
	3.1	Meaning of Simple Interest and Compound Interest	
	3.2	Concept of Principal rate of interest, Period and amount by simple and compound interest	
	3.3	Calculation of compound interest when compounded quarterly half yearly and annually.	
4.0	MATRIX		12
	4.1	Introduction, Definition, Types of Matrices	
	4.2	Additional of Matrices, Subtraction of Matrices,	
	4.3	Multiplication of Matrices by a constant	
5.0	LINEAR PROGRAMMING		10
	5.1	Introduction to Linear Programming concepts, Formation of Linear Programming Problems	
	5.2	Graphical Solution of Linear Programming Problem	
	5.3	Simplex Method (Number of variables not more than & not less than)	
Total			60 Hrs.
Skill Development Activities:			
<ul style="list-style-type: none"> - Develop an Amortization Table for Loan Amount – EMI Calculation. - Secondary overhead distribution summary using Simultaneous Equitation Method. - Application of Matrix in Business Problems Method. 			

Reference Books:

1. Saha: Mathematics for Cost Accountants, Central Publishers
2. R. G. Saha and Others – Methods and Techniques for Business Decisions, VBH
3. Dr. Sancheti and Kapoor: Business Mathematics and Statistics, Sultan Chand.
4. Zamarudden: Business Mathematics, Vikas.
5. R. S. Bhardwaj: Mathematics for Economics and Business
6. Madappa, Mahadi Hassan, M. Iqbal Taiyab – Business Mathematics, Subhash
7. G. R. Veena and Seema: Business Mathematics and Statistics I. K. Intl Publishers.



Swami Ramanand Teertha Marathwada University, Nanded.
(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2ndYear): Semester III (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Business Organization

(Generic/Open Elective)

Course Code: CMGE3201.1

New Model Degree College, Hingoli

Course Prerequisites:	Basic knowledge of Management, Classroom, Blackboard, E-materials, Books etc
Course Objectives:	1. An understanding of the nature, objectives and social responsibilities of business
	2. An ability to describe the different forms of organisations.
	3. An understanding of the basic concepts of management.
	4. An understanding of functions of management
Course Outcomes:	1. Use critical thinking skills to solve problems and make decisions based on accepted business principles.
	2. Execute the four functions of management: planning, organizing, leading and controlling.
	3. Exhibit professional behavior appropriate for the workplace.
	4. Demonstrate ability to function effectively as a team member.

Course Teaching and Evaluation Scheme

<u>Teaching Scheme</u>				<u>Evaluation Scheme</u>					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
02	--	30	--	10	10	10	40	--	50

❖ **Continuous Assessment (CA):**

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ **End Semester Examination (ESE for 2 Credit Course):**

1. Question paper will comprise of 6 questions, each carrying 10 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	Unit No.	Topic	Teaching Hours
1.0	INTRODUCTION TO BUSINESS:		07
	1.1	Business: Meaning, Nature, Scope and Social responsibility of Business.	
	1.2	Essentials of successful business, functional areas of business	
	1.3	Concept of Business Organization.	
2.0	FORMS OF BUSINESS ORGANIZATION:		08
	2.1	Sole proprietorship: Definition, Features, Merits and Demerits.	
	2.2	Partnership: Definitions, partnership deed, Features, Merits and Demerits.	
	2.3	Joint Stock Company: Definition, Features, Merits and Demerits.	
3.0	PUBLIC ENTERPRISES:		08
	3.1	Departmental Undertaking: Definitions, Features, Merits & Demerits.	
	3.2	Public Corporations: Definitions, Features, Merits & Demerits.	
	3.3	Government Companies: Definitions, Features, Merits & Demerits.	
4.0	MANAGEMENT OF ORGANIZATIONS:		07
	4.1	Management - Meaning, Definitions, Difference between Management & Administration,	
	4.2	Levels of Management, Objectives of Management,	
	4.3	Functions of Management - Planning, Organizing, Staffing, Directing, Coordinating, Controlling, Principles of Mngt.	
		Total	30hrs
Skill Development Activity:			
<ul style="list-style-type: none"> - Preparation of Partnership Deed. - Draw a business tree - Make a list of 10 PSUs - Prepare a list of different types of business combinations. 			

Reference Books:

1. C. B. Gupta – Business Organization and Management, Sultan Chand & Sons.
2. Dr. S. C. Saxena – Business Administration & Management, Sahitya Bhawan.
3. M. C. Shukla – Business Organization and Management, S Chand & Company Pvt. Ltd.
4. S. A. Sherlekar - Business Organisation, Himalaya Publishing House.
5. Y. K. Bhushan, Fundamentals of Business Organisation and Management, Sultan S. Chand & Sons.
6. R. K. Sharma, Business Organisation & Management, Kalyani Publishers.



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(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2ndYear): Semester III (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Office Organization & Management

(Generic/Open Elective)

Course Code: CMGE3201.2

New Model Degree College, Hingoli

Course Prerequisites:	Classroom's lecture, tutorials, Group discussion, Seminar, Case Studies.
Course Objectives:	1. An understanding of basic knowledge of office organisation and management.
	2. Demonstrate skills in effective office organisation.
	3. Ability to maintain officer records.
	4. Ability to maintain digital records.
Course Outcomes:	1. Understanding of different types of organisation structures and responsibilities as future office managers.
	2. Identify skills and competencies of an office manager.
	3. Identify components of office management roles and procedures and team dynamics.
	4. Communicate finding using business software applications.

Course Teaching and Evaluation Scheme

<u>Teaching Scheme</u>				<u>Evaluation Scheme</u>					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
02	--	30	--	10	10	10	40	--	50

❖ Continuous Assessment (CA):

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ End Semester Examination (ESE for 2 Credit Course):

1. Question paper will comprise of 6 questions, each carrying 10 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	Unit No.	Topic	Teaching Hours
1.0	FUNDAMENTALS OF OFFICE MANAGEMENT:		07
	1.1	Introduction: Meaning, Importance and functions of modern office. Modern Office Organization: Meaning; Steps in office organization; Principles of Office organization, Organization structure types.	
	1.2	Nature of Office Services: Types of services in a modern office, decentralization and centralization of office services, Departmentation of Office.	
	1.3	Office Management: Meaning, Elements and major processes of Office management. Office Manager: Functions and qualifications of Office Manager.	
2.0	ADMINISTRATIVE ARRANGEMENT AND FACILITIES:		08
	2.1	Office Accommodation and its Important: Location of Office, Choice of Location, Factors to be considered in selecting the site.	
	2.2	Office Lay-out: Objectives of Office Lay-out, Principles of Office Lay-out, Steps in Lay-out planning.	
	2.3	Types of Offices: Open Office and Private Office – advantages and disadvantages.	
3.0	OFFICE ENVIRONMENT:		08
	3.1	Meaning and Components of Office Environment, Interior Decoration; Colour Conditioning, Floor Coverings, Furnishings	
	3.2	Furniture & Fixtures: Types of Furniture, Choice between Wooden and Steel Furniture, Principles Governing Selection of Furniture.	
	3.3	Lighting and Ventilation, Noise: Internal Noise, External Noise.	
4.0	RECORDS MANAGEMENT:		07
	4.1	Introduction to Records; Importance of Records, types of officer records,	
	4.2	Records Management: Meaning, Principles of Record Keeping, Functions of Records Management.	
	4.3	Filing: Elements of Filing Functions, Objectives & Importance of filing, Advantage of filing.	
Total			30 Hrs

Skill Development Activities:

- Visit an office and enlist the different types of machines used in the office.
- Identify the different types of stationery used in offices today.
- Draw a data life cycle chart.
- Draw charts indicating different types of office lay-outs.

Reference Books:

1. S. P. Arora, Office Organization and Management, Vikas Publishing House Pvt. Ltd.
2. M. E. Thakuram Rao, Office Organization and Management, Atlantic
3. Judith Read, Mary Lea Ginn, Record Management, 10th Edition, Cengage Learning.



Swami Ramanand Teertha Marathwada University, Nanded.
(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2ndYear): Semester III (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Entrepreneurial Skill

(Vocational Skill Course)

Course Code: CMVSC3201

New Model Degree College, Hingoli

Course Prerequisites:	This course is to create awareness about entrepreneurship among students. This course focuses on motivating students for entrepreneurship. The more focus is given on creativity and innovation.
Course Objectives:	<ol style="list-style-type: none"> 1. The objectives of the course are to introduce various qualities required for entrepreneurship. 2. Explain various entrepreneurship models 3. Organize interaction with successful entrepreneurs.
Course Outcomes:	<ol style="list-style-type: none"> 1. After completing the course students will be able to identify qualities of entrepreneurs. 2. Use various entrepreneurship models and think creative and innovative. 3. Understand various schemes supporting entrepreneurship.

Course Teaching and Evaluation Scheme

<u>Teaching Scheme</u>				<u>Evaluation Scheme</u>					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
02	--	30	--	10	10	10	40	--	50

❖ **Continuous Assessment (CA):**

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ **End Semester Examination (ESE for 2 Credit Course):**

1. Question paper will comprise of 6 questions, each carrying 10 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	Unit No.	Topic	Teaching Hours
1.0	INTRODUCTION TO ENTREPRENEURSHIP:		07
	1.1	Concept of Entrepreneur, Entrepreneurship and Enterprise	
	1.2	Definition of Entrepreneurship,	
	1.3	Objectives of Entrepreneurship Development	
2.0	PHASES OF ENTREPRENEURSHIP DEVELOPMENT:		08
	2.1	Phases of Entrepreneurship Development, Role of Entrepreneurship.	
	2.2	Characteristics of Entrepreneurship, Traits of Entrepreneurship	
	2.3	Introduction to Entrepreneurship Skills	
3.0	ENTREPRENEURSHIP DEVELOPMENT SKILLS:		08
	3.1	Meaning of Entrepreneurship skill	
	3.2	Types of Entrepreneurship Skill: Business Management Skills, Teamwork and leadership skills, Communication and listening,	
	3.3	Customer service skills,	
4.0	FINANCIAL AND TECHNICAL SKILLS		07
	4.1	Analytical and problem-solving skills, Critical thinking skills, Strategic thinking and planning skills,	
	4.2	Technical Skills: Time management and organizational skills, Branding, marketing and networking skills.	
	4.3	How to improve entrepreneurial skills, Entrepreneurial skills in the workplace, Entrepreneurial Imagination and Creativity.	
		Total	30 Hrs.
Skill Development Activities:			
<ul style="list-style-type: none"> - Writing a Personal Mission Statement - Reading Inspirational Biographies - List out the top 10 successful Entrepreneurs in India & Maharashtra. 			

Reference Books:

1. Venkateshwara Rao and Udai Pareek, (Eds)Developing Entrepreneurship-A Handbook
2. Raja Gopal, Agriculture Business and Entrepreneurship
3. H.Sadhak, industrial development in Backward Regions in India
4. Ravi J. Mathai, Rural Entrepreneurship A Frame Work in Development Entrepreneurship - AHandbook.
5. Dr. Gupta and Dr. Srinivasan, Entrepreneurship development in India.
6. Vasant Desai, Dynamics of Entrepreneurial Development and Management.



Swami Ramanand Teertha Marathwada University, Nanded.

(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2ndYear): Semester III (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Basic Managerial Skills

(Ability Enhancement Course)

Course Code: CMAEC3201

New Model Degree College, Hingoli

Course Prerequisites:	Basic knowledge of Management, Classroom, Blackboard, E-materials, Books etc
Course Objectives:	1. The objective of this course is to move students beyond the theories of contemporary management principles to the practice of managerial skills
	2. The course will help students to acquire practical managerial skills that are of immediate use in managerial or leadership positions.
	3. Students will explore more advance managerial skills such as conflict resolution, empowerment
	4. Students will learn working with teams and creating a positive environment for change.
Course Outcomes:	1. To provide exposure to the essential management skills that managers ought to possess to perform their duties efficiently.
	2. To enable students to apply management concepts in their daily lives, assess current level of skill competence and knowledge and create corporate readiness.
	3. To help the students gain understanding of the functions and responsibilities of managers
	4. To provide them tools and techniques to apply in the performance of the managerial job.

Course Teaching and Evaluation Scheme

<u>Teaching Scheme</u>				<u>Evaluation Scheme</u>					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
02	--	30	--	10	10	10	40	--	50

❖ Continuous Assessment (CA):

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ End Semester Examination (ESE for 2 Credit Course):

1. Question paper will comprise of 6 questions, each carrying 10 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	Unit No.	Topic	Teaching Hours
1.0	Managerial Skills:		07
	1.1	Skills – Concept, Scope & Importance.	
	1.2	Developing Skills for Effective Business Management – Hard & Soft	
	1.3	Skills of Effective Managers – IQ, EQ, SQ & AQ, Skill Assessment & Evaluation – SWOC Analysis.	
2.0	Skill Development:		08
	2.1	Skill Development: Concept & Characteristics.	
	2.2	Creative and Innovative Skill Development, Concept and Importance	
	2.3	Tools & Techniques of Skill Development.	
3.0	Decision Making & Team Building		08
	3.1	Decision Making: Concept, Characteristics & Types, Factors affecting, Tools & Techniques	
	3.2	Strategies of making effective decision, Limitations of effective decision making.	
	3.3	Team Building: Meaning, Objectives, Importance & Process of Team Building.	
4.0	Problem Solving & Negotiation Skills:		07
	4.1	Problem Solving – Meaning, Concept & Limitations	
	4.2	Steps of Analytical Problem Solving	
	4.3	Negotiation Skills: Concept and Importance, Negotiation Skills as a tool of problem solving.	
		Total	30 Hrs

Skill Enhancement Module:

1. To Prepare a report on establishment of local industry product/service
2. To Visit Various Business Firms and take interview and list out the problems solved.
3. To conduct meetings, Reporting of case Study/Analysis.



**Swami Ramanand Teerth Marathwada
University, Nanded**

**(Syllabus of Four Years Multidisciplinary UG
Program in Management with Multiple Entry and
Exit Option)**

**B.B.A (2ndYear): Semester IV (Level 5.0)
Subject: Management**

Under the Faculty of
COMMERCE & MANAGEMENT

Effective from Academic year 2024 – 2025
(As per NEP-2020)

New Model Degree College, Hingoli



Swami Ramanand Teertha Marathwada University, Nanded.

(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2nd Year): Semester IV (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Financial Management

(Discipline Specific Core-Major)

Course Code: CMDSC3251

New Model Degree College, Hingoli

Course Prerequisites:	Classroom's lecture, tutorials, Group discussion, Seminar, Case Studies.
Course Objectives:	The objective of the course is to equip the students the methods and technique of finance for ability to analysis interpret in business decision making.
Course Outcomes:	After studying this course students will be able to take proper investment decisions and select the most viable and profitable project.

Course Teaching and Evaluation Scheme

<u>Teaching Scheme</u>				<u>Evaluation Scheme</u>					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
04	--	60	--	20	20	20	80	--	100

❖ Continuous Assessment (CA):

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ End Semester Examination (ESE for 4 Credit Course):

1. Question paper will comprise of 6 questions, each carrying 20 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	UnitNo.	Topic	Teaching Hours
1.0	INTRODCUTION OF FINANCIAL MANAGEMENT:		13
	1.1	Finance – Importance, Business Finance, Financial Management	
	1.2	Scope of Financial Management, Basic Principles of Financial Decisions.	
	1.3	Importance of Financial Management, Functions of Financial Management.	
	1.4	Objectives of Financial Management.	
2.0	CAPITAL STRUCTURE:		12
	2.1	Introduction: Meaning, Definition, Patterns of Capital Structure	
	2.2	Theories of Capital Structure, Net Income Approach, Net Operating Income Approach.	
	2.3	Determination of Capital Structure,	
	2.4	Calculating Earnings Per Share.	
3.0	LIVERAGE ANALYSIS:		10
	3.1	Developing the Concept of Leverage in Finance	
	3.2	Computation and Inferences of Degree of Operating Leverage	
	3.3	Financial Leverage and Combined Leverage	
4.0	WORKING CAPITAL MANAGEMENT:		12
	4.1	Introduction, Types of Capital, Definition of Working Capital	
	4.2	Types of Working Capital, Need of Working Capital,	
	4.3	Advantages and Disadvantages of Working Capital, Factors determining the Working Capital Requirement	
	4.4	Procedure for Workout the Problems.	
5.0	CAPITAL BUDGETING:		13
	5.1	Introduction, Concept of Capital Expenditure, Concept of Capital Budgeting	
	5.2	Need and Importance of Capital Budgeting, Objectives of Capital Budgeting, Limitations of Capital Budgeting.	
	5.3	Method of Capital Budgeting – Pay Back Period Method, Accounting or Average Rate of Return.	
	5.4	Discounted Cash Flow Techniques, Profitability Index Method.	
		Total	60 Hrs

Reference Books:

1. Financial Management (Text, problems & cases) – M.Y.Khan & P.K.Jain -Tata McGraw Hill-5th Edition.
2. Financial Management (Theory & Practice) – Prasanna Chandra- Tata McGraw Hill-7th Edition.
3. Financial Management (Principles & practice) –Dr. S.N. Maheshwari-Sultan Chand & Sons- 13th Edition.
4. Financial Management – I. M. Pandey- Vikas Publishing House Pvt Ltd- 9th Edition.



Swami Ramanand Teertha Marathwada University, Nanded.
(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2nd Year): Semester IV (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management
Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Production Management

(Discipline Specific Core - Major)

Course Code: CMDSC3252

New Model Degree College, Hingoli

Course Prerequisites:	This course aims to improve students understanding of the concepts, principles, problems and practices of Production and Operations management for Business Decisions.
Course Objectives:	To understand the basic concepts and theories of the production management.
	To comprehend the operations management situations with greater confidence.
	To anticipate issues in production and operations processes they may face during their careers
	To apply operations management concepts and their influence on business decisions.
Course Outcomes:	Gaining knowledge about managing production processes.
	How to run operations effectively
	Better understanding of modern production techniques.
	Better understanding of quality management. Management skills needed for the effective operations management.

Course Teaching and Evaluation Scheme

Teaching Scheme				Evaluation Scheme					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
04	--	60	--	20	20	20	80	--	100

❖ **Continuous Assessment (CA):**

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ **End Semester Examination (ESE for 4 Credit Course):**

1. Question paper will comprise of 6 questions, each carrying 20 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	UnitNo.	Topic	Teaching Hours
1.0	INTRODUCTION:		12
	1.1	Concept of Production, Classification of Production System	
	1.2	Objectives of Production Management,	
	1.3	Operations Management, Objectives of Operations Management	
	1.4	Scope of Production and Operations Management	
2.0	PLANT LOCATION AND LAYOUT:		13
	2.1	Introduction and meaning, Need for Selecting a Suitable Location	
	2.2	Factors Influencing Plant Location/Facility Location	
	2.3	Plant Layout, Principles of Plant Layout	
	2.4	Classification of Layout	
3.0	MATERIAL HANDLING:		13
	3.1	Introduction and Meaning, Objectives of Material Handling	
	3.2	Principles of Material Handling, Concept of Material Management, Techniques of Material Planning	
	3.3	Inventory Control Management, Objectives of Inventory Control	
	3.4	Benefits of Inventory Control, Techniques of Inventory Control	
4.0	PURCHASING:		10
	4.1	Objectives and Functions, Buying and Purchasing Rights	
	4.2	Quantity and Rights Price	
	4.3	Purchasing Process	
5.0	PRODUCTION PLANNING AND CONTROL:		12
	5.1	Introduction and meaning, Need and Objectives of Production Planning and Control.	
	5.2	Phases of Production Planning and Control	
	5.3	Functions of Production Planning and Control	
	5.4	Scheduling, Principles of Scheduling, Scheduling Strategies, Types of Scheduling.	
Total			60 Hrs

Reference Books:

1. Chary S.N. (2009), Production & Operations Management, 4th Edition, Tata McGraw Hill Education Pvt. Ltd, New Delhi.
2. Aswathappa K & Bhat S.K., (2009), Production & Operations Management, Revised Second Edition, Himalaya Publishing House, New Delhi.
3. Everette E. Adam, Jr & Ronald J. Ebert, (2005), Production & Operations Management, 5th Edition, PHI Learning Pvt. Ltd, New Delhi.
4. Jhamb L.C., (2009), Production Operations Management, Everest Publishing House, Pune.
5. Chunawalla S.A. & Patel D.R, Production & Operations Management, 7th revised edition, Himalaya Publishing House, New Delhi.



Swami Ramanand Teertha Marathwada University, Nanded
(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2nd Year): Semester IV (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Quantitative Techniques in Management

(Discipline Specific Minor)

Course Code: CMDSM3251

New Model Degree College, Hingoli

Course Prerequisites:	To familiarize the student with the use of quantitative techniques in managerial decision making.
Course Objectives:	<ol style="list-style-type: none"> 1. This course aims to building a better understanding of the statistical tools for displaying and analysing business data. 2. Develop understanding of various mathematical and statistical models and optimization techniques used for decisions making in management. 3. Let the learners be able to use MS Excel to solve mathematical problems.
Course Outcomes:	<ol style="list-style-type: none"> 1. On completion of the course, learners are expected to: Understand the elementary concepts and techniques of how statistical and Mathematical analysis can materially help in business decision-making. 2. Get along with the concept of models of business processes and the scope and limitations of commonly-adopted models. 3. To use descriptive statistics to categorize and describe the shapes of data distributions; [measures of Centrality and Variation in Data] 4. Understand and be able to communicate best-practice in objective Data Visualization and Presentation

Course Teaching and Evaluation Scheme

Teaching Scheme				Evaluation Scheme					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
04	--	60	--	20	20	20	80	--	100

❖ **Continuous Assessment (CA):**

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ **End Semester Examination (ESE for 4 Credit Course):**

1. Question paper will comprise of 6 questions, each carrying 20 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	UnitNo.	Topic	Teaching Hours
1.0	QUANTITATIVE TECHNIQUES:		10
	1.1	Introduction – Meaning and Definition	
	1.2	Classification of QT - QT and other disciplines	
	1.3	Application of QT in business,	
	1.4	Limitations.	
2.0	TIME SERIES AND INDEX NUMBER:		13
	2.1	Meaning and Significance – Utility, Components of Time Series	
	2.2	Measurement of Trend; Method of Least Square, Parabolic Trend and Logarithmic Trend	
	2.3	Index Numbers: Meaning and Significance, Problems in Construction of Index Numbers, Methods of Constructing Index Numbers.	
	2.4	Weighted and Unweighted, Test of Adequacy of Index Numbers, Chain Index Numbers.	
3.0	CORRELATION AND REGRESSION ANALYSIS:		13
	3.1	Correlation: - Meaning, Significance and Types;	
	3.2	Methods of Simple correlation – Karl Pearson’s coefficient of correlation, Spearman’s Rank correlation	
	3.3	Regression: Meaning and Significance; Regression vs. Correlation – Linear Regression	
	3.4	Regression lines (X on Y, Y on X) and Standard error of estimate.	
4.0	PROBABILITY:		12
	4.1	Concept of Probability – Meaning and Definition	
	4.2	Approaches to Probability, Theorems of Probability – Addition Theorem – Multiplication Theorem	
	4.3	Conditional Probability – Inverse Probability – Bayes Theorem	
	4.4	Sets Theory: Meaning of Set – Set Operation – Venn Diagrams.	
5.0	THEORETICAL DISTRIBUTION:		12
	5.1	Binomial Distribution – Basic Assumptions and Characteristics	
	5.2	Fitting of Binomial Distribution, Poisson Distribution, Normal Distribution	
	5.3	Features and Properties – Standard Normal Curve	
Total			60 Hrs

Reference Books:

1. Richard I. Levin and David S. Rubin, Statistics for Management, Prentice Hall of India, latest edition.
2. S.P.Gupta, Statistical Methods, Sultan Chand.
3. Sanchetti and Kapoor, Statistics, Sultan Chand.
4. G.C.Beri, Statistics For Managemet, Tata McGraw Hill.
5. J.K. Sharma, Business Statstics: Pearson.
6. Anderson Sweeney Williams, Statistics for Business and Economics, Thomson.
7. Levine Krebiel&Bevenson, Business Statistics, Pearson edition, Delhi.



Swami Ramanand Teerth Marathwada University, Nanded.

(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2nd Year): Semester IV (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Online Trading

(Generic/Open Elective)

Course Code:CMGE3251.1

New Model Degree College, Hingoli

Course Prerequisites:	Basic Knowledge about the Share Market.
Course Objectives:	The Objective of the course is to equip the student with necessary stock market theoretical and practical know-how so that students can apply the same in researching trademarkets for wealth creation.
Course Outcomes:	Acquire the conceptual knowledge in capital market,new issue market, stock exchange, listing, and internetstock trading

Course Teaching and Evaluation Scheme

Teaching Scheme				Evaluation Scheme					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
02	--	30	--	10	10	10	40	--	50

❖ **Continuous Assessment (CA):**

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ **End Semester Examination (ESE for 2 Credit Course):**

1. Question paper will comprise of 6 questions, each carrying 10 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	Unit No.	Topic	Teaching Hours
1.0	BASICS OF SHARE MARKET		07
	1.1	Investment, D-Mat Account, Different types of Charges	
	1.2	Primary & Secondary Market, IPO all information	
	1.3	NIFTY & SENSEX, Portfolio,	
2.0	CORPORATE ACTION:		08
	2.1	Corporate Action: Dividend, Bonus, Split, Right Issue, Buyback, Record & Effective Date.	
	2.2	Intraday Trading, Chart Study	
	2.3	Positional & Long-term Investment, Future & Option.	
3.0	DIFFERENT TERMS IN SHARE MARKET:		08
	3.1	Volume, Volatility, EPS, PE, Short -Long, Bull-Bear,	
	3.2	Overbought-Oversold, BTST-STBT, Multibagger-Penny, Blue Chip,	
	3.3	Actual Trading; Bid & Ask Price, LTP, CMP, OHLC, Positions, square off, Disclose Quantity, Stoploss order.	
4.0	PRACTICAL SESSION:		07
	4.1	Open De-Mat Account	
	4.2	How to BUY & SELL Share on Live Platform	
	4.3	Wealth Creation on live trading hours	
		Total	30hrs

REFERENCE BOOKS:

1. <https://www.nseindia.com>
2. <https://zerodha.com>
3. <https://www.angelbroking.com>
4. <https://www.kotaksecurities.com/ksweb/account-types/demat-account>



Swami Ramanand Teertha Marathwada University, Nanded.
(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2ndYear): Semester IV (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: People Management

(Generic/Open Elective)

Course Code: CMGE3251.2

New Model Degree College, Hingoli

Course Prerequisites:	Classroom’s lecture, tutorials, Group discussion, Seminar, Case Studies.
Course Objectives:	Effectively manage and plan key human resource functions within organizations. Examine current issues, trends, practices, and processes in HRM. Contribute to employee performance management and organizational effectiveness. Problem-solve human resource challenges.
Course Outcomes:	1. Ability to examine the difference between People Management with Human Resource Management.
	2. Ability to explain the need for and importance of People Management.
	3. Ability to explain role of manager in different stages of performance management process
	4. Ability to list modern methods of performance and task assessment and ability to analyse the factors influencing the work life balance of an working individual.

Course Teaching and Evaluation Scheme

<u>Teaching Scheme</u>				<u>Evaluation Scheme</u>					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
02	--	30	--	10	10	10	40	--	50

❖ **Continuous Assessment (CA):**

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ **End Semester Examination (ESE for 2 Credit Course):**

1. Question paper will comprise of 6 questions, each carrying 10 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	Unit No.	Topic	Teaching Hours
1.0	INTRODUCTION TO PEOPLE MANAGEMENT:		07
	1.1	Diversity in organization: age, gender, ethnicity, race and ability.	
	1.2	People Management: Meaning, Feature, Significance of people management,	
	1.3	Difference between People Management & HRM, Impact of Individual and Organizational factors on people management.	
2.0	GETTING WORK DONE AND ASSESSMENT AND EVALUATION:		08
	2.1	Getting Work Done: Challenges of getting work done, significance of prioritization and assigning work to team members.	
	2.2	Performance Management: Meaning, role of manager in the different stages of the performance management process,	
	2.3	Types of Performance assessment, Assessment and Evaluation; Process of Evaluation of task in the organization. Modern tools of assessment and evaluation of task and performance.	
3.0	BUILDING PEER NETWORKS AND ESSENTIALS OF COMMUNICATION:		08
	3.1	Building Peer Network: Understanding the importance of peer networks in an organization; being able to influence those on whom you have no authority;	
	3.2	Challenges Peer Networking and different types of people networking in the workplace.	
	3.3	Essentials of Communication: Concepts of the communication process with reflection on various barriers to effective communication and ways to overcome, Types of Communication and Channels of Communication.	
4.0	MANAGING SELF:		07
	4.1	Reflection on what does it mean to be a people manager, Building a personal development plan for oneself,	
	4.2	Self-Stress Management; Cause for stress, work life Balance,	
	4.3	Importance of work life balance, Factors influencing Work life Balance.	
		Total	30hrs

Skill Development Activity:

1. List out the modern tools to performance assessment and evaluation.
2. Conduct a survey of work life balance of working individuals.
3. Draft a Career development of working individual in the middle level management.

Reference Books:

1. McShane, Steven L. and Mary Ann Von Glinow, *Organizational Behavior: Emerging Knowledge and Practice for the Real World*. McGraw-Hill, latest edition, ISBN: 0-07-115113-3.
2. Bernardin, H. John and Joyce E. A. Russell. *Human Resource Management: An Experiential Approach*. McGraw-Hill, 6/e. ISBN: 0078029163.
3. Argyris, C. (1974). *Personality vs. Organization. Organizational Dynamics*. Vol. 3. No. 2, Autumn.
4. Colquitt, J.A., LePine, J.A., & Wesson, M.J. (2009) *Organizational Behavior: Improving Performance and Commitment in the Workplace (International edition)*. New York: McGraw-Hill.
5. Goleman, D. (1998). *Working with Emotional Intelligence*. Bantam Books,



Swami Ramanand Teertha Marathwada University, Nanded.
(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2ndYear): Semester IV (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Digital Fluency

(SEC-Skill Enhancement Course)

Course Code: CMSEC3251

New Model Degree College, Hingoli

Course Prerequisites:	Classroom's lecture, tutorials, Group discussion, Seminar, Case Studies.
Course Objectives:	<ol style="list-style-type: none"> To introduce students to the concept of digital fluency and its importance in today's world. To provide an understanding of computer basics, including hardware, software, and operating systems. To familiarize students with internet and web browsing, including search engines, email, and social media. To teach students about online safety, including cybersecurity threats, protecting personal information, and safe online behavior
Course Outcomes:	<ol style="list-style-type: none"> Students are introduced to new technologies and information resources. Students will successfully locate and critically evaluate information using the Internet, library databases, and/or other digital tools. Students will use digital tools to safely, ethically, and effectively produce and exchange information and ideas. Students will creatively adapt to emerging and evolving technology.

Course Teaching and Evaluation Scheme

<u>Teaching Scheme</u>				<u>Evaluation Scheme</u>					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
02	--	30	--	10	10	10	40	--	50

❖ **Continuous Assessment (CA):**

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ **End Semester Examination (ESE for 2 Credit Course):**

- Question paper will comprise of 6 questions, each carrying 10 marks.
- Question No.1 will be compulsory and based on any module of entire syllabus.
- Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
- The students need to solve total 4 questions.

Course Contents

Module No.	Unit No.	Topic	Teaching Hours
1.0	Emerging Technologies: Overview of Emerging Technologies		07
	1.1	Artificial Intelligence, Machine Learning, Deep learning	
	1.2	Data Base Management for data science, Big Data Analytics	
	1.3	Internet of Things (IoT) and Industrial Internet of Things (IIOT)	
	1.4	Cyber Security and types of Cyber Attack	
2.0	Applications of Emerging Technologies:		08
	2.1	Artificial Intelligence, Big Data Analytics	
	2.2	Internet of Things	
	2.3	Cyber Security	
3.0	Building Essential Skills beyond Technology		08
	3.1	Importance of the following: Effective Communication Skills	
	3.2	Creative problem solving and critical thinking	
	3.3	Collaboration and Team work skills	
4.0	Innovation and Design thinking		07
	4.1	Innovation and Design thinking	
	4.2	Use of tools in enhancing skills	
		Total	30 Hrs

REFERENCE BOOKS:

Latest editions of the following to be used

1. The learning made available for the course titled “Digital 101” on future skills prime platform of NASSCOM
2. P. N. Thomas and A. Raghuramaraju, “Digital India: Understanding Information, Communication and Social Change,” New Delhi, India: Sage Publications India Pvt Ltd, 2017.
3. R. P. Jain and S. K. Jain, “Introduction to Information Technology,” New Delhi, India: Firewall Media, 2015.
4. N. K. Venkateswaran, “Cyber Security and Digital Forensics: A Practical Approach,” Boca Raton, FL: CRC Press, 2018.
5. S. Gandhi and R. Sharma, “Digital Privacy and Security,” New Delhi, India: Springer Nature Singapore Pte Ltd, 2021.



Swami Ramanand Teertha Marathwada University, Nanded.

(Syllabus of Four Years Multidisciplinary UG Program in Management with Multiple Entry and Exit Option)

B.B.A (2ndYear): Semester IV (Level 5.0)

Subject: Management

Under Faculty of Commerce and Management

Effective from Academic Year 2024 – 2025 (As per NEP-2020)

Course Title: Project Management

(AEC-Ability Enhancement Course)

Course Code: AECXX3251

New Model Degree College, Hingoli

Course Prerequisites:	Classroom's lecture, tutorials, Group discussion, Seminar, Case Studies.
Course Objectives:	1. To make Students able to understand the characteristics of Project and Project Management Knowledge.
	2. To make Students able to understand the managerial process along with tools & techniques used in Projectmanagement Knowledge.
	3. To make Students able to understand the scheduling and monitoring process in Project. They will be able to apply PERTand CPM method for project scheduling.
	4. To make Students able to understand the perspectives in which optimum decisions are to be taken in case of risks withplanned activities in project.
Course Outcomes:	1. Students will be able to understand the characteristics of Project and Project Management Knowledge.
	2. The students will understand the managerial process along with tools & techniques used in Projectmanagement Knowledge.
	3. Students will understand the scheduling and monitoring process in Project. They will be able to apply PERTand CPM method for project scheduling.
	4. Students will understand the perspectives in which optimum decisions are to be taken in case of risks withplanned activities in project.

Course Teaching and Evaluation Scheme

<u>Teaching Scheme</u>				<u>Evaluation Scheme</u>					
Credits Assigned		Teaching Hours		Continuous Assessment			End of Semester Exam Marks	Practical/ Oral Exam Marks	Total Marks
Theory	Practical	Theory	Practical	Test I Marks	Test II Marks	Average Marks of Two Tests			
02	--	30	--	10	10	10	40	--	50

❖ Continuous Assessment (CA):

- Two tests must be conducted which should cover at least 80% of syllabus.
- The marks of the average of two tests will be considered for final Internal Assessment.

❖ End Semester Examination (ESE for 2 Credit Course):

1. Question paper will comprise of 6 questions, each carrying 10 marks.
2. Question No.1 will be compulsory and based on any module of entire syllabus.
3. Attempt any 3 questions (from Q.2 to Q.6) covering all the modules of the syllabus.
4. The students need to solve total 4 questions.

Course Contents

Module No.	Unit No.	Topic	Teaching Hours
1.0	INTRODUCTION:		06
	1.1	Definition & Characteristics of Project, Types of Projects, Project Life Cycle	
	1.2	Project Management Process; Introduction, Tools & Techniques of Project Management.	
	1.3	Project Team and Scope of Project Management, Project Organization.	
2.0	PROJECT IDENTIFICATION & SELECTION:		06
	2.1	Identification, Generation of Ideas, Approaches to Project Screening and Selection,	
	2.2	Project Rating Index, Market & Demand Analysis Techniques	
	2.3	Survey & Trend Projection Method, Project Risk Management.	
3.0	PORJECT COSTING:		09
	3.1	Fundamental components of Project Cost, Types of Costs; Direct, Indirect, Recurring, Non-Recurring, Fixed, Variable, Normal, Expedite Costs.	
	3.2	Project Financing and Budgeting; Sources of Finance, Social Cost Benefit Analysis (SCBA) of Project.	
	3.3	Project Scheduling and Network Analysis: Steps in Project Scheduling and Network design, Introduction to CPM & PERT.	
4.0	MONITORING AND CONTROL:		09
	4.1	Planning: Monitoring and Control Cycle, Project Management Information System	
	4.2	Milestone Analysis and Tracking Gantt chart	
	4.3	Earned Value Analysis (EVA): Planned Value (PV), Earned Value (EV), Cost Variance (CV), Schedule Variance (SV), Cost Performance Index (CPI), Schedule Performance Index (SPI)	
	4.4	Project Termination: Types of Termination, Project Termination Process.	30
		Total	30hrs

REFERENCE BOOKS:

Latest editions of the following to be used

1. Project Management- A Managerial Approach: Jack R. Meredith Broyhill Samuel J. Mantel, Jr (John Wiley & Sons)
2. Project Management: Mr. Sanjiv Marwah- (Wiley Dreamtech)
3. Project- Preparation, Appraisal, Budgeting and Implementation: Chandra Prasanna - (TMH)
4. Project Management Core Text Book: M R Gopalan (Wiley) Quantitative Techniques in Management: N D Vohra (TMH)
5. Entrepreneurship and Small Business Management: M B Shukla.