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Bachelor of Business Administration (ITM - Information Technology Management)

with effect from June -2023

PROGRAMME SPECIFIC OBJECTIVE:

The objective of the BBA (ITM) programme is to give students the knowledge and abilities to efficiently manage and use of IT resources within organizations, comprehend the strategic role of technology in business, and gain proficiency in field of Management and IT.

At the end of the BBA (ITM) programme the students will be able to:

	1. Understanding management concepts, techniques and emerging technologies in business.				
PROGRAMME OUTCOME	2. To provide knowledge and skills in various areas of management such as human resources, finance, operations, and				
(PO)- SEMESTER - 1	marketing in order to provide a comprehensive understanding of a business system.				
	3. Enhancement of critical and analytical communication, written, thinking skills and interpersonal skills.				
	4. Provide qualitative and quantitative problem-solving and decision-making techniques by knowing fundamental of				
	computer and using office tools.				
	5. Ability to enhance skill in multidisciplinary setting by knowing diverse areas of insurance and banking sector.				
	1. To develop students conceptual understanding for handle various areas of management.				
PROGRAMME SPECIFIC	2. To develop students to be a better team worker and decision maker.				
OUTCOME (PSO) -	3. To bridge the gap between theoretical and practical knowledge of the students by adopting innovative teaching				
SEMESTER-1	pedagogy in management and IT.				
	4. To develop socially, ethically responsible business leaders.				
	5. To sharpen soft and hard skills among the students.				
	6. To promote entrepreneurial skills among students.				

Course Structure under NEP – 2020 (BBA- ITM) Semester-I

with effect from the Academic Year June - 2023

					Exam				Components of Marks		
Course Type	Course Code	Name of Course	T/P	Credit	WCH	Duration in Hours	Internal	External	Total		
Major (Core)	UM1MABBI01	Introduction to Management	T	4	4	2	50/18	50/18	100/36		
(Any Two)	UM1MABBI02	Computer Fundamental and Office Tools	T/P	4	4	2	50/18	50/18	100/36		
Minor (Elective)	UM1MIBBI01	Micro Economics	T	4	4	2	50/18	50/18	100/36		
(Any One)	UM1MIBBI02	Corporate Social Responsibility	T	4	4	2	50/18	50/18	100/36		
	UM1MIBBI03	Indian Economy –I	T	4	4	2	50/18	50/18	100/36		
Multi/Inter	UM1MDBBI01	Business Mathematics– I	T	4	4	2	50/18	50/18	100/36		
Disciplinary (Any	UM1MDBBI02	Basics of Banking and Insurance Management	T	4	4	2	50/18	50/18	100/36		
One)	UM1MDBBI03	Fundamentals of Strategic Planning and Development	T	4	4	2	50/18	50/18	100/36		
	UM1MDBBI04	Accounting for Management	T	4	4	2	50/18	50/18	100/36		
Ability- Enhancement Compulsory Course	UM1AEBBI01	Enhancement of Communication Skill in Management- 1	Т	2	2	1	25/9	25/9	50/18		
Skills	UM1SEBBI01	Stress Management	T	2	2	1	25/9	25/9	50/18		
Enhancement	UM1SEBBI02	Business Ethics	T	2	2	1	25/9	25/9	50/18		
Course /	UM1SEBBI03	Fundamentals of Computer Organization	T	2	2	1	25/9	25/9	50/18		
Internship (Any One)	UM1SEBBI04	Rural Development History and Current Issues	T	2	2	1	25/9	25/9	50/18		
	UM1SEBBI05	Personality Enrichment	T	2	2	1	25/9	25/9	50/18		
Value Added Course/ Indian Knowledge System (Any One)	UM1IKBBI01	Indian Knowledge system and Management Strategies by Kautilya	Т	2	2	1	25/9	25/9	50/18		
	Minimum	Qualifying Credits			22						

Notes:

- 1. Each student shall have to offer the same Elective Course Paper at Semester I to IV. Any qualified teacher can teach SEC, VAD and IKS.
- 2. Class Room Presentation will include CSDS/ Factory Visit /Field Study/ Seminar/ Film Screening /Audio-Video/Problem Solving/ Group Study//Case Study/ Book Review/Article Review/ Computer Lab/ Project Work etc.

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BACHELOR OF BUSINESS ADMINISTRATION (INFORMATION TECHNOLOGY MANAGEMENT)

(BBA-ITM) (Semester- I)

Course Code	UM1MIBBI01	Title of the Course	MICRO ECONOMICS
Total Credits of the Course	04	Hours per Week	04

Course Objectives:	 This course is designed to reinforce and expand students' understanding of the basic microeconomic theory. It aims to provide students with an introductory-level treatment of economic theory with emphasis on the technique besides the results. It helps the students to master the basic tools used by the prominent economists, and makes them able to apply these tools in a variety of contexts to set up and solve economic problems.
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	Course Content	
Unit	Description	Weightage*
1.	 Introduction to Economics: Robbins Definition, Growth Definition Nature, Scope and Subject matter of Economics Micro & Macro Economics (interdependence between Micro and Macro Economics) Production Possibility curve, slope of production possibility curve Economic Models: Meaning, Nature, Concepts of Economic Building 	25%
2.	 Product Pricing: Demand: Law of Demand Linear Function of Demand (A Static Econometric Model), Determinants of Demand, Change & Shift in Demand Supply: Law of Supply, Determinants of Supply, Change & Shift in Supply 	25%

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	Equilibrium Price and changes in Equilibrium Price	
3.	Consumer's Behaviour: Consumers' Surplus (Ordinal Approach) Indifference Curve Analysis: An Alternate Approach to Consumer Choice Properties Marginal Rate of Substitution, Budget Line, Consumer's Equilibrium Application of Indifference Curve Analysis: Income-leisure trade-off and supply of labour The Problem of Exchange(Negotiation Principle)	25%
4.	 Costs & Revenues, Factor Pricing: Basic Cost Concepts, Total Cost, Fixed Cost, Variable Cost Average Cost & Marginal Cost (Cost Functions) Short Run & Long Run costs - their behaviour &, relationship Economics & Diseconomies of scale Factors of Production and Factors Payments (Concept and Characteristics) Estimating Basic Factor Pricing 	25%

Teaching-	Through a combination of lectures, direct reading, case studies projects,
Learning	Power Point Presentation, Role Playing, Class Room interaction, Group
Methodology	Discussion and Field Projects

Eval	Evaluation Pattern		
Sr. No.	Details of the Evaluation	Weightage	
1.	Internal Written / Practical Examination (As per the NEP-2020 Guidelines)	30%	
2.	Internal Continuous Assessment in the form of Practical, Viva-voce, Quizzes, Seminars, Assignments, Attendance (As per the NEP-2020 Guidelines)	20%	

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3.	Semester End Examination	50%
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Cou	Course Outcomes: Having completed this course, the learner will be able to :		
1.	The students can examine the basic models economists use to study the choices made by people in their roles as consumers, employees, investors, business owners and managers, and government officials.		
2.	Will be able to describe and justify the main assumptions behind simple economic models as e.g. the demand and supply model		
3.	The students will be able to illustrate diagrammatically these models and perform policy experiments		
4.	The students will be able to analyse and evaluate short-run and long-run cost functions and the solve algebraically simple microeconomic models (e.g. Factor Pricing)		

Sugge	Suggested References:		
Sr. No.	References		
1.	Advanced economic Theory by M L Jhingan, Himalaya Publication, Mumbai		
2.	A Textbook of Economics Theory, Long Group by H L Ahuja		
3.	Microeconomics for Management Students by Ravindra H Dholkiya & Ajay N Oza, Oxford University Press		
4.	Principals of Economics by N G Mankiw, Thomson Press, Sanat Printers, Kundli Haryana		
5.	Basic Econometrics by Damodar Gujarati		

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On-line resources to be used if available as reference material
On-line Resources
https://www.economicsdiscussion.net/ - (creative commons)
https://www.economicshelp.org/microessays - (creative commons)
https://www.indeed.com/career-advice/career-development/law-of-supply#:~:text=Law%20of%20supply%20considerations%201%20Nature%20of%20goods,costs%20and%20materials%20into%20a%20product%27s%20price.%20
https://dealhub.io/glossary/factor-pricing/

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Bachelor of Business Administration and Information Technology Management

BBA (ITM) Semester - I

Course Code	UM1SEBBI03	Title of the	Fundamentals of Computer
		Course	Organization
Total Credits of	02	Hours per	02
the Course	02	Week	U2

Course	1. To provide basic understanding of logical organization and architecture of		
Objectives:	a computer.		
	2. To introduce fundamental concepts related to number systems		

Unit	Description	Weightage*
1.	Introduction to Computer Systems, Number Systems,	
	Representation of Information and Processor Organization	
	Block diagram of a simple computer and significance of different	
	functional units	
	 Definitions of the terms :hardware, software 	
	Binary, octal, decimal, and hexa decimal number systems	
	Conversion of numbers: binary to decimal and decimal to binary	
	 Addition and subtraction of binary numbers 	50
	 Representation of integers 	
	- Character codes(ASCII, Unicode)	
	 Instruction execution cycle 	

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	CPU organizationArray processors	
2	Mamary Organization Addressing Techniques and I/O Devices	
2.	 Memory Organization, Addressing Techniques and I/O Devices Primary memory: Introduction to RAM and ROM, Cache, Registers Secondary memory: Various types and organization of secondary storage devices such as magnetic disks, optical disks, flash memories Addressing techniques like Immediate, Direct, Indirect, Register, Indexing and Stack Common types of Input/Output devices, such as Monitors, keyboard, mouse, Printers(Line, Dot Matrix, Inkjet, Laser), Scanners 	50

Teaching-	
Learning	Multiple teaching approaches: lecture and discussion, exploration and
Methodology	inquiry, cooperative group work, demonstrations, and presentations

Evaluation Pattern		
Sr. No.	Details of the Evaluation	
1.	Internal Written/Practical Examination	50.04
2.	Internal Continuous Assessment in the form of Practical,	50 %
	Viva-voce, Quizzes, Seminars, Assignments, Attendance	

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3.	University Examination	50 %
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Course Outcomes: Having completed this course, the learner will be able to		
1.	Understand the fundamental concepts related to organization of a computer system.	
2.	Understand the fundamental concepts related to number systems and representation of information.	

Suggested	Suggested References:				
Sr. No.	References				
1.	Tanenbaum A.S., Structured Computer Organization, Prentice-Hall of India Pvt. Ltd, 5 th edition, 2005.				
2.	Rajaraman V, Computer Fundamentals, Prentice-Hall of India Pvt. Ltd. (4 th Edition), 2003.				
3.	P.K.Sinha, PritiSinha, Computer Fundamentals,6 th Edition,2003.				

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Bachelor of Business Administration and Information Technology Management

BBA (ITM) Semester - I

Course Code	TIMES A DIDIOS	Title of the	Computer Fundamentals
	UM1MABBI02	Course	And Office Tools
Total Credits of the	0.4	Hours per Week	04
Course	Course 04		04

	1. Understanding the concept of input and output devices of Computers
Course	2. Learn the functional units and classify types of computers, how they process information and how individual computers interact with other computing systems and devices.
Objectives	3. Understand an operating system and its working, and solve common problems related to operating systems.
	4. Study to use the Internet safely, legally, and responsibly.
	5. Learn basic word processing, Spreadsheet and Presentation Graphics Software skills.

	Course Content	
Unit	Description	Weightage (%)
1.	Basics of Computers • Definition of a Computer, Characteristics and Applications of	25%

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	 Computers. Evolution Of Computers, Generations Of Computers, Block Diagram of Computer, Classification of Computers based on size and working. Input and Output devices. Memory and storages devices, Primary, Auxiliary and Cache Memory, Memory Devices, Different type of printers. 	
2.	 Operating system & Internet Definition and Types of Operating System, Functions of an Operating System. Software, Hardware, Firmware, Operating system (PC/Mobile): Windows concepts, Features, Windows Structure, Desktop, Task bar, Start Menu, My Computer, Recycle Bin, Windows Accessories, calculator, Notepad, Paint, Word pad. Definition & History of Internet - Uses of Internet. Definition of Web Addressing-URL. Different types of Internet Connections; Dial up connection, Broad band, Wireless. Browsers and its types, internet browsing. Search Engines, Portals. Creating an email-ID, e-mail reading, saving, printing, forwarding and deleting the mails, checking the mails, viewing and running file attachments, addressing with cc and bcc. 	25 %

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3.	 MS-Word & MS-PowerPoint Features of MS-Word: - MS-Word Window Components. Creating, Editing, Formatting and Printing features of Documents. Headers and Footers, Page Borders and Shading, page setup, Page Numbers. Insert/Draw Tables, Table Auto format, Inserting Symbols, Shapes, WordArt, Equations, Spelling and Grammar. Mail Merge. Features of PowerPoint: - Creating a Blank Presentation, Creating a Presentation using a Template. Inserting and Deleting Slides in a Presentation. Adding Clip Art/Pictures, Inserting Other Objects, Audio, and Video, Resizing and Scaling of an Object. Slide Transition, Custom Animation. 	25 %
4.	 MS-Excel Overview of Excel features: – Creating a new worksheet, Selecting cells, Entering and editing Text, Numbers, and Referencing cells, Inserting Rows/Columns. Basic functions, formulas & conditional formatting Sorting, Grouping & Filtering of cells. Mathematical Functions: Sum(), Product(), ABS(), Fact(), Int(), Sumif(), Power(), Mod(), Round(), Trunc(). Statistical Functions: Average (), Count (), Countif(), CountA(), Max(), Min(). 	25 %

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Charts (pi, bar and line, others).	

Teaching-	
Learning	Through Class Room Teaching, Power Point Presentation, Role Playing,
Methodology	Class Room interaction, Group Discussion and Field Projects.

	Evaluation Pattern		
Sr.No.	Details of the Evaluation	Weightage	
1.	Internal Written	30 %	
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance	20 %	
3.	External Examination	50 %	

	Course Outcomes
1.	Understand the concept of input and output devices of Computers and how it works and recognize the basic terminology used in computer programming.
2.	Understand the concept of internet, virus and networking technology.
3.	The course aims to provide knowledge about basic components of a computer and their significance.

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4. Office tools course would enable the students in crafting professional word documents; excel spread sheets, power point presentations using the Microsoft suite of office tools.

Suggested References Sr. No. References V. Rajaraman and N. Adabala, Fundamentals of Computers, Prentice Hall of India 1 Pvt. Ltd. New Delhi, 6th Edition, 2015. 2 Anita Goel, Computer Fundamentals, Pearson Education, 2010 P.K. Sinha, Computer Fundamentals, BPB Publications New Delhi 6th Edition, 3 2004. 4 Reema Thareja, Fundamentals of Computers, Oxford University Press, 2014. "Fundamentals of computers" by e balagurusamy 5 Microsoft Office – Complete Reference – BPB Publication 6 7 Courter, G Mrquis. Microsoft Office 2000: Professional Edition, BPB Publication Operating System, 4th Edition, William Stallings, Pearson Education, 2003. 8

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Bachelor of Business Administration and Information Technology Management BBA (ITM) Semester - I

Course Code	IIM1MDDDI03	Title of the	Basics of Banking and
	UM1MDBBI02	Course	Insurance Management
Total Credits of	04	Hours per Week	04
the Course	04		04

	To enable learners to make them aware about various Banking Terminology
Course Objectives	2. They will be able to describe fundamental concepts behind modern e-banking/mobile banking in technologies.
	3. Understand the basic concepts of insurance and elaborate the kinds of business risks.
	4. Evaluate the insurance business environment in India

	Course Content	
Unit	Description	Weightage (%)
1.	FUNDAMENTALS OF BANKING Introduction - Definition - Nature and Functions of RBI -Relationship between Banker and Customer - Types of Deposit Accounts – KYC norms and Anti-money Laundering Nomination Facility	25 %

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	Negotiable Instrument: Definition- Meaning, Types and Uses (Promissory Note, Bill and Cheque - Crossing and Endorsement of Cheque - Payment and Collection of cheques - Protection to Paying and Collecting Banker.	
2.	Loans and Advances - Principles of Sound Lending -Forms of Advances - Security - Attributes of good securities - Methods of charging securities Technology in Banks - Need and Importance - e-Banking- Electronic Payment System (ATM, NEFT, ECS, CBS, RTGS) - Risk in e-Banking - Important Provisions of Information Technology Act.	25 %
3.	INTRODUCTON TO INSURANCE History and Development of Insurance - Definition, Nature and Characteristics of Insurance - Functions – Importance - Basic Principles of Insurance.	25 %
4.	CATEGORIES OFINSURANCE Life Insurance - Basic Principles - Procedure for effecting policy - Types of Policies - Policy Conditions – Settlement of claims. Non-Life Insurance - Marine and Fire Insurance - Motor Insurance - Burglary and Personal Accident Insurance – Bankers Indemnity Insurance.	25 %

Teaching-	Through Class Room Teaching, Power Point Presentation, Role Playing,
Learning	Class Room interaction, Group Discussion and Field Projects.
Methodology	

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	Evaluation Pattern			
Sr. No.	Sr. No. Details of the Evaluation			
1.	Internal Written	30 %		
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance	20 %		
3.	External Examination	50 %		

	Course Outcomes
1.	To impart understanding on basic framework of Banking together with specific reference to Types of Deposit Accounts - KYC norms.
2.	To cultivate understanding on function and norms of Banking with regard to Loans and Advances.
3.	To impart learning on Technology used in Banks , e-Banking , Electronic Payment System (ATM, NEFT, ECS, CBS, RTGS) together with Risk involved in e-Banking
4.	To understand historical development and conceptual framework and principles applicable to Insurance business.
5.	To inculcate brief understanding on selected Non-Life Insurance.

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Suggested References		
Sr. No. References		
1	Banking Law and Practice By P.N. Varshney (Sultan Chand & Sons)	
2	Banking Theory, Law and Practice By E. Gordon and K. Natarajan (Himalaya Publishing House)	
3	Bank Lending By Prasad Vipradas and Dr. J.K.Syan (Himalaya Publishing House)	
4	Elements of Banking and Insurance By Seth and Bhatia (Prentice Hall of India)	

On-lin	On-line resources to be used if available as reference material		
On-lin	On-line Resources		
1.	Basics of Banking: Meaning, Functions, Types of Banks & Accounts (testbook.com)		
2.	Loans and Advances Explained - Meaning and All You Should Know (loanspot.io)		
3.	https://nios.ac.in/media/documents/VocInsService		
4.	https://cleartax.in/s/insuran		

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Bachelor of Business Administration and Information Technology Management

BBA (ITM) Semester – I			
	Title of the Course		

Course Code	UM1MABBI01	Title of the Course	Introduction to Management
Total Credits of the Course	04	Hours per Week	04

	Identify and apply appropriate management concepts for managing business
Course Objectives	2. Apply the concept of planning and organizing for the effective functioning of a management
	3. Evaluate leadership style to anticipate the consequences of each leadership style and Motivation theories
	4. Demonstrate the techniques for controlling and communication.

	Course Content		
Unit	Description	Weightage (%)	
1.	Fundamentals of Management		
	Meaning & Definition of Management		
	Significance of Management	25 %	
	Functions of Management (POSDCORB)		
	Principles of Management		

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		200 CM	
		ifference of Management V/S Administration	
	• L	evels of Management	
2.	Planning	and Organizing	
	• M	leaning & Definition of Planning	
	• C	haracteristics	
	• In	nportance of Planning	
	• P	lanning Process	
	• N	leaning & Definition of Organization	25 %
	• G	uiding Principles of Organization	
	• P	rocess of Organization	
	• Fo	orms of Organization Structure: (Line, Functional, Line & Staff,	
	Li	mited Liability Partnership (LLP), One Person Company	
	(C	Concept)	
3.	Leadersh	ip and Motivation	
	• M	eaning & Definition of Leadership	
	• Q	qualities of a good leader	
	L	eadership styles: Autocratic, Democratic and Free Rein - Meaning	
	&	Definition	
	Motivatio	on .	25 %
	• Co	oncept	20 70
	• Im	portance of Motivation	
	• Th	neories of Motivation	
	i)	Need Hierarchy Theory by Maslow	
	ii)	Two Factor Theory by Herzberg	
	iii	Theory X & Theory Y by McGregor and Theory Z	

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4.	Comm		
	•	Meaning & Definition of Communication	
	•	Importance of Communication	
	•	Barriers to effective Communication	25 %
	•	Meaning & Definition of Controlling	
	•	Importance of Controlling	
	•	Process of Controlling	
	•	Budgetary Control: Meaning and Objectives	

Teaching- ICT through (e.g Power Point presentation, Audio-Visual Presentation)	
Learning	Discussion, Role Playing, Case Study.
Methodology	

	Evaluation Pattern			
Sr. No.	Details of the Evaluation	Weightage		
1.	Internal Written	30 %		
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance	20 %		
3.	External Examination	50 %		

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	Course Outcomes
1.	Describe the primary functions of management and the roles of managers.
2.	Describe the work of major contributors to the field of management
3.	Explain how managers align the planning process with company mission, vision, and values.
4.	Explain the components and considerations of strategic management
5.	Explain the process and techniques of individual and group decision-making
6.	Identify common organizational structures and the advantages and disadvantages of each
7.	Explain the methods and need for control within an organization.

	Suggested References		
Sr. No.	References		
1	Principles & Practices of Management by L M Prasad		
2	Business Organization & Management by C B Gupta		
3	Modern Business Organization & Management by S A Sherlekar V S Sherlekar		
4	Management by Koontz and Weighrich		
5	Principles of Management by Ajayraj Vyas and Ankur Amin		
6	Principles of Management by T.Ramasamy, Himalaya Publishing House		

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On-line resources to be used if available as reference material

On-line Resources

- 1. https://ncert.nic.in/ncerts/l/lebs102.pdf
- 2. https://www.tutorialspoint.com/management_principles/management_principles_tutor ial.pdf
- 3. https://d3bxy9euw4e147.cloudfront.net/oscms-

prodcms/media/documents/PrinciplesofManagement-OP.pdf

4. https://www.studocu.com/in/document/bharathiar-university/bba/principle-of-management/29522693?origin=viewer-exit-popup

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Bachelor of Business Administration and Information Technology Management BBA (ITM) Semester - I

Course Code	UM1IKBBI01	Title of the Course	Indian Knowledge System and Management Strategies by Kautilya
Total Credits	2	Hours per	2
Of the Course		Week	

Course	The course will enable the student teachers to		
Objectives	To Provide Introduction of Indian Knowledge System, vidya and kala		
	To Provide basic Introduction of Kautilya and Management		
	To explore the concept of Management Strategies Kautilya		
	To Understand the role and significance of Kautilya for Leadership		
	To provide an insight of Ethics & Spiritual Dimension to the Students		
	To make Students understand Corporate Social Responsibility		

	Course Content			
Unit	Description	Weightage*		
1.	 IKS, Kautilya and Management Bhartiya Concept of Spirituality: Gyaan Marg, Bhakti Marg, Karm marg, Yog Marg. Introduction to Indian Knowledge System (IKS), Vidya and 64 Kalas in IKS Requirement of Information and Time Management Intelligence Management and Corporate Social Responsibility 	50 %		

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2.	Leadership Strategies by Kautilya	50 %
	Decision Making Strategies	
	Multiple tasking	
	Ethics in Business	
	The Spiritual Dimension of Leadership Strategy	

Teaching-	Lecture-cum-discussion,	Group	Discussion,	Presentations,
Learning Seminars, tutorials, Research Exercises				
Methodology				

Evaluation Pattern		
Sr.No.	Details of the Evaluation	Weightage
1.	Internal Written/Practical Examination	- 0.0/
2.	Internal Continuous Assessment in the form of Practical, Vivavoce, Quizzes, Seminars, Assignments, Attendance	50 %
3.	University Examination	50 %

Course	Course Outcomes:- Having completed this course, the learner will be able to		
1.	To Provide basic Introduction of Indian Knowledge System		
2.	To provide information about vidya and 64 kala		
3.	To explore the concept of Management Strategies Kautilya		
4.	To Understand the role and significance of Kautilya for Leadership		

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5.	To provide an insight of Ethics & Spiritual Dimension to the Students
6	To make Students understand Corporate Social Responsibility

Suggested References:-

- 2272 22727 27272. (2272). 222727272 2727. 27272727 : 27272 272727 272727
- 222222 22222222222222 (2222). 2222 22 22222. 2222222 : 22222222 22222222
- Corporate Chankya, Ramkrishna Pillai
- Radhakrishnan, S. (1992). The Hindu View of Life. Harper Collins Publishers.
- Singh, A.P., & Yagnik, S. (Eds.).(2019). Indian Knowledge Systems: Understanding the Human Uniqueness. Springer.

Online References:

- IndianKnowledgeSystemsVol1https://iks.iitgn.ac.in/wp-content/uploads/2016/01/Indian-Knowledge-Systems-Kapil-Kapoor.pdf
- http://www.indianscience.org/index.html

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Bachelor of Business Administration and Information Technology Management

BBA (ITM) Semester – I

Course Code	UM1AEBBI01	Title of the	Communication Skills for
		Course	Management-I
Total Credits of the	02	Hours per	02
Course	02	Week	02

	1. To introduce learner to the basic concept of business communication
	2. To enable learner to proficient in the use of English language
Course	3. To help learners to overcome barriers in the use of English language
Objectives	4. To develop the ability to communicate effectively through written language
	5. To enhance creativity and the ability to express ideas in a clear and concise manner through writing

	Course Content		
Unit	Description	Weightage (%)	
1.	 (A) Text: A collection of short stories:- 1. The Romance of A busy broker - O' Henry 2. What Men Live – Leo Tolstoy 3. The Postmaster- Rabindranath Tagore 4. The Mark of Vishnu- Kushvant Singh Text based Short Notes (from the above mentioned Stories) (B)CONVERSATION:- 1. Importance of Business Conversations 2. Conversation Management :- Involve every one, arouse and sustain interest, Engage in active listening 3.Stressful Conversations:- Stay aware and centered, (Respond, Do 	50%	

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	not react), state your intention, dealing with an argumentative communicator	
2.	COMMUNICATION AND WRITTEN ANALYSIS OF CASE STUDIES:- 1. Meaning and definations of communication 2. Importance of communication in a business 3. What is case? 4. The process of a case analysis 5. The structure of a written case analysis 6. Giving certain examples of cases and their expected solutions (To be Tested Practically and Theoretically)	50 %

Teaching-	Learner - centred instructional methods, Quiz, Assignments, Interactive
Learning	sessions, Seminars, visual presentations, project based learning, use of E -
Methodology	resources including films

Evaluation Pattern		
Sr. No.	Details of the Evaluation	Weightage
1.	Internal Written	50.00
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance	50 %
3.	External Examination	50 %

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	Course Outcomes
1.	Students should be able to communicate effectively in different contexts, both verbally and in writing, with different stakeholders, including colleagues, superiors, and customers.
2.	Students should be able to build positive and productive relationships with colleagues and stakeholders through active listening, empathy, and conflict resolution.
3.	Students should be able to demonstrate effective leadership skills, including motivating and influencing others, setting goals and expectations, and providing feedback.
4.	Students should be able to present themselves professionally through effective communication, including dress, body language, and etiquette.

Suggested References	
Sr. No.	References
1	Journey through words - with Grammar Compositions & Comprehension (Garg Publication) – Raja Modi (For Short Stories)
2	Essentials of Business Communication – Rajendra Pal and JS Korlahalli (Sultan Chand & Sons)
3	Principles and Practice of Business Communication – Rhoda A Doctor & Aspi H Doctor (AR Sheth & Company, Mumbai)
4	Business Communication – US Rai & SM Rai (Himalaya Publishing House, Mumbai)
5	Developing Communication Skills – Krishna Mohan & Meera Benerji

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	Macmillan)
6	Business Communication and Report Writing – R P Sharma and Krishna Mohan (Tata Mcgraw Hill 2002)
7	Effective Business Communication – Asha Kaul (Prentice Hall – Economy Edition)
8	Business Communication – Asha Kaul (Prentice Hall of India Pvt Ltd, New Delhi)
9	Effective Business Communication – M V Rodriques (Concept Publishing House)
10	Business Communication – Meenakshi Raman & Prakash Singh (Oxford University Press

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Bachelor of Business Administration and Information Technology Management

BBA (ITM) Semester – I

Course Code	UM1MDBBI01	Title of the Course	Business Mathematics-I
Total Credits Of the Course	04	Hours per Week	04

Course	1. To understand the basic concepts of Mathematics.
Objectives:	2. To improve logic using Mathematics application.
	3. To have a proper understanding of mathematical applications in IT,
	Finance, Commerce and Management.
	4. The teaching of selected areas of mathematics (such as calculus) as an
	example of the intellectual achievements of the modern world

Course Content		
Unit	Description	Weightage*
		(%)
1	Set theory and Determinant	
	Set Theory	
	• Concept of number system (N, Z, Q, R), sets, subsets, equality of	
	two sets ,null set, universal set, complement of a set, union and	
	intersection of sets, difference of two sets, Venn diagram, De	
	Morgan's and Distributive laws(examples only)	25%
	Determinants:	
	Meaning, Determinants and their basic properties of determinant	
	(without Proof, without examples), Cramer's Method (For two	
	equations)	

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2	Limit	
	Concept of Limit of a Function	25%
	Rules of Limit	2570
	• Simple Examples Where f(X) is in a polynomial or Rational	
	Function of Two Polynomials.	
3	Linear Programming Problem	
	Meaning, nature, limitations of LP	25%
	• Uses of LP	2570
	Definitions: Solution, constraints, BFS, FS, Objective functions	
	Solution of LPP by Graphical Method (Maximization and	
	Minimization).	
4	Matrix	
	Types of matrices-Row, column, Square, null, Identity, Diagonal	25%
	and scalar, Matrix Orthogonal Matrix .Transpose of a matrix.	2370
	Examples of Addition, Subtraction, multiplication of matrices	
	and Orthogonal Matrix.	

Teaching-	ICT Based Teaching Learning Approach.
Learning	Blended Teaching Learning Approach for Calculation.
Methodology	

Evaluation Pattern		
Sr.No.	Details of the Evaluation	Weightage
1.	Internal Written	30 %
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance	20 %

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3.	University Examination	50 %
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Course Outcomes: Having completed this course, the learner will be able to		
1.	Understand the foundations of mathematics	
2.	Be able to perform basic computation in higher mathematics	
3.	Develop and maintain problem-solving skills	
4.	Use mathematical ideas to model real-world problems	

Suggested References:

- 1. Business Mathematics .K . Kapoor: Sultan Chand and sons, New Delhi
- 2. Business Mathematics , A.G. Patel & G.C. Patel Atul Prakashan
- 3. Sharma S.D Operation Research .KedarNath RamNath & Co. Meerut

E- References:-

- 1.https://www.pdfdrive.com/lectures-in-logic-and-set-theory-volume-2-set-theorye156797838.html
- 2.https://www.pdfdrive.com/set-theory-and-logic-e16230754.html
- 3.http://rccmindore.com/wp-content/uploads/2015/06/Operations-Research.pdf
- 4.https://theintactone.com/2019/03/04/qtm-u2-topic-1-mathematical-formulations-of-lpmodels-for-product-mix-problems/

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Bachelor of Business Administration and Information Technology Management

BBA (ITM) Semester – I

Course Code	UM1MIBBI02	Title of the Course	Corporate Social Responsibility
Total Credits	04	Hours per	04
Of the Course		Week	

Course	1. To examine the scope and complexity of CSR.
Objectives:	2. To Demonstrate a multi stakeholder perspective in viewing CSR activities.
	3. To examine the vision and mission of corporate for society at large.
	4. To analyze the impact of CSR on Corporate culture.

Course Content		
Unit	Description	Weightage*
		(%)
1	Introduction:	
	• Meaning and Definition of CSR, History and Evolution of CSR	
	• Scope of CSR • Factors affecting the growth of CSR	25
	• Reasons for Social Responsibility CSR activities – Nature, types,	-
	impact on development programme	%
	Corporate responsibility towards various group of stakeholders	
	Chronological evolution of CSR in India	
	• Limitations of CSR	
	• Arguments in favour and Against of Corporate Social Responsibility	
2	Legislation of Corporate Social Responsibility :	
	Legislation in India and the world	
	• Provision for Corporate Social Responsibility in Companies Act 2013	

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	- Section 135	25 %
	Scope for CSR Activities under Schedule VII	
	• Appointment of Independent Directors on the Board and Computation	
	of Net Profit's Implementing Process in India.	
	The regulatory environment in India Counter trends.	
3.	Corporate Governance:	
	Introduction, Historical Background	
	Factors behind the origin of Corporate Governance	
	• Important issues and Need of Corporate Governance	
	• Reason for the growing demand for corporate Governance, & factors	
	influencing corporate governance.	25 %
	Regulatory framework on corporate governance in india	
	SEBI Guidelines and CLAUSE 49	
	Corporate Governance in India	
	Issues of corporate governance	
	Models of Corporate Governance	
	Global issues in corporate Governance	
4.	Contemporary CSR	
	Current Trends and Opportunities in CSR	
	• Future Trends in CSR in India	
	CSR as Strategic business tool for sustainable development	25.0/
	• Roles of intuitions in CSR: Government, NGOs, Education intuitions	25 %
	& role of Media	
	• Review of successful corporate initiatives and challenges of CSR	
	Case Studies of major CSR activities by any two industrial units in	
	India	

Teaching-Learning	Lecture, case discussions, videos and presentations
Methodology	

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Evaluation Pattern		
Sr.No.	Details of the Evaluation	Weightage
1.	Internal Written	30 %
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance	20 %
3.	University Examination	50 %

Course Outcomes: Having completed this course, the learner will be able to		
1.	Develop empathy and responsibility towards society.	
2.	Visualize the role of corporate for a better future of the nation.	
3.	Understand and follow rules related to CSR in organization.	

Suggested References:

- 1. Management Theory and Practice, C.B. Gupta, Sultanchand & Sons
- 2. Business Ethics and Corporate Governance, workbook by ICFAI University Press.
- 3. Accounting Standards and Corporate Accounting Practice Ghosh T P.
- 4. The world guide to CSR Wayne Visser and Nick Tolhurst
- 5. Corporate Social Responsibility in India Sanjay K Agrawal
- 6. Handbook on CSR in India, CII
- 7. Handbook of Corporate Sustainibilty: Framework, Strategies and Tools M.A. Muhammaed Abu B. Siddique

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- 8. Corporate Social Responsibility: Concepts and Cases: The Indian –C.C.Bai, Ajit Prasad
- 9. Corporate Social Responsibility in India Sanjay K Agarwal
- 10. Growth, Sustainability, and India's Economic Reforms Srinivasan
- 11. Baxi. C. and Prasad. A (2013). Corporate Social Responsibility, Concept & Cases: The Indian Experience, Excel Books, New Delhi.
- 12. Nag. A. (2007 Macroeconomics for management students, Macmillan Publication.
- 13. Dholakia, R (2005). Microeconomics for management student, Oxford publication
- 14. Raj S. (2012). Corporate Social Responsibility Cases, The ICFAI University, ICFAI Books, Hydrabad.

On-lineResources:-

Annual reports and web sites of organisations for CSR Disclosures

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Course Code	UM1MDBBI03	Title of the	Fundamentals Of Strategic
		Course	Planning and Development
Total Credits	04	Hours per	04
Of the Course		Week	

Course	1. To introduce the concepts of strategic management and understand its nature
Objectives:	in competitive landscape.
	2. To develop a holistic approach to see business issues comprehensively and
	using other core and functional subject knowledge for decision-making.
	3. To help students master the analytical tools of strategic management
	4. To help students develop skills for applying these concepts to the solution of
	business problems.

	Course Content			
Unit	Unit Description			
		(%)		
1	Introduction to Strategic Management			
	• Concept	25%		
	Nature & Scope	20 / 0		
	• Evolution			
	• Importance			

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	• Concept of Different Decisions (Strategic, Administrative and	1
	Operational)	
2	Strategic Planning Process	
	Concept of Strategic Planning	
	Need & Importance	25%
	Strategic Planning Process	
	Internal Appraisal of firm	
3	Competitive Advantage and Core Competence	
	Concept of Competitive advantage	
	Significance	25%
	Building competitive advantage	
	• Concept of Core competence	
	Difference between Competitive advantage and Core competence	
	Acquiring core competence	
4	Formulation of Strategy	
	Concept of Strategy Formulation	
	Corporate Strategy formulation	25%
	Generic Strategy Alternatives (Expansion & Divestment only)	

Teaching-Learning	ICT through (eg. Power Point Presentation, Audio-Visual Presentation) Group
Methodology	Discussion, Role Playing, Case Study

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Evaluation Pattern			
Sr.No.	Details of the Evaluation	Weightage	
1.	Internal Written	30 %	
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance	20 %	
3.	University Examination	50 %	

Cours	Course Outcomes: Having completed this course, the learner will be able to			
1.	Learn the concept of strategic management, its evolution, its importance in the real corporate world.			
2.	Gain knowledge of different decision like strategic, administrative and operational.			
3.	Student will be aware about the strategic planning process and the importance of internal appraisal in any firm.			
4.	Differentiate between the competitive advantage and core competence. Also they will learn about the how companies build or acquire core competence and competitive advantage.			
5.	Learn about the corporate strategy formulation and the expansion and divestment theory.			

Suggested References:

- 1. Business Policy and Strategic Management by Ramaswami and Namkumari
- 2. Business Policy and Strategic Management by M.V.Kulkarni

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3. Strategic Management: Concept and Cases by Thompson and Strickland

On-line Resources:-

- https://changinghighered.com/the-difference-between-strategic-management-and-strategic-planning/
- https://theintactone.com/2018/12/24/sm-u3-topic-1-strategy-formulation-corporate-business-functional-strategy/

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Course Code	UM1MIBBI03	Title of the Course	INDIAN ECONOMY - I
Total Credits	04	Hours per	04
Of the Course		Week	V.

Course	1. To familiarize the students with the basic concept of Indian Economy.
Objectives:	2. The students identify and interpret basic economic economy parameters.
	3. The Students learn to apply these theoretical models to address real-world
	problems.
	4. The students can analyses how Government and Industry decision-
	making.
	5. Students will be able to appraise their role in the global economic
	environment.
	6. Students will be able to invent fundamental techniques to adopt the
	change as it occurs, and to take the lead in creating a number of policy
	questions related to the operation of the real economy.

Course Content		
Unit	Description	Weightage * (%)
1	Introduction of the economy Meaning, definition and characteristics of developed, developing and under developed economies. National income, performance of different sector, trends in national	25%

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	income- growth of national income.	
2	 Poverty and Unemployment The concept of poverty, estimate of poverty line, poverty line, solution of the problems of poverty Unemployment-meaning and types, estimates of unemployment, Mahatma Gandhi Employment Guarantee Act (Objectives, Present scenario at National Level) 	25%
3	Indian Industry Sector Primary sector- meaning, features and importance, trends in production and productivity in India. Secondary sector- meaning, features and importance and components, productivity trends of major industries. Tertiary sector- meaning, features and importance and components	25%
4	Infrastructure Infrastructure and economic development (importance), growth of transportation (road & railway), energy, telecommunication, health and education. Private investment in infrastructure	25%

Teaching-	Through Class Room Teaching, Power Point Presentation, Role
Learning	Playing, Class Room interaction, Group Discussion and Field
Methodology	Projects

Evaluation Pattern		
Sr. No.	Details of the Evaluation	Weightage
1.	Internal Written	30 %
2.	Internal Continuous Assessment in the form of Quizzes, Seminars,	20 %

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	Assignments, Attendance	
3.	University Examination	50 %

Course O	Course Outcomes: Having completed this course, the learner will be able to		
1.	The students can examine the basic models economists use to study the choices made by people in their roles as consumers, employees, investors, business owners and managers, and government officials.		
2.	The students will be able to explain the concepts of the demand and supply in business applications.		
3.	The students will be able to explain the concepts of the demand and supply in business applications.		
4.	The students will be able to analyse and evaluate short-run and long-run cost functions and the relationship between a firm's cost functions.		

Suggested References:

- 1. A.N. Agrawal: "Indian Economy problems of Development and planning" New Age International (P) Ltd New Delhi, Daryagani, 110002
- 2. Ruddar Dutt, K.P.M. Sundaram: "Indian Economy" S.Chand & Company Ltd, Ram Nagar, New Delhi-110055
- 3. S.N.Agrwal "India's Population Problems". Tata McGraw Hill
- 4. V.K.Puri, S.K. Mishra: "Indian Economy" Himalaya Publishing House
- 5. S.S.M Desai "Industrial Economy of India" Himalaya Publishing House"
- 6. S.C.Kuchhal," Industrial Economy of India"

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On-line Resources:-

- http://mhrd.gov.in/
- www.nrega.nic.in/
- https://en.wikipedia.org/wiki/Ministry_of_Commerce_and_Industry_(India)

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Course Code	UM1MDBBI04	Title of the	Accounting for
	UNITIVIDEDIU4	Course	Management
Total Credits of the	04	Hours per Week	04
Course	04		V 1

	1. To develop and enhance writing skill of accounts among the students.
Course Objectives	2. To impart comprehensive knowledge on basic accounting practices of preparing journal, ledger, and final accounts.
Objectives	3. To gauge the understanding of basic accounting terms and generally accepted accounting principles.
	4. To enable the students to match with current requirement of business firm.

	Course Content		
Unit	Description	Weightage (%)	
1.	Conceptual Framework: (Theory and Examples)		
	 Meaning and Objectives 		
	 Advantages & Limitations of Accounting 		
	• Business Transactions Classification of Accounts and rules of		
	debit & Credit	25%	
	• Basic Accounting Terms : Assets, Liabilities, Capital, Expenses,		
	Expenditure, Debtors, Creditors, Goods, Cost, Gain, Stock, Purchase,		
	Sales, Loss, Profit, Voucher, Discount, Transaction, Drawing,		
	Depreciation, Reserves & Surplus, Provisions		

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	Distinction between Capital and revenue expenditure and incomes	
2	 Accounting Cycle: Introduction of Journal, Subsidiary books and ledger Examples on recording transaction into Journal, Ledger posting, and Trial Balance. 	25%
3	Final Accounts of Sole Proprietor: (Examples Only) • Preparation of Trading Account, Profit & Loss Account and Balance Sheet	25%
4	 Shares & Debentures (Theory & Examples) Meaning of Shares and Debentures Provision relating to issue of shares at par, premium and discount Examples of Issue and Allotment of shares including pro-rata allotment (Excluding Forfeiture and reissue of shares) Debenture Redemption Fund Method (Examples) 	25 %

Teaching-	Classroom Teaching
Learning	
Methodology	

Evaluation Pattern			
Sr. No.	Details of the Evaluation	Weightage	
1.	Internal Written	30 %	
2.	Internal Continuous Assessment in the form of Quizzes,	20 %	

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	Seminars, Assignments, Attendance	
3.	External Examination	50%

	Course Outcomes
1.	The Student will be able to record accounting transactions as per accounting principles and concepts.
2.	The student will gain in -depth knowledge of accounting practices and streamline himself with present corporate scenario
3.	Develop understanding towards recording transaction into journal and ledger
4.	Develop keen understanding of Final Accounts of Sole Proprietor.
5.	Develop practical approach towards Financial Statements.

Suggested References		
Sr. No.	References	
1	Advanced Accountancy 1-Maheshwari S N & Maheshwari S K	
2	Fundamentals of Financial Accounting-Sehgal Ashok and Sehgal Deepak	
3	Advanced Accountancy-Tulsian	
4	Advanced Accountancy 1-Gupta Radhaswamy	

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5	Principals & Practice of Accountancy Gupta R L & Gupta V K
6	Advanced Accountancy-Jain S P & Narang K L
7	Financial Accounting-Khanka S S 8 Financial Accounting-Narayanaswamy

On-line resources to be used if available as reference material
On-line Resources
1. https://www.ddegjust.ac.in/studymaterial/bba/bba-104.pdf

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Course Code	UM1SEBBI01	Title of the Course	Stress Management
Total Credits of the Course	02	Hours per Week	02

Course	1. To examine the effect of stress in work life.
Objectives	2. To analyse causes of stress in organization.
	3. To evaluate Stress management techniques.

	Course Content	
Unit	Description	Weightage
1.	STRESS:	
	Meaning, Definition Characteristics of stress, Main Areas of stress :Performance	
	Boredom Fear of Unknown Grief	
	Types of stress: Individual stress V/s Group stress, Productive stress V/s	
	Dysfunctional work stress , Mild stress V/s Strong stress, Potential stress $\ensuremath{V\!/s}$	
	Actual stress, Psychical, Psychological V/s Behavioral stress	50 %
	Environmental Factors: Economic Environment, Political &	
	Government Environment, Technological Environment	
	Organizational Factors: Tasks Demands, Organizational Structure,	
	Organizational Leadership	
	Individual Factors: Family Issues, Personality Factors, Boredom V/s	
	Monotony	

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2. CAUSES OF STRESS & STRESS MANAGEMENT:

Individual Stress: Life & Career changes, Personality Type, Role

Characteristics

Group Stressor: Lack of group Cohesiveness, Lack of social support, Conflict

Effects of Stress: Eustress, Distress, Physical Problems, Psychological

Problems, Behavioral Problems, Burnout and Rustout

STRESSMANAGEMENT:

- Individual Coping Strategies
 - a. Physical Exercise
 - b. Relaxation
 - c. Work Home Transition
 - d. Cognitive Therapy
 - e. Networking
- Organizational Coping Strategies:

Supportive Organizational Climate

Job Enrichment

Organizational Role Clarity

Career Planning and Counseling

Stress Control workshop & Employee Assistance programs

Stress Management Based on Indian philosophy

Teaching-	Class Room Teaching, Lectures, Case Discussion, Video and Presentation
Learning	
Methodology	

50 %

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	Evaluation Pattern		
Sr. No.	Details of the Evaluation	Weightage	
1.	Internal Written	50%	
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance		
3.	University Examination	50%	

	Course Outcomes
1.	Student will earn various causes of stress in work life and finds way over come it.
2.	Techniques to be used in stress management.
3.	Understand the impact of stress on psychology of human being.

Suggested References		
Sr. No.	References	
1	Principles and Practice of Management: S. S achdeva, Laxmi Narain Agrawal, Agra.	
2	Organizational Behavior: L. M. Prasad Sultan Chand & Sons.	

On-line resources to be used if available as reference material	
On-line Resources	

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1.https://indiafreenotes.com/potential-source-of-stress-environmental-organizational-and-individual/

2.https://courses.lumenlearning.com/wm-organizationalbehavior/chapter/sources-of-stress/

3.https://businessjargons.com/job-enrichment.html

4.https://ccsme.org/wp-content/uploads/2017/10/2017.10.24-The-12-Core-Functions.pdf

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Course Code	UM1SEBBI02	Title of the	Business Ethics
		Course	
Total Credits	02	Hours per	02
Of the Course		Week	

Course	To promote ethical behavior of the learners by imparting known	owledge of	
Objective	Objectives: Business Ethics.		
	Course Content		
Unit	Description	Weightage*	
		(%)	
1	INTRODUCTION TO BUSINESS ETHICS		
	• Introduction		
	Ethics and Morals	25%	
	Need for Business Ethics		
	Benefits of Business Ethics		
	Principles of Business Ethics		
	Ethical Issue in CORPORATE GOVERNANCE		
2	ENVIRONMENTAL ETHICS		
	• Introduction		
	Sustainable Development	250/	
	Pollution and Resource Depletion:- Air Pollution and Land	25%	
	Pollution		
	Ecological Ethics		
	Conservation of Natural Resource		

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	Business and Environmental Ethics	
	Eco-friendly Business Practices	
3	WORKPLACE ETHICS	
	Introduction	
	Factors Influencing Ethical Behavior at work	250/
	• Ethical Issue: Business Relationships, Conflicts of Interest,	25%
	Fairness and Honesty, Communications.	
	Discrimination	
	Harassment	
	Importance of ethical Behavior at workplace	
	Guidelines for managing ethics in the workplace	
4	ETHICS IN MARKETING, ACCOUNTING AND FINANCE	
	Ethic and marketing	
	Behaving ethically in Marketing	25%
	Accounting and Finance: - Introduction, Potential Conflicts,	25 70
	Creating	
	ethical Environment, Reasons for Unethical Behavior,	
	Fundamental principles relating to ethics.	

Teaching-	Lecture Method
Learning	Online Lectures
Methodology	Group Discussion
	Practical Problem Solving

Evaluation	Pattern

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Sr. No.	Details of the Evaluation	
		Weightage
1.	Internal Written	50.0/
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance	50 %
3.	University Examination	50 %

Course C	Course Outcomes: Having completed this course, the learner will be able to	
1.	Learn about ethics in business	
2.	Identify unethical behavior and take corrective actions	
3.	Learn about workplace ethics	
4.	Get familiarity with Ethics in Marketing, Accounting and Finance	

Suggested References:

- 1. Business Ethics": A.C. Fernando. Person.
- 2. Priciples of Management: T Ramasamy. Himalaya Publishing House.
- 3. "Business Laws, Ethics and Communication" Vol.I, The Institute of CharterdAccoutants of India, New Delhi.

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Course Code	UM1SEBBI04	Title of the Course	Rural Development-History and Current Issues
Total Credits Of the Course	02	Hours per Week	02

Course	1. To get an exposure to an rural area and the socio-economic condition of
Objectives:	people.
	2. To provide knowledge from ancient to modern agricultural practices.
	3. To face the rural reality during the rural living and learning experience.
	4. To impart in-depth practical knowledge in crop cultivation practices.
	5. To cope with adverse situations during the irrural staying at different
	remote parts of rural Bengal.
	6. To provide knowledge on working of different farm implements.
	7. Detailed knowledge on various agri-business activities.
	8. To build the man power for serving the rural community.
	9. To disseminate recent agricultural technologies through extension.

	Course Content		
Unit	Description	Weightage*	
1	 Rural Population, Rural Unemployment and Rural Poverty Rural Population: Size, Growth and Occupational classification, Migration Causes and effects. 	50%	
	 Rural Unemployment: Types, Causes, National Rural 		

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	 Employment Act. Rural Poverty: Measurement, Causes, Poverty Eradication programmes. 	
2	Rural Infrastructure and Rural Development	
	Rural Infrastructure: Growth in Roads, Railways, Energy,	
	Irrigation, Banking, Insurance, Education and Health.	=00/
	Role of NGO in rural development.	50%

Evaluatio	Evaluation Pattern		
Sr.No.	Details of the Evaluation	Weightage	
1.	Internal Written		
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance	50 %	
3.	University Examination	50 %	

Course (Course Outcomes: Having completed this course, the learner will be able to	
1.	The Programme has been framed to provide an understanding and experience of different aspects Of Rural Development.	
2.	It is to provide a holistic perspective of schemes/ programmes of central govt. in general and state govt. in particular.	
3.	It is to develop expertise in planning and management of rural development programmes with focus on participatory development.	
4.	It is innovative, skill and employment or oriented to attract bright students to the discipline of rural development.	

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Suggested References:

- 1. Agorwala A.N.-Indian Economics
- 2. Arora R.C.-"Integrated Rural Development"-S.Chand & Co. Ltd., New Delhi
- 3. Behari Bipin Rural Industrialisation in India–Vikas Publication, New Delhi
- 4. Bhattachary B.N.-"Indian Rural Economics" Metro politan Book Co., New Delhi
- 5. Desai Vasant Rural Development Vol- I to Vol -V

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Course Code	UM1SEBBI05	Title of the Course	Personality Enrichment
Total Credits Of the Course	02	Hours per Week	02

Course	1. To understand the importance of personality and methods to enrich
Objectives:	the same.
	2. To Know the concept of Self- Awareness and Self-Motivation.
	3. To know General Know edge and Current Affairs.

Course Content		
Unit	Description	Weightage*
1	 Personality Definition of Personality Components of Personality- Structural and Functional Aspects Determinants of Personality- Biological, Psychological and Socio-Cultural factors Assessment of Personality-Observation, Interview and Psychological Tests Misconceptions and Classifications 	50%

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2	Memory, Decision Making and Study Skills	
	Definition and Importance of Memory	
	Causes of Forgetting	50%
	 How to forget(thought stopping), how to remember 	5070
	(techniques for improving memory)	
	The technique of passing exams	
	The rational decision making process	
	Improving creativity in decision making and components of	
	creativity	

Teaching-Learning	Lectures, Case Discussion, Video and Presentation
Methodology	

Evaluation Pattern		
Sr.No.	Details of the Evaluation	Weightage
1.	Internal Written	
2.	Internal Continuous Assessment in the form of Quizzes, Seminars, Assignments, Attendance	50%
3.	University Examination	50%

Course Outcomes: Having completed this course, the learner will be able to	
1.	Apply principles in corporate life having understood the phenomenon
2.	Improve analytical skills by taking astanceonreal matters

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AAA Reaccredited CGPA 3.56 – GRADE A KCG-Dept of Edu. Got of Gujarat-April 2017

NAAC Reaccredited - CGPA 3.30 - GRADE A UGC – MHRD, Govt of India – June 2022

Syllabus as per NEP 2020 with effect from the Academic Year 2023-2024

Suggested References:

- 1. Mile, DJ(2004), Power of PositiveThinking, Delhi, RohanBookCompany.
- 2. Pravesh Kumar(2005), All about Self-Motivation, New Delhi, Goodwill Publishing House
- 3. Dudley, GA(2004), Double your Learning Power, Delhi, Konark Press, Thomas Publishing Group Ltd.,
- 4. Lorayne, H(2004),How to develop as upper power memory, Delhi, Konark Press,Thomas Publishing Group Ltd.,
- 5. Hurlock, EB(2006), Personality Development, 28th Reprint, NewDelhi, Tata MC Graw Hill.

On-line Resources:-

- https://www.geektonight.com/personality-in-organisational-behavior-definition-determinants-nature
- https://leverageedu.com/blog/determinantsof%20personality/#:~:text=There%20are%204%20major%20determinants,%2C%20heredity %2C%20experiences%20and%20culture
- https://gcwgandhinagar.com/econtent/document/15875413100EDUGENE03-4.2.pdf.pdf