

B.B.A. CA

(Computer Applications)

Syllabus

AFFILIATED COLLEGES

Program Code: 25G

2022 – 2023 onwards



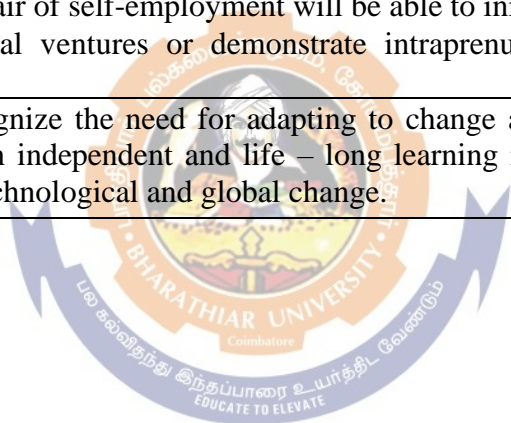
BHARATHIAR UNIVERSITY

**(A State University, Accredited with “A++” Grade by NAAC,
Ranked 21st among Indian Universities by MHRD-NIRF)**

Coimbatore - 641 046, Tamil Nadu, India

BHARATHIAR UNIVERSITY: COIMBATORE 641046
DEPARTMENT OF BUSINESS ADMINISTRATION
PROGRAMME EDUCATIONAL OBJECTIVES:

PEO1	Graduates will be capable of making a positive contribution to business, trade and industry in the national and global context in the IT era.
PEO2	Graduates will be able to apply frameworks and tools to arrive at informed Decisions in profession and practice, striking a balance between business and social dimensions.
PEO3	Graduates will have a solid foundation to pursue professional careers and take up higher learning courses such as MBA, MCA, MCM, MMM as well as research.
PEO4	Graduates with a flair of self-employment will be able to initiate and build upon entrepreneurial ventures or demonstrate intrapreneurship for their employer organizations.
PEO5	Graduate will recognize the need for adapting to change and have the aptitude and ability to engage in independent and life – long learning in the broadest context of socio-economic, technological and global change.



PROGRAMME OUTCOMES

PO1	Develop the knowledge, skill and attitude to creatively and systematically apply the principles and practices of management, accountancy, finance, business law, statistics, HR, operations and IT to management problems and work effectively in modern day business and non-business organizations.
PO2	Develop fundamental in-depth knowledge and understanding of the principles, concepts, values, substantive rules and development of the core areas of business such as finance, accounting, marketing, HR, operations along with the tools such as Tally, MS Excel, MS Office, etc.
PO3	Demonstrate the critical thinking mindset and the ability to identify and formulate research problems, research literature, design tools, analyze and interpret data, and synthesize the information to provide valid conclusions and contextual approaches across a variety of subject matter.
PO4	Exhibit self-confidence and awareness of general issues prevailing in the society and communicate effectively with the accounting, commerce, management, business, professional fraternity and with society at large through digital and non-digital mediums and using a variety of modes such as effective reports & documentation, effective presentations, and give and receive clear instructions.
PO5	Function effectively as an individual and as a member or leader in teams, and in multidisciplinary settings by demonstrating life skills, coping skills and human values.
PO6	Analyse the sampling techniques of collecting primary and secondary data and tools and techniques of data.
PO7	Understand the methods of collecting primary and secondary data. Construction of scaling techniques and Determine the steps involved in design of questionnaire. Analyse and preparation of project report for the Functional areas of research.
PO8	Determine the functional areas of management such as Production, purchasing, marketing, sales, advertising, finance, human resource system, Industry 4.0 Understand the SERQUAL of the various service industries.
PO9	Analyse the various aspect of business research in the area of marketing, human resource and Finance.
PO10	Analyse the various financial and accounting concept including Balance sheet , trial balance, etc.,

PROGRAMSPECIFICOUTCOMES

PSO 1 :	Understand of the corporate world
PSO 2 :	Analyse the theoretical knowledge with the practical aspects of Organizational setting and techniques or management.
PSO 3 :	Determine conceptual and analytical abilities required for effective decision making.
PSO 4 :	Understand the dynamic and complex working environment of Business.
PSO 5 :	Understand the problems faced by the business sector in the Current scenario.
PSO 6 :	Analyse the ups and downs of the stock market.
PSO 7 :	Understand the rapid changes of financial services include banking and insurance sectors.
PSO 8 :	Understand the micro and macro marketing environment.
PSO 9 :	Understand the international trade procedure and documentation.
PSO 10 :	Understand the Forms of business organization.
PSO 11 :	Understand the business correspondence and communication.
PSO 12 :	Determine the organizational behaviour and its conflict.



BHARATHIAR UNIVERSITY, COIMBATORE-641 046

(For the students admitted from the academic year **2022-2023** onwards)

SCHEME OF EXAMINATIONS – CBCS Pattern

B.B.A. (Computer Application) Curriculum (Affiliated Colleges)

Part	Study Components	Course Title	Ins. Hrs.	Examinations				Credits
				Dur. Hrs.	CIA	Mark	Total Mark	
SEMESTER –I								
I	Language-I		6	3	50	50	100	4
II	English-I		6	3	50	50	100	4
III	Core I – Principles of Management		5	3	50	50	100	4
III	Core II –Basics of Business and Business Environment		5	3	30	45	75	3
III	Allied Paper I – Mathematics and Statistics for Management		6	3	50	50	100	4
IV	Environmental Studies #		2	-	-	50	50	2
TOTAL			30				525	21
SEMESTER –II								
I	Language-II		6	3	50	50	100	4
II	English-II		3	3	25	25	50*	2
IV	Skill Based Subject-I Naan Mudhalvan: Language Proficiency for Employability. http://kb.naanmudhalvan.in/Special:Filepath/Cambridge_Course_Details.pdf		3	3	25	25	50**	2
III	Core III – Organizational Behavior		5	3	30	45	75	3
III	Core IV – Economics for Executives		6	3	50	50	100	4
III	Allied Paper II –Quantitative Techniques for Management		5	3	50	50	100	4
IV	Value Education – Human Rights #		2	-	-	50	50	2
TOTAL			30				525	21
SEMESTER –III								
I	Language III		4	3	50	50	100	4
II	English III		4	3	50	50	100	4
III	Core V – Financial Accounting		4	3	30	45	75	3
III	Core VI – Production and Materials Management		4	3	30	45	75	3
III	Core VII – Marketing Management		4	3	30	45	75	3
III	Core VIII - PC Software (MS Office) – Practical		4	3	25	25	50	2
III	Allied : III – Business Law		4	3	30	45	75	3
IV	Tamil @ /Advanced Tamil # (or) Non-major elective-I Yoga for Human Excellence # / Women’s Rights Constitution of India #		2	3	-	50	50	2
TOTAL			30				600	24

SEMESTER –IV							
I	Language IV	4	3	50	50	100	4
II	English IV	4	3	50	50	100	4
III	Core IX - Human Resource Management	4	3	30	45	75	3
III	Core X – Financial Management	4	3	30	45	75	3
III	Core XI – Financial Accounting Package – Tally (Practical only)	4	3	30	45	75	3
III	Allied : IV– Taxation Law and Practice	5	3	30	45	75	3
IV	Skill Based Subject-2: Naan Mudhalvan – Office Fundamentals http://kb.naanmudhalvan.in/Bharathiar_University_(BU)	3	3	25	25	50**	2
IV	Tamil @ / Advanced Tamil #(or) Non-major elective-II : General Awareness #	2	3	-	50	50	2
TOTAL		30				600	24
SEMESTER –V							
III	Core XII – Cost & Management Accounting	6	3	50	50	100	4
III	Core XIII – Research Methods for Management	6	3	50	50	100	4
III	Core XIV– Internet and Web Page Design (Theory)	5	3	50	50	100	4
III	Core XV – Internet and Web Page Design Programming Laboratory (Practical)	5	3	50	50	100	4
III	Skill Enhancer: Institutional Training ^	-	-	25	25	50	2
III	Elective –I:	5	3	50	50	100	4
IV	Skill based Subject -3 : Campus to Corporate ^	3	3	30	45	75	3
TOTAL		30				625	25
SEMESTER –VI							
III	Core XVI – Entrepreneurship and Small Business Management	6	3	50	50	100	4
III	Core XVII–RDBMS & Oracle Programming	6	3	50	50	100	4
III	Core XVIII–RDBMS & Oracle Programming-Practical	6	3	50	50	100	4
III	Elective –II :	3	3	30	45	75	3
III	Elective –III :	3	3	30	45	75	3
IV	Skill Based Subject –4 : Soft Skills for Business ^	3	3	30	45	75	3
IV	Skill Based Subject-5 Naan Mudhalvan- Fintech Course (Capital Markets / Digital Marketing / Operational Logistics) http://kb.naanmudhalvan.in/Bharathiar_University_(BU)	3	3	25	25	50**	2
V	Extension Activities @	-	-	50	-	50	2
TOTAL		30				625	25
TOTAL		-	-			3500	140

^ Refer the detailed note on this curricular aspect

@ No University Examinations. Only Continuous Internal Assessment (CIA) University Examination – Refer the detailed note on this curricular component.

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No Continuous Internal Assessment (CIA). Only University Examinations.

Project Work & Viva-Voce: Project Work-30 marks CIA. Viva-Voce: 45 marks, of which 15 marks for project report and 30 marks for viva voce examination by both internal and external examiners

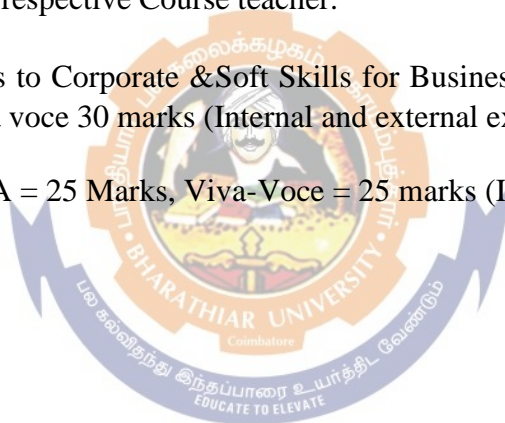
*** English II- University semester examination will be conducted for 50 marks (As per existing pattern of Examination) and it will be converted for 25 marks.**

** Naan Mudhalvan- Skill Courses- 25 marks will be assessed by Industry and Internal 25 marks will be assessed by the respective Course teacher.

Skill Based Subject: (Campus to Corporate & Soft Skills for Business) 3 & 4: CIA= 30 marks, Record Note =15 marks, Viva voce 30 marks (Internal and external examiner)

For Institutional Training, CIA = 25 Marks, Viva-Voce = 25 marks (Internal and External examiner)

\$ Industrial Visit Mandatory



List of Elective papers (Colleges can choose any one of the papers as electives)		
Elective-I	A	Intellectual Property Rights.
	B	Modern Office Management
	C	Advertising and Sales Promotion.
	D	Introduction to ERP
	E	Application of IT in Business
Elective-II	A	Consumer Behaviour
	B	Industrial Relations and Labour Laws
	C	Insurance Principles and Practice
	D	Visual Basic Theory
	E	Big Data Analytics
Elective- III	A	E-Commerce
	B	Project Work & Viva-Voce
	C	Multimedia
	D	Design Thinking
	E	Artificial Intelligence



SEMESTER –I
Language-I
English-I
Core I – Principles of Management
Core II –Basics of Business and Business Environment
Allied Paper I – Mathematics and Statistics for Management
Environmental Studies #



Course Code		PRINCIPLES OF MANAGEMENT For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core –I				-	-	
Pre-requisite		+2 Commerce	Syllabus Version		First	
Course Objectives:						
To inculcate the students with the Knowledge and Understanding of the principles of management and to enable the students to gain valuable insight into the working of business. The course will review the evolution of management thoughts, functions and practices through the focus on Indian experiences, approaches and cases.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Examine and explain the management evolution and how it will affect future managers.					K1
2	Estimate the conceptual framework of planning and decision-making in day to day life.					K2
3	Explain the various managerial functions to achieve the goals and objectives of the organization.					K1
4	Analyze the theories of motivation, leadership and communication in a variety of circumstances and management practices in organizations.					K4
5	Identify and explain the importance of the management process and identify some of the key skills required for the contemporary management practice.					K3
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1	FUNCTIONS OF MANAGEMENT					
Overview of Management: Definition –Nature and scope of management-Importance - skills of managers–Levels of Management-Functional areas of management- Evolution of Management thoughts: Contribution of F.W. Taylor, Henri Fayol, Elton Mayo, Peter F. Drucker’s -Management: a science or an art?						
Unit:2	PLANNING					
Planning: Definition -Nature and purpose – Planning process – Importance of planning –types of plan-Decision making - Definition –steps and process and various types of decisions.						
Unit: 3	ORGANIZING					
Organizing: Definition -Types of organization – Organizational structure –Span of control – use of staff units and committees. Delegation: Delegation and Centralization. Centralization and Decentralization – Staffing: Definition- Sources of recruitment – Selection-Definition - process Training-Definition-Types.						

Unit:4	DIRECTING	
Directing: Definition -Nature and purpose of Directing - Principles – Motivation - Definition - Theories of Motivation (Maslow's, McGregor, ERG Theory, Herzberg two factor theory)– Leadership: Definition-Styles – Communication: Definition - Importance of Communication – Methods of Communication – Types – Barriers.		
Unit:5	CONTROLLING	
Controlling: Meaning and importance of controlling–control process–Budgetary and non-Budgetary Control Techniques–Requisites of an effective control system–Relationship between planning and controlling – Need for co-ordination.		
Unit:6	Contemporary Issues	
Expert lectures, online seminars – webinars		
Text Book(s)		
1	Charles W L Hill, Steven L McShane, 'Principles of Management', McGraw Hill Education, Special Indian Edition, 2007.	
2	Stephen P. Robbins and Mary Coulter, 'Management', Prentice Hall of India, 8th edition.2005	
Reference Books		
1	Harold Koontz, Heinz Weihrich and Mark V Cannice, 'Management -A global perspective, Prentice hall, 2005	
2	P.C.Tripathi&P.N.Reddy,PrinciplesofManagements-TataMc.GrawHill-NewDelhi,2012	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	NOC: Principles of Management – IITKGP - NPTEL	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	M	S	S	S	S	M
CO2	M	S	M	S	S	S	M	S	S	S
CO3	S	S	M	M	S	S	M	M	M	S
CO4	S	M	S	S	S	M	S	S	S	S
CO5	S	S	S	S	M	S	S	S	S	M

*S-Strong; M-Medium; L-Low

Course code		BASICS OF BUSINESS & BUSINESS ENVIRONMENT For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core –II						
Pre-requisite		+2 Commerce	Syllabus Version	First		
Course Objectives:						
The main objectives of this course are to:						
1. To outline how an entity operates in a business environment						
2. To analyze the various economic conditions and effects of government policy on business performance						
3. To explain the legal framework that regulates the business and industry						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Develop an understanding on the gamut of business activities					K2
2	Explain the intricacies in starting a business and knowing the suited business form					K2
3	Design a business model in order to analyze its sustainability					K3
4	Comprehend the environmental factors that are conducive /detrimental to the respective businesses					K4
5	Have a simple and basic comprehension of the international scenario with regard to borderless business world					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1	INTRODUCTION TO BUSINESS					
Business Basics: Nature and Purpose of Business – Characteristics of Business – Comparison among Business, Profession and Employment – Various types of Industry – Compare Industry with commerce – Forms of business Organisation – Sole traders, partnership, Joint Hindu family firm- Joint Stock Companies - Cooperative Organisations - Public Utilities and Public Enterprises.						
Unit:2	BUSINESS AND ECONOMIC SYSTEM					
Business and Economic System – Capitalism, Socialism, Communism and mixed economy – Different sectors of the economy and Role of businesses in it – Different stakeholders of business firm – factors of production – Business model Meaning & example – Business Risks & their causes – Steps in Starting a Business – Qualities of Entrepreneur.						
Unit:3	BUSINESS SERVICES					
Business Services – Goods & Services distinguished – Banking, Insurance & Warehousing – Traditional Business to new – Business – Benefits of switching over to electronic mode – Cautions to be taken.						

Unit:4	BUSINESS ENVIRONMENT AND ANALYSIS	
Business Environment: Concept, characteristics of environment. Environmental Analysis – Need & diagnosis, Business environment–potential competitors, Rivalry– external environment Economic, political & legal environment, technological and socio cultural environment, International environment.		
Unit:5	IMPACTS OF LPG	
Liberalization - Meaning - Privatization - Benefits & pitfall - Globalization – Meaning & rationale for Globalization – Role of WTO & GATT – Trading blocks in Globalization – Impact of Globalization on India.–Business&Society-SocialResponsibilitiesofbusinesstowardsdifferent groups.		
Unit:6	Contemporary Issues	
Expert lectures, online seminars – webinars		
Text Book(s)		
1	Nikita Sanghvi, Business Environment and Entrepreneurship, CS-FOUNDATION Taxmann; 2015ISBN-13: 978-9350716236	
2	Francis Cherunilam, Business Environment-Himalaya Publishing House, New Delhi	
Reference Books		
1	William A Pride, Robert J. Hughes, and Jack R. Kapoor, (ISBN-13: 9781285193946) Foundations of Business, (5th Edition) Cengage Learning Higher Education	
2	Del, Global Business Foundation Skill Students Handbook Cambridge University Press ISBN-13: 978-8175967830	
3	Laura Dias, Amit Shah, Introduction to Business, McGraw Hill Education (India) Private Limited 2012 ISBN-13: 978-1121085084	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	https://www.coursera.org/courses?query=business%20fundamentals	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	M	S	M	S
CO2	M	S	M	M	S	M	S	S	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO4	S	M	S	S	M	S	S	S	S	S
CO5	S	S	S	S	S	S	S	M	S	M

*S-Strong; M-Medium; L-Low

Course Code		MATHEMATICS AND STATISTICS FOR MANAGEMENT <i>For BBA/BBA(CA)/BBA(IB)/BBA(RM)</i>	L	T	P	C
Allied – I				-	-	
Pre-requisite		+2 Business Maths	Syllabus Version		First	
Course Objectives:						
To make the students to understand the process of solving mathematics and interpret the final results and to train the students to apply the mathematical and statistical tools and techniques while solving business problems in their career. The course will also serve as a prerequisite for post graduate and specialized studies and research.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Solve systems of linear equations by use of the matrix					K3
2	Be able to find the nature (maximum and minimum) of a turning point					K5
3	Outline the meaning of marginal revenue and marginal cost and their relevance for firm's profitability.					K1
4	Understand and compute the sampling distributions, sampling distributions of means and variances (S2) and the t- and F-distributions					K1
5	Summarize a regression analysis, and compute and interpret the coefficient of correlation.					K2
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1	MATRICES					
Matrices: Fundamental ideas about matrices and their operational rules – Matrix multiplication Inversion of square matrices of not more than 3rd order- solving system of simultaneous linear equations.						
Unit:2	SET THEORY AND MATRICES					
Set theory – Introduction - Types of sets - set operation - Venn Diagrams - Mathematics of Finance - Simple and Compound Interest.(Simple problems only)						
Unit:3	STATISTICAL METHODS					
Meaning and Definitions of Statistics - Scope and Limitations. Collections of data –primary data and secondary data - Presentation of data by Diagrammatic and Graphical Method - Formation of Frequency Distribution. Measures of Central tendency - Arithmetic Mean, Median and Mode.						
Unit:4	MEASURES OF VARIATION					
Measures of Variation: Standard, Mean and Quartile deviations-Co efficient of variation. Simple Correlation - Karl Pearson's Co-efficient of correlation – Rank correlation - Regression lines.						
Unit:5	ANALYSIS OF TIME SERIES AND INDEX NUMBER					
Analysis of Time Series: Methods of Measuring Trend - Index number – Unweighted and Weighted indices–Tests of index numbers-Consumers price and cost of living indices.						

Unit:6	CONTEMPORARY ISSUES	
Expert lectures, online seminars – webinars		
Questions in THEORY and PROBLEMS carry 20% and 80% marks respectively		
Problems need to be simple keeping students’ non-mathematical background		
Text Book(s)		
1	S.P. Gupta (S.P.): “Statistical Methods”, Sultan Chand & Sons, 34th Edition,2007	
2	Richard Levin & David Rubin, “Statistics for management”, Prentice Hall, 2008	
Reference Books		
1	Sundaresan and Jayaseelan- An Introduction to Business Mathematics and Statistical Method	
2	P.R.Vittal, “Business Mathematics”, Margham publications 2nd edition, 2003.	
3	S.P. Rajagopalan and R. Sattanathan, Business Statistics and Operation Research, Tata McGraw-Hell publishing company Ltd., 2nd edition, 2009.	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	http://www.dphu.org/uploads/attachements/books/books_5117_0.pdf	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	M	S	S	S	S	M	S
CO2	S	S	S	S	S	S	S	S	S	S
CO3	S	M	M	S	S	S	M	M	S	S
CO4	M	S	M	S	M	M	S	M	S	M
CO5	S	S	S	S	M	S	S	S	S	M

SECOND SEMESTER
Language-II
English-II
Skill Based Subject-I Naan Mudhalvan: Language Proficiency for Employability. http://kb.naanmudhalvan.in/Special:Filepath/Cambridge_Course_Details.pdf
Core III – Organizational Behavior
Core IV – Economics for Executives
Allied Paper II –Quantitative Techniques for Management
Value Education – Human Rights #

Course Code		ORGANISATIONAL BEHAVIOUR For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core III				-	-	
Pre-requisite		Nil	Syllabus Version		First	
Course Objectives:						
The main objectives of this course are to make the students to understand Organizational psychology & personality of people and gain knowledge on belief, values and human motivation, leadership, theories of leadership, counseling, idea generation for problem solving and innovation. And students are prepared to deal with groups and for conflict identification and resolution.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Analyze the individual and group behavior; and understand the implications of organizational behaviour on the process of management					K4
2	Identify various theories of motivation from the past and to evaluate motivational strategies used in a variety of organizational settings					K5
3	Enhance productivity of the organization by ensuring required job satisfaction and employee attitude.					K3
4	Understand the supervisory effects on performance and to train supervisors by understanding different supervision styles.					K2
5	Evaluate the appropriateness of various leadership styles and counseling methods					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1		Organisational Psychology				
Importance and scope of organisational psychology – Individual differences - Intelligence tests. Measurement of intelligence - Personality tests - nature, types and uses.						
Unit:2		Perception				
Perception - Factors affecting perception - Motivation - theories - financial and non-financial motivation - techniques of motivation - Transactional Analysis - Brain storming.						
Unit:3		Job satisfaction				
Job satisfaction - meaning – factors, Morale - importance - Employee attitude and behaviour and their significance to employee productivity - Job enrichment - job enlargement.						
Unit:4		Group dynamics				
Hawthorne Experiment - importance - Group Dynamics – Cohesiveness. Conflict - Types of Conflict – Resolution of conflict - Sociometry - Group norms – supervision - style - Training for supervisors.						
Unit:5		Leadership and counseling				
Leadership-types-theories–Trait,ManagerialGrid,Fiedder’scontingency.Counseling–meaning - Importance of counselor - types of counseling - merits of counseling						

Unit:6	CONTEMPORARY ISSUES	
Expert lectures, online seminars – webinars		
Text Book(s)		
1	L.M. Prasad – Organisational Behaviour. Latest edition	
Reference books		
1	Keith Davis - Human Behaviour at Work	
2	Ghos - Industrial Psychology	
3	Fred Luthans – Organisational Behaviour	
Online Content		
	NOC: Organizational Behaviour – NPTEL	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	M	S	S	S	S	M	S
CO2	S	S	S	S	S	S	S	S	S	S
CO3	S	M	M	S	S	S	M	M	S	S
CO4	M	S	M	S	M	M	S	M	S	M
CO5	S	S	S	S	M	S	S	S	S	M

*S-Strong; M-Medium; L-Low



Course Code		ECONOMICS FOR EXECUTIVES For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core - IV		Core		-	-	
Pre-requisite		+2 Economics	Syllabus Version		First	
Course Objectives:						
The main objectives of this course are to make the students to understand the objectives of business firms, Demand analysis and Elasticity of demand, BEP Analysis and further to make them familiarize about types of competitions and price administration and enhance their knowledge on Inflation, Deflation and analyze the causes of Inflation..						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Apply the objectives of business firms, demand analysis and elasticity of demand in daily life and in their career.					K6
2	Identify the effective applications of factors of production and BEP Analysis					K3
3	Understand the determination of the Price, Market structure and competition.					K2
4	Describe the objectives and effectiveness of monetary policy and fiscal policy					K4
5	To gain Knowledge on Inflation, Deflation and effects of inflation.					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1		DEMAND ANALYSIS				
Objectives of business firms–Profit Maximization–Social responsibilities –Demand analysis–Law of Demand - Elasticity of demand.						
Unit:2		BEP ANALYSIS				
Production function - Factors of production - Law of diminishing returns and Law of variable proportions. Cost and Revenue Curves – Break-even-point (BEP) analysis.						
Unit:3		MARKET CLASSIFICATION				
Market Classification- Perfect Competition- Monopoly- Monopolistic Competition- Duopoly- Oligopoly – Price Discrimination.						
Unit:4		MONETARY POLICY				
Monetary Policy-Meaning- Objectives- Instruments- Effectiveness of Monetary Policy-Fiscal Policy- Meaning-Objectives-Monetary Policy and Fiscal Policy mix to control inflation.						
Unit:5		INFLATION AND DEFLATION				
Inflation: Meaning and Definition- Types of Inflation – Effects of in inflation - Measures to control inflation- Deflation- Meaning – Effects of Deflation- Inflation vs Deflation- Control of Deflation.						
Unit:6		CONTEMPORARY ISSUES				
Expert lectures, Online seminars & Webinars						

Text Book	
1	Sankaran - Business Economics
Reference books	
1	Markar et al - Business Economics
2	Sundaram K.P & Sundaram – Business Economics
Online Content	
	NOC: Managerial Economics – NPTEL

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	M	S	S	S	S	M	S
CO2	S	S	S	S	S	S	S	S	S	S
CO3	S	M	M	S	S	S	M	M	S	S
CO4	M	S	M	S	M	M	S	M	S	M
CO5	S	S	S	S	M	S	S	S	S	M

*S-Strong; M-Medium; L-Low



Course Code		QUANTITATIVE TECHNIQUES FOR MANAGEMENT <i>For BBA/BBA(CA)/BBA(IB)/BBA(RM)</i>	L	T	P	C
Allied - II				-	-	
Pre-requisite		MATHEMATICS AND STATISTICS FOR MANAGEMENT	Syllabus Version			First
Course Objectives:						
The main objective of this course is to make the students to gain knowledge about various concepts of Operations Research and to identify and develop operational research models from the verbal description of the real system and train them to apply the operations research tools that are needed to solve optimization problems.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Define and formulate linear programming problems and evaluate their applications					K1
2	To understand concepts and terminology of Linear Programming from formulation of mathematical models to their optimization using Simplex Method					K1
3	To comprehend the concept of a Transportation Model and develop the initial solution and optimality checking of the solution					K2
4	To apply the strategies of game theory and to make better decisions while solving business problems					K3
5	Use critical path analysis and programming evaluation and review techniques for timely project scheduling and completion.					K3
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1	INTRODUCTION TO OPERATION RESEARCH					
Introduction to Operations Research – Meaning – Scope – Applications - Limitations. Linear programming-Mathematical Formulation-Application in management decision making (Graphical method only).						
Unit:2	TRANSPORTATION AND ASSIGNMENT PROBLEMS					
Transportation problems: Introduction- Finding Initial Basic Feasible solutions- moving towards optimality (non degenerate only) – Maximization in transportation problem- Unbalanced transportation problem. Assignment problem: Introduction –Hungarian Assignment method – Maximization in Assignment problem – Unbalanced Assignment problem.						
Unit:3	GAME THEORY					
Game theory: Concept of Pure and Mixed strategies – solving 2 x 2 matrices with and without saddle point. Graphical solution - mx2 and 2xn games. Solving games by Dominance Property.						

Unit:4	NETWORK ANALYSIS	
CPM–Principles–Construction of network- Critical path –Forward pass–Backward pass computations–PERT – Time scale analysis - probability of completion of project – types of floats.		
Unit:5	REPLACEMENT THEORY	
Theory of Replacement – Introduction - Replacement models –Replacement of items that deteriorates gradually (value of money does not change with time)		
Unit:6	CONTEMPORARY ISSUES	
Expert lectures, online seminars – webinars		
Note: THEORY and PROBLEM shall be distributed as 20% and 80% respectively.		
Text Book(s)		
1	P. K. Gupta, Man Mohan, Kanti Swarup: “Operations Research”, Sultan Chand, 2008.	
2	J. K. Sharma: Operations Research Theory & Applications, Macmillan India Limited, fifth edition.2013	
Reference Books		
1	Kanti Swarup, P.K.Gupta and Man Mohan – Operations Research	
2	Sundaresan V, Ganapathy K.S, Ganesan K, Resource Management Technique- Lakshmi Publications, 2003.	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	https://nptel.ac.in/courses/111/105/111105077/	
2	https://nptel.ac.in/content/syllabus_pdf/111105077.pdf	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	M	S	S	S	S	M	S
CO2	S	S	S	S	S	S	S	S	S	S
CO3	S	M	M	S	S	S	M	M	S	S
CO4	M	S	M	S	M	M	S	M	S	M
CO5	S	S	S	S	M	S	S	S	S	M

THIRD SEMESTER
Language-III
English-III
Core V – Financial Accounting
Core VI – Production and Material Management
Core VII – Marketing Management
Core VIII - PC Software (MS Office) – Practical
Allied : III – Business Law
Tamil @ /Advanced Tamil # (or) Non-major elective-I Yoga for Human Excellence # / Women's Rights#Constitution of India #



Course Code		FINANCIAL ACCOUNTING For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core V				-	-	
Pre-requisite		+ 2 Accounting	Syllabus Version		First	
Course Objectives:						
This course is to enable the students to acquire knowledge of accounting concepts, principles and practices which will provide insight for the students to apply in the business administration in order to manage and be effective in decision making in the functional areas like financial and accounting transactions.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Recall the accounting concepts and understand the rules of double entry system, journalizing and posting to ledger in the business transactions.					K1
2	Interpret the trial balance; identify the errors and to reconcile the bank statement by cash book.					K2
3	Summaries the manufacturing, trading, profit & loss account and balance sheet with the support of financial and accounting transactions.					K5
4	Illustrate the accounts for non-trading institutions through income & expenditure, receipts & payments along with the methods of depreciation.					K3
5	Classify the sections of accounting statements from incomplete data					K4
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyse; K5 - Evaluate; K6 – Create						
Unit:1		ACCOUNTING FUNDAMENTALS				
Accounting, meaning, definition, objectives, scope, basic, terms, accounting principles, branches of accounting, uses & limitations of Accounting, Concepts & Conventions, Accountings uses, Accounting information, Accounting equations – Meaning of accounting equation, compensation of accounting, effects of transactions.						
Unit:2		PREPARATION OF JOURNAL, LEDGER AND TRIAL BALANCE AND & ACCOUNTING ERRORS				
Basic Accounting Procedure – Journal, rules of debit & credit, method of journalizing, advantage, double entry system – its advantage, ledger, meaning, utility, posting entries. Practical system of book keeping – Cashbook, types of cash book, Single column, double column, entries, Trial Balance, Objective, preparation, errors & rectification, Suspense Accounting – meaning, utility & preparation. Accounting Errors: Meaning and Types of errors, Rectification of errors						
Unit:3		BANK RECONCILIATION STATEMENT AND METHODS OF DEPRECIATION				
Bank Reconciliation:- Meaning, causes of differences, need & importance, preparation & presentation of BRS, Depreciation – meaning, methods of charging depreciation, problems						
Unit:4		PREPARATION OF FINAL ACCOUNTS				
Final Accounts – Meaning, need & objectives, types – Trading Account – Meaning, need & preparation, Profit & loss Account – meaning, Need & preparation, Balance Sheet- Meaning, need & Preparation, Final Accounts with adjustment entry. Problems						

Unit:5	PREPARATION OF FINAL ACCOUNTS OF JOINT STOCK COMPANIES (As per the Format of the Indian Companies Act)	
Preparation of statement of profit and loss – balance sheet – schedules – Indian Accounting standards (up to IAS - 8)		
Unit:6	Contemporary Issues	
Expert lectures, online seminars – webinars		
Note: (Theory and problems may be in the ratio of 20% and 80%respectively)		
Text Book(s)		
1	T.S. Reddy & A.Murthy-Financial Accounting, Margham Publications.-6th edition,2012	
2	Dr.S.N.Mageswari- Financial Accounting, Vikas Publishing house.-jan2012	
Reference Books		
1	Shukla & Grewal's Financial Accounting · M.C. Shukla , T.S Grewal & S. C. Gupta S. Chand Publishing.	
2	Financial Accounting V-Dorling Kindersley-1st edition,2010	
3	Jain & Narang- Kalyani Financial Accounting publishers; 12th edition.2014.	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	MOOC : https://www.mooc-list.com/course/introduction-financial-accounting-coursera	
2	Financial Accounting: Indian Institute of Technology Bombay and NPTEL via SWAYAM	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	S	S	S	S
CO3	S	S	M	S	M	S	S	M	S	M
CO3	M	S	S	S	S	S	S	S	S	S
CO4	S	S	S	S	S	S	S	S	S	S
CO5	S	S	S	S	M	S	S	S	S	M

*S-Strong; M-Medium; L-Low

Course Code		PRODUCTION AND MATERIALS MANAGEMENT <i>For BBA/BBA(CA)/BBA(IB)/BBA(RM)</i>	L	T	P	C
Core VI				-	-	
Pre-requisite		Principles of Management	Syllabus Version		First	
Course Objectives:						
The main objectives of this course are to: The production and materials management provides an introduction to process of production management, production planning and control, effective material handling, materials management and maintenance management, helps to understand the import purchase procedures, storekeeping, Total Quality Management, Quality Control and Procedure for getting an ISO.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Enumerate the production processes and production planning and control.					K1
2	Describe the importance of materials management function in an organization, and how it can help in integrating various plans and reduce the material related Costs					K1
3	Describe the material management, domestic and import purchase procedures And vendor rating and development.					K2
4	Out line management issues in receiving, stores, traffic and transportation, ware housing and physical distribution					K4,
5	Discuss about the quality control, Total Quality Management, Benchmarking and ISO					K2
K1-Remember;K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate;K6- Create						
Unit:1	PRODUCTION MANAGEMENT					
Production Management -Functions-Scope-Plant Location-Factors-Site location-Plant Layout-Principles -Process-Product layout. Production Planning and control-Principles-Meaning-Routing-Scheduling-Dispatching-Control - Lean Manufacturing-Six sigma.						
Unit:2	MATERIALS HANDLING &MAINTENANCE					
Materials Handling- Importance -Principles –Criteria for selection of material handling equipment. Maintenance-Types-Breakdown-Preventive-Routine-Methods study–Time study- Motion study.						
Unit:3	MATERIALS MANAGEMENT					
Organization of Materials Management - Fundamental Principles - Structure – Integrated materials management. Purchasing–procedure-principles-import substitution and import Purchase procedure. Vendor rating-Vendor development.						
Unit:4	INVENTORY CONTROL					
Function of Inventory- Importance-Tools-ABC, VED, FSN Analysis-EOQ-Reorder point-Safety Stock-Leadtime Analysis.Storekeeping-Objectives-Functions- Store keeper– Duties– Responsibilities, Location of store –Stores Ledger –Bin card.						
Unit:5	QUALITY CONTROL AND ISO IMPLEMENTATION					

Quality control - Types of Inspection - Centralized and Decentralized. TQM: Meaning - Objectives-elements–Benefits. Benchmarking: Meaning-objectives–advantages. ISO: Features-Advantages-Procedure for obtaining ISO.		
Unit:6		Contemporary Issues
Expert Lectures, Online seminars &Webinars		
Text Book(s)		
1	P Saravanavel and S. Sumathi “Production and Materials management”, Margham Publications,	
2	Chitale, A.K.and Gupta, R.C. “Materials Management –Text and Cases” Prentice Hall of India Private Limited ,New Delhi.	
Reference Books		
1	DATTA.A.K. “Materials Management, Procedures, Text and Cases”: Prentice Hall of India Pvt. Ltd, New Delhi.	
2	M.M. Varma, Materials Management. Jain Book Agency Publishers, 4 th Edition.	
3	N.A.Siddiqui, “ Introduction to six sigma – Methods, Approaches, and Applications”, New Age International Publishers (P) Ltd.	
4	Dr.JEFFREY N. LOWENTHAL, “Six Sigma Project Management”, New Age International Publishers (P) Ltd.	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	Mooc: https://www.mooc-list.com/course/microeconomics-principles-coursera	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	S	S	S	M
CO3	M	S	S	S	M	S	S	S	S	S
CO3	S	M	M	S	S	M	S	M	S	S
CO4	S	S	S	S	S	S	S	S	S	M
CO5	S	S	S	M	S	S	M	M	M	S

*S-Strong; M-Medium; L-Low

Course code		MARKETING MANAGEMENT For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core VII				-	-	
Pre-requisite		Principles of Management	Syllabus Version		First	
Course Objectives:						
1. To introduce the role and importance of marketing in business world.						
2. To develop marketing skills and career.						
3. To understand the channel, methods of marketing and its impact in organisation						
4. To apply and develop marketing research, customer relationships and value through branding, packaging, and demonstration.						
5. To provide knowledge and demonstrate e-marketing forms and benefits in marketing						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Recognize the significance of marketing and its role in economic development					K1
2	Recognize how market strategy works, market segmentation and product mix have impact on buying behaviour					K2,
3	To apply marketing concepts, pricing for the development of marketing function.					K3
4	Analyse and perform the functions of marketing in organisation.					K3
5	Demonstrate the critical thinking skills and analyse e-marketing.					K3
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyse; K5 - Evaluate; K6 – Create						
Unit:1	INTRODUCTION TO MARKETING					
Marketing: Introduction, objectives, Scope and Importance. Types of Market, Core Concepts of Marketing, Functions of Marketing, Marketing Orientations and Marketing Environment						
Unit:2	CONSUMER BUYING BEHAVIOUR					
Introduction, Characteristics, Factors affecting Consumer Behaviour, Types of Buying Decision Behaviour, Consumer Buying Decision Process, Buying Motives, Buyer Behaviour Models						
Unit:3	PRODUCT CONCEPTS					
The Product - Types -consumer goods-industrial goods, Product Life Cycle (PLC) - Product mix –product item and product line - modification & elimination - packing - Developing new Products- strategies.						
Unit:4	PRICING CONCEPTS					
Pricing: Meaning to Buyer & Seller - pricing policies – Objective factors influencing pricing decisions - Competitors action to price changes – multi product pricing- Physical distribution - Management of physical distribution - marketing risks						
Unit:5	MARKET SEGMENTATION					
Segmentation, Targeting and Positioning: Introduction, Concept of Market Segmentation, Benefits of Market Segmentation, Requisites of Effective Market Segmentation, The Process of Market Segmentation, Bases for Segmenting Consumer Markets, Targeting- Meaning, Target market strategies, Market Positioning- Meaning, Positioning Strategies, Value Proposition						
Unit:6	Contemporary Issues					
Expert lectures, online seminars – webinars						

Text Book(s)	
1	Marketing Management - Philip Kotler - Pearson Education/PHI, 2003.
2	Marketing Management – Rajan Saxena - Tata McGraw Hill, 2002.
Reference Books	
1	Marketing Management - Ramasamy& Namakumari - Macmillan India, 2002.
2	Case and Simulations in Marketing - Ramphal and Gupta - Golgatia, Delhi
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	Mooc : https://www.mooc-list.com/course/microeconomics-principles-coursera

Mapping with Programme Outcomes

COS/POS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	S	S	S	S
CO2	S	S	S	S	S	M	M	S	M	S
CO3	S	S	S	S	S	S	S	S	S	S
CO4	S	S	S	S	S	S	S	M	S	S
CO5	S	S	S	S	S	S	S	S	S	S

S -Strong M-Medium; L-Low



Course Code		PC SOFTWARE (MS OFFICE) – PRACTICAL For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core - VIII			-	-		
Pre-requisite		Basic Computer Knowledge	Syllabus Version		First	
Course Objectives:						
Office tools course would enable the students in crafting professional word documents, excel spreadsheets, power point presentations using the Microsoft suite of office tools. To familiarize the students in preparation of documents and presentations with office automation tools						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Use Microsoft Office programs to create personal, academic and business documents following current professional and/or industry standards.					K1
2	Create scientific and technical documents incorporating equations, images, tables, and bibliographies.					K2
3	Develop technical and scientific presentations which use charts and visual aids to share data.					K3
4	Build spreadsheets to perform calculations, display data, conduct analysis, and explore.					K4
5	Design and construct databases to store, extract, and analyse scientific and real-world data.					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyse; K5 - Evaluate; K6 – Create						
Unit:1		WORD				
Introduction to Word Processing - features, creating, saving and opening documents in Word. Overview of word menu options - word basic tool bar. Editing and Formatting: Paragraph formats, aligning text and paragraph, borders and shading - headers and footers. Insert options: - insert picture – smart art – superscript & subscript – mathematical formulas – special characters – columns. Tables - creating table - graphics – importing graphics – clipart - insert picture. Mail Merge: mail merge concept - merging data source and main document. Design: Cover page of a book – Business cards, Index page.						
Unit:2		POWER POINT				
Introduction to Power Point basics – terminology - getting started with power point window – menus and tool bars- creating presentations - using auto content wizard - using blank presentation option - using design template option. Working with slides -make new slide, move, copy, delete, duplicate, lay outing of slide- applying transition and animation effects. Editing and formatting text: alignment, editing, inserting, deleting, selecting, formatting of text, bullets, footer, paragraph formatting.						
Unit:3		EXCEL				
Worksheet basics- Features of MS Excel – spread sheet / worksheet, workbook creating worksheet, entering data into worksheet- parts of MS excel window - toolbars and menus, keyboard shortcuts - Entering and editing data in worksheet – cell range – formatting – auto fill – formulas and its advantages. Charts – graphs.						

Unit:4	ACCESS	
Introduction to Databases- Why use a Relational Database, concept of primary key relationship- Creating and Working with a Database -Creating a New Database-Creating a Table-Modifying a Table-Creating a Query-Sorting a Query-Creating a Form with the Form Wizard-Creating a Report with the Report Wizard-Creating Mailing Labels with the Label Wizard-Converting an Access Database.		
Unit:5	Contemporary Issues	
Expert lectures, online seminars – webinars		
Text Book(s)		
1	Peter Weverka- MS office for dummies, Wiley & Sons	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	https://onlinecourses.swayam2.ac.in/cec20_cs05/preview	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	M	S	S	S	S	M
CO3	S	M	S	S	S	S	M	S	S	S
CO3	S	S	S	M	S	S	S	S	M	S
CO4	S	S	M	S	S	S	S	M	S	S
CO5	M	S	S	S	S	M	S	S	S	S

*S-Strong; M-Medium; L-Low



PC SOFTWARE (MS-OFFICE) PRACTICAL
LIST OF PRACTICALS

MS Word:

- 1) Type a passage (A4 Page, Times New Roman Font Style, 12 Size Font). Save your document in a specified location. (Say, D:\BBA\MSOffice\docx). Save the same file with other name in different location using Save As dialogue box and also Open and View the document saved.
- 2) Type a simple matter, check spelling and grammar (use Auto Correct and Auto Text features), bullets and numbering list items, align the text to left, right, justify and centre.
- 3) Prepare a neatly aligned, error free document, add header and footer, also perform find and replace operation and define bookmarks.
- 4) Write any 10 Management Quotes and then change the font, style, color and size of each sentence. Make each one different than previous and next.
- 5) Prepare a job application letter enclosing your bio-data (with neat alignment and using tab setting).
- 6) Take a double column newspaper and design or create similar paragraph style in the word document
- 7) Design E-book cover pages / Magazine / books front/back page using cover page option in Insert Menu. You can assume your college or department in-house magazines.
- 8) Create Business Cards using Shapes, text, and colors. Assume your own company and simply try out a logo too for the same.
- 9) Use smart art and create organization charts with at least 3 levels.
- 10) Make books content page or index page (first line indent, hanging indent and the perfect use of ruler bar)
- 11) Insert Image into the shape. Type a title for the page and apply Styles to the same.
- 12) Write at least dozen mathematical/ statistical formulae known to you and key in the same in MS word.
- 13) Take a double column newspaper and design or create similar paragraph style in the word document.
- 14) Type at least one A4 page with relevant matter to demonstrate superscript, subscript, special characters (such as temp °C, rupee symbol ₹, Etc.,).
- 15) Create a table in MS Excel with an address (list containing Designation, Name of the Company, Address, Place, PIN). Let it have ten addresses. Use this list for mail merges in a letter developed using MS Word.

MS-PowerPoint:

- 1) Have a PowerPoint presentation for a seminar which you are handling for your classmates.
- 2) Design an advertisement campaign with minimum three slides.
- 3) Prepare a power point presentation with at least three slides for Department inaugural function
- 4) Prepare slides with various features such as charts from Excel, clip arts from hard disc, and animated themes to demonstrate your expertise in using various features included in MS PowerPoint.

MS-Excel:

- 1) Create an excel worksheet containing monthly Sales Details of five companies.
- 2) Prepare a list of students with their marks out of 1200. Find the percentage. Count how many scored more than 60%. Also count the number of students secured between 50% and 60% and create a chart to depict clearly.
- 3) Enter the name, relationship and date of birth of your family members and relatives in a MS Excel worksheet. Calculate their age as of today and arrange them either in descending or ascending order. (ensure to have at least ten entries). Assuming their weight (kg) and height (cm), find out their BMI by using formula.
- 4) Create a table of your friends with their mobile number and mail id. Also add their date of birth. Find out the number of days left to celebrate their birthday and arrange their names in this order. Create a pie chart indicating the number of birth days in each month.

MS-Access:

- 1) Use simple commands to perform sorting on name, designation, department and mobile number of employee's database and Address printing using label format.
- 2) Create an Access database named Student_Records.accdb. Assume the required data. Open the Students table in datasheet view and enter the new students either by navigating to the empty field or using the 'New record' button.
- 3) Create a form to enter inventory related data of a supermarket and generate stock report at the end of the day.
- 4) Create an Address Database of the companies in your area. Design a form to enter new data into the database.

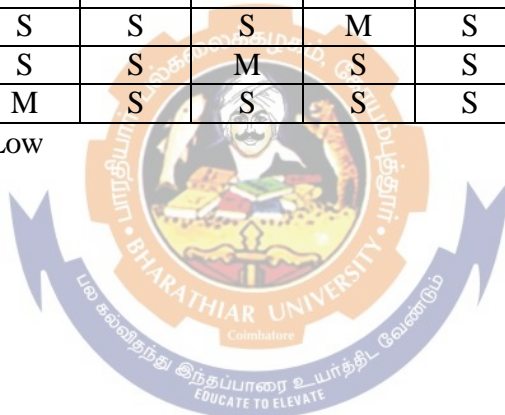
Course code	BUSINESS LAW For BBA/BBA(CA)/BBA(IB)/BBA(RM)		L	T	P	C
Allied-III				-	-	
Pre-requisite	Nil		Syllabus Version	First		
Course Objectives:						
The main objectives of this course are to:						
1. To enable the students to acquire knowledge of legal aspects of business						
2. To provide the brief idea about the frame work of Indian Business Laws						
3. To promote the understanding of various concepts relating to business						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Develop an understanding on business law in the global context					K1
2	Knowing the relevant legal terms in business					K2
3	To construct the relationship of ethics and law in business					K3
4	Applying basic principles of law to business and business transactions					K4
5	Implementing current law, rules and regulations related to settling business Disputes					K5
K1-Remember;K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate;K6- Create						
Unit:1	BUSINESS ETHICS					
Ethics and Business Ethics – Ethical principles in Business - Concepts Values and Ethics – Ethical Corporate Behavior – Social Responsibility of Business - Corporate Governance – Need , Principles and Scope – Elements of good corporate governance.						
Unit:2	LAW OF CONTRACT					
Contracts - Essentials of contract - Agreements – Classification of contracts-Offer-Legal rules as to offer and lapse of offer – Acceptance and rules as to acceptance- Capacity of parties to create contract- Wagering agreements - Stranger to a Contract and exceptions.						
Unit:3	CONSIDERATION IN LAW					
Consideration - Legal rules as to Consideration – Contract without Consideration-Consent-Coercion-Undue influence–Misrepresentation- Fraud-Mistake of law and Mistake of fact. Agreement opposed to public policy - Agreements in Restraint of trade - Exceptions – Discharge of contract - Breach of contract – Remedies for breach of Contract.						
Unit:4	CONTRACT OF SALE					
Formation of contract of sale – Sale and agreement to sell– Hire-purchase agreement- Subject matter of contract of sale- Effect of destruction of goods - Documents of title to goods - Rules of Caveat - Emptor - Exceptions- Transfer of property - Goods sent on approval - FOB, CIF, FOR and Ex-ship contracts of sale -Sale by non - owners - Right of resale – Right of stoppage in transit – Unpaid Vendor's rights.						
Unit:5	CONTRACT OF AGENCY					
Creation of agency- Classification of agents - Relations of principal and agent - Delegation of authority-Relation of principal with third parties-Personal liability of agent-Termination of Agency.						

Unit:6	Contemporary Issues	
Expert lectures, Online seminars &Webinars		
Text Book(s)		
1	Shukla M.B. – Business Ethics: Texts and Cases	
2	J.P.Sharma – Corporate Governance , Business Ethics & CSR, Ane Books Pvt. Ltd, New Delhi	
3	N.D.Kapoor- Elements of Mercantile Law	
4	Pillai & Bhagavathi- Business Law	
Reference Books		
1	M.C.Shukla-A Manual of Mercantile Law	
2	Pandia R.H.-Mercantile Law	
3	K.P.Kandasami- Banking Law &Practice	
Online Content		
https://onlinecourses.swayam2.ac.in/cec20_hs23/preview		

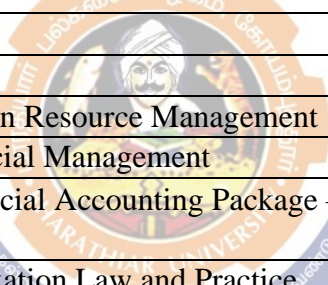
Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	M	S	S	M
CO3	S	M	S	M	S	S	S	S	S	S
CO3	S	S	S	S	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	M	S	S
CO5	M	S	M	S	S	S	S	S	S	S

*S-Strong; M-Medium; L-Low



SEMESTER IV



Language-IV
English- IV
Core IX - Human Resource Management
Core X – Financial Management
Core XI – Financial Accounting Package – Tally (Practical only)
Allied : IV– Taxation Law and Practice
<i>Skill Based Subject-2: Naan Mudhalvan – Office Fundamentals</i> http://kb.naanmudhalvan.in/Bharathiar_University_(BU)
Tamil @ / Advanced Tamil #(or) Non-major elective-II : General Awareness #

Course code	HUMAN RESOURCE MANAGEMENT For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core-IX			-	-	
Pre-requisite	Principles of Management	Syllabus Version		First	
Course Objectives:					
1. To provide the students with knowledge on concepts, theories, scope and development of Human Resource Management practice at both national and global level.					
2. To understand human relation skills of drafting a Job Description, Job Specification, Job Design.					
3. To produce information regarding the effectiveness of recruiting methods, selection procedures and make appropriate staffing decisions.					
4. To develop a training program using a useful frame work for evaluating training needs, designing a training program, and evaluating training results and evaluate a company's implementation of a performance-based pay system.					
5. To gain knowledge HRM and its significance in business.					
Expected Course Outcomes:					
On the successful completion of the course, students will be able to:					
1	Analyze the process of Job analysis and its importance as a foundation of Human resource management practice.				K3
2	Understand the Human resource planning				K4
3	Apply the policies and practice of the primary areas of human resource management, including staffing, training and compensation.				K3
4	Understand the importance of career planning and succession planning				K4
5	Apply the policies and practice of the primary areas of human resource management, including staffing, training and compensation				K2
K1-Remember;K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate;K6- Create					
Unit-1	INTRODUCTION				
Human Resource Management -Meaning, nature, scope and objective –Functions of HRM - The Role & status of HR manager-Organization of HR department –Strategic HRM – Ethics in HRM.					
Unit-2	HUMAN RESOURCE PLANNING				
Human Resource Planning – Job Analysis – Importance & benefits - Job analysis process- – Job description – Role analysis-Job specification.					
Unit-3	RECRUITMENT AND SELECTION				
Recruitment and Selection - Factors affecting Recruitments, Sources of Recruitment – Alternative to Recruitment –Definition and Importance of Selection, Stages involved in Selection Process–Types of Selection Tests and Types of Interviews.					
Unit-4	TRAINING AND DEVELOPMENT				
Meaning and benefits of Induction, Content of an Induction Program–Training and Development.– Performance appraisal - Job evaluation and merit rating - Promotion –Transfer and demotion					
Unit-5	CAREER PLANNING AND DEVELOPMENT				

Career Planning & Development – Stages in Career Planning –Internal and External Mobility of Employees —Meaning and Sources of Employee Grievance – Grievance Handling Systems –Meaning & Process of Collective Bargaining–Indiscipline, Settlement Machinery of Industrial Conflicts.		
Unit-6	Contemporary Issues	
Expert lectures, online seminars –webinars		
Text Book(s)		
1	Subba Rao.P, Personnel and Human Resource Management (Text and Cases) Himalaya Publishing House2010	
2	C.B.Gupta Human resource Management Sultan Chand& Sons 2011	
Reference Books		
1	Rao S. (2014). -essentials of Human Resource Management & Industrial Management: Text & Cases. New Delhi: Himalaya Publication.	
2	VSP. Rao- Human Resource Management	
3	B. Nandhakumar- Industrial Relations Labour Welfare and Labour Laws-Vijay Nicole Imprints	
Related Online Contents [MOOC,SWAYAM,NPTEL,Websitesetc.]		
1	NOC: Principles of Human Resource Management –NPTEL	

Mapping with Programme Outcomes

COS/POS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	M	S	S	M
CO2	S	M	S	M	S	S	S	S	S	S
CO3	S	S	S	S	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	M	S	S
CO5	M	S	M	S	S	S	S	S	S	S

S–Strong; M-Medium; L-Low

Course Code	FINANCIAL MANAGEMENT For BBA/BBA(CA)/BBA(IB)/BBA(RM)		L	T	P	C
Core – X				-	-	
Pre-requisite		Financial Accounting	Syllabus Version		First	
Course Objectives:						
The main objectives of this course are:						
To acquire the knowledge of Finance Functions.						
To learn different concepts of Capital Budgeting & Cost of Capital for Financing Decisions.						
To enable awareness on the Capital Structure in which Financial Management operate.						
To develop an understanding of Dividend Decisions.						
To provide knowledge using concepts, methods & procedures involved in Working Capital Management.						
Expected Course Outcomes:						
On the successful completion of the course, students will be able to:						
1	Use business finance terms and concepts while communicating.					K3
2	Explain the financial concepts used in making financial management decision.					K4
3	Use effective methods to promote respect and relationship for financial deals.					K3
4	Utilize information to maximize and manage finance.					K4
5	Demonstrate a basic understanding of Working Capital Management.					K2
K1-Remember;K2-Understand;K3-Apply;K4-Analyze;K5-Evaluate;K6– Create						
Unit:1		FINANCE FUNCTIONS (THEORY ONLY)				
Finance Functions: Definition and Scope of Finance Functions-Objectives of Financial Management - Profit Maximization and Wealth Maximization. Sources of Finance - Short-term-Bank sources–Long-term-Shares –Debentures -Preferred Stock –Debt.						
Unit:2		INVESTMENT AND FINANCING DECISIONS (PROBLEM ONLY)				
Capital budgeting: Meaning, objectives & techniques–Payback -ARR –NPV– IRR–Profitability Index (SIMPLE PROBLEM ONLY).Financing Decisions: Cost of Capital-Cost of Specific Sources of Capital-Equity-Preferred Stock Debt-Reserves –Weighted Average Cost of Capital.(SIMPLE PROBLEM ONLY)						
Unit:3		CAPITAL STRUCTURE THEORIES LEVERAGE (THEORY ONLY)				
Capital Structure: Meaning, objectives and Importance –Optimal Capital Structure-Theory of Capital structure- Operating Leverage and Financial Leverage.						
Unit:4		DIVIDEND DECISIONS (THEORY ONLY)				
Dividend and Dividend policy: Meaning-Sources available for Dividends-Dividend Policy -Determinants of Dividend Policy– Models: Gordon &Walter’s Model						
Unit:5		WORKING CAPITAL MANAGEMENT (THEORY ONLY)				
Working Capital Management: Working Capital Management- concepts - importance-Determinants of Working capital. Cash Management: Motives for holding cash – Objectives and Strategies of Cash Management. Receivables Management: Objectives-Credit policies.						

Unit:6	Contemporary Issues	
Expert lectures, Online seminars & Webinars		
THEORY carries 80% Marks, PROBLEMS carry 20% Marks		

Text Book(s)	
1	I. M. Pandey - Financial Management
2	P.V. Kulkarni - Financial Management
Reference Books	
1	S.N. Maheswari - Management Accounting
2	Khan and Jain - Financial Management
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	NOC: Financial Management For Managers - NPTEL

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	M	S	S	M
CO3	S	M	S	M	S	S	S	S	S	S
CO3	S	S	S	S	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	M	S	S
CO5	M	S	M	S	S	S	S	S	S	S

S – Strong; M-Medium; L-Low



Course Code	FINANCIAL ACCOUNTING PACKAGE TALLY PRACTICAL For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core: XI			-		
Pre-requisite	Financial Accounting	Syllabus Version		First	
Course Objectives:					
The main objectives of this course are: To acquire the knowledge of Financial Management. To learn different concepts of Financing Decisions. To enable awareness on the Capital Structure in which Financial Management operate. To develop an understanding of tools on Working Capital Management. To provide knowledge using concepts, methods & procedures involved in Budgeting.					
Expected Course Outcomes:					
On the successful completion of the course, students will be able to:					
1	Understand basic Accounting concepts and principles				K3
2	Be able to generate Accounting and Inventory Masters, Vouchers and Basic Reports in Tally				K4
3	Understand Advanced Accounting and Inventory in Tally. ERP 9				K3
4	Have an understanding of Advanced Accounting and Inventory in Tally.ERP 9				K4
5	Understand basic concepts and practical application of VAT, CST, TDS and Service Tax				K2
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyse; K5 - Evaluate; K6 – Create					
Unit:1	INTRODUCTION				
Introduction to TALLY ERP 9- Salient features – Accounting Features – Enhancements – Hardware Requirement- Components of TALLY ERP 9 – Creation and Alteration of Company.					
Unit:2	STOCK GROUPS				
Introduction to Stock Groups- Stock Categories – Stock Items- Godowns – Units of Measurement.					
Unit:3	GROUPS				
Introduction to Groups – Ledgers – Voucher Type – Purchase Orders- Sales Orders – Invoices.					
Unit:4	REPORTS				
Reports in TALLY ERP 9 –Working with Balance Sheet- Profit & Loss Account- Stock Summary Report – Ratio Analysis – Trial Balance – Day Book. Introduction to Payroll – Employee Categories – Employee Groups – Employees- Attendance Production types- Pay Heads- Payroll Vouchers Entry/ Transactions – Payroll reports.					
Unit:5	SERVICE TAX				
Introduction to Service Tax – Tax Collected at Source- Tax Deducted at Source- Value Added Tax –Goods and Service Tax- Activating GST for your company- Deactivating VAT, Excise and Service Tax Features – Creating Tax Ledger-Expense Ledger- Party Ledger.					
Unit 6: Contemporary Issues					
Expert lectures, Online seminars &Webinars					

Text Book(s)	
1	Tally Education Pvt. Ltd., Official Guide to Financial Accounting Using Tally.ERP 9 with GST
2	SoumyaRanjanBehera, Learn Tally.ERP 9 with GST, BK Publications Private Ltd, Bhubaneswar, 2017
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://onlinecourses.swayam2.ac.in/cec19_cm03/preview

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	M	S	S	M
CO3	S	M	S	M	S	S	S	S	S	S
CO3	S	S	S	S	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	M	S	S
CO5	M	S	M	S	S	S	S	S	S	S

S – Strong; M-Medium; L-Low



LIST OF TALLY PRACTICAL PROGRAMMES

1. Create a new company – name and other relevant details and configure the company
2. Journalizing
3. Posting into ledger (with and without predefined groups)
4. Configuring, creating, displaying, altering and cancellation of Vouchers
5. Trail balance
6. Final accounts- trading account- profit and loss account and balance sheet
7. Final accounts with adjustments
8. Rectification off error
9. Show the cash, bank and other subsidiary books of the company.
10. Show the Day Book.
11. Integrate stock and inventory details (stock groups/ categories/measurement units)
12. Stock summary
13. Bank reconciliation statement
14. Enable VAT in Tally and VAT Computation & other statutory compliance capabilities
15. Integrate pay-roll system



Course Code		TAXATION LAW AND PRACTICE For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Allied - IV				-	-	
Pre-requisite		Business Law	Syllabus Version		First	
Course Objectives:						
The main objectives of this course are: On successful completion of this course, the students should have understood Principles of Direct and Indirect Taxes. Students will acquire knowledge on Calculation of Tax Procedures. Provide students with knowledge on tax Procedures and Tax Authorities. To provide knowledge on the administration of Indirect taxes and constitutional framework of GST Acquire knowledge on the procedural compliance of tax.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Elucidate an understanding of theoretical and technical knowledge of taxation law principles as they apply through legislation, for both individuals and business entities.					K2
2	Analyse, generate and transmit solutions to complex problems in relation to taxation matters.					K5
3	To efficiently compute tax for Business and Profession and knowledge on tax authorities.					K3
4	To efficiently handle indirect taxes and GST.					K3
5	To be a potential person on the procedural compliance of tax.					K3
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyse; K5 - Evaluate; K6 – Create						
Unit:1		DIRECT TAXES				
Direct Taxes at a Glance: Basic concepts of Income Tax –General Principles of Taxation, Distinction between direct and Indirect taxes-Important definitions under Income Tax Act, 1961– Residential Status & Basis of Charge–Income exempted from income tax–Heads of Income.						
Unit:2		COMPUTATION OF INCOME				
Computation of Income under Salary and House Property. (Problems to be included).						
Unit:3		INCOME TAX AUTHORITIES				
Computation of Income under Profits and Gains of Business or Profession (Problems to be included). Income tax Authorities – Duties and their Powers.						
Unit:4		INDIRECT TAXES				
Indirect taxes – Goods and Service Tax – Concept of Indirect Taxes at a glance: Background; Constitutional powers of taxation; Indirect taxes in India – An overview; Pre-GST tax structure and deficiencies; Administration of Indirect Taxation in India; Existing tax structure — Basics of Goods and Services Tax _GST': Basics concept and overview of GST; Constitutional Framework of GST; GST Model – CGST / IGST / SGST / UTGST.						
Unit:5		PROCEDURAL COMPLIANCE				
Basic concepts of Time and Value of Taxable Supply; Basics concept of Place of Taxable Supply - Input Tax Credit & Computation of GST Liability-Overview-Procedural Compliance under GST: Registration; Tax Invoice, Debit & Credit Note, Account and Record, Electronic						

way Bill; Return, Payment of Tax, Refund Procedures; Audit — Basic overview on Integrated Goods and Service Tax (IGST)-GST Council-Guiding principle of the GST Council-Functions of the GST Council.	
Unit6: Contemporary Issues	
Expert lectures, Online seminars & Webinars	
Note: THEORY and PROBLEMS shall be distributed at 60% & 40% respectively.	
Text Book(s)	
1	Bhagwati Prasad - Income Tax Law & Practice
2	Dr. Girish Ahuja and Dr. Ravi Gupta – Practical Approach to Direct & Indirect Taxes
3	Dingare Pagare - Business Taxation
4	Balasubramanian - Business Taxation
Reference Books	
1	V. S. Datey – Indirect Taxes - Law and Practice (Taxman's)
2	Dr. Girish Ahuja and Dr. Ravi Gupta – Systematic Approach to Taxation
3	S.R. Myneni – Principles of Taxation & Tax Law Part 1
Online Content	
https://onlinecourses.swayam2.ac.in/ugc19_hs27/preview	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	M	S	S	M
CO3	S	M	S	M	S	S	S	S	S	S
CO3	S	S	S	S	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	M	S	S
CO5	M	S	M	S	S	S	S	S	S	S

S – Strong; M-Medium; L-Low



SEMESTER –V

Core XII – Cost & Management Accounting
Core XIII – Research Methods for Management
Core XIV – Internet and Web Page Design (Theory)
Core XV – Internet and Web Page Design Programming Laboratory (Practical)
Skill Enhancer: Institutional Training ^
Elective –I:
Skill based Subject -5 : Campus to Corporate ^

Course Code		COST AND MANAGEMENT ACCOUNTING For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core – XII						
Pre-requisite		FINANCIAL ACCOUNTING	Syllabus Version		First	
Course Objectives:						
The main objectives of this course are to: This course is to enable the students to acquire knowledge of cost and management accounting which will provide understanding for the students and apply in the business organization in order to effectively demonstrate in managerial decisions in functional areas like finance and costing.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Understanding the concept of cost accounting, Recognize the merits and demerits of cost and management accounting along with the elements of cost concepts.					K1
2	Describe the cost sheets for the purpose of stores control through economic order quantity, pricing and material issues.					K2
3	Measure the financial statements through comparative and common size by using various financial ratios.					K5
4	Simplify the fund flow and cash flow statements by calculating funds and cash from operations.					K4
5	Produce various budgets and apply standard costing for material variances; marginal costing for cost volume profit.					K3
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create						
Unit:1		INTRODUCTION TO COST ACCOUNTING				
Meaning-definition-scope-objectives-function-merits and demerits of Cost and Management Accounting-distinction between cost, management and financial accounting - Elements of cost - cost concepts and costs classification. (Theory and Problems).						
Unit:2		COST SHEETS & STORES CONTROL				
Preparation of cost sheet-stores control- EOQ-maximum, minimum, reordering levels-pricing of materials issues-FIFO,LIFO,AVERAGE COST, STANDARD PRICE-methods -labour cost-remuneration and incentives. (Problems and theory questions)						
Unit:3		FINANCIAL STATEMENT ANALYSIS				
Financial statement Analysis - preparation of comparative and common size statements -analysis and interpretation. Ratio analysis - classification of ratios-liquidity, profitability, solvency – inter firm comparison. (Theory and Problems)						
Unit:4		FUND FLOW & CASH FLOW STATEMENT				
Fund flow analysis-cash flow analysis (problems only)						
Unit:5		MARGINAL COSTING AND STANDARD COSTING				
Standard costing-variance analysis-material and labour variances Marginal Costing-cost volume profit analysis. (Theory and Problems), Budgetary Controls						
Unit:6		Contemporary Issues				
Expert lectures, Online seminars & Webinars						

Text Book(s)	
1	Arora. M (2012) – Cost and Management Accounting, Vikas publishing house Pvt Ltd.,
2	Jain S.P and Narang, 2016. Cost Accounting Principles and Practice. Kalyani Publishers, New Delhi, 5 th Edition.
Reference Books	
1	Saxena and Vashisth: Cost and Management Accounting, Sultan Chand and Sons, New Delhi, 2008.
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	Mooc: https://www.mooc-list.com/course/managerial-accounting-cost-behaviors-systems-and-analysis-coursera
2	E Books: https://www.icsi.edu/docs/webmodules/Publications/2.%20CMA-Executive.pdf

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	M	M	S	S	S	M	M	S	S	S
CO3	M	S	M	S	S	M	S	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO4	S	S	S	M	S	S	S	S	M	S
CO5	S	S	M	S	S	S	S	M	S	S

*S-Strong; M-Medium; L-Low



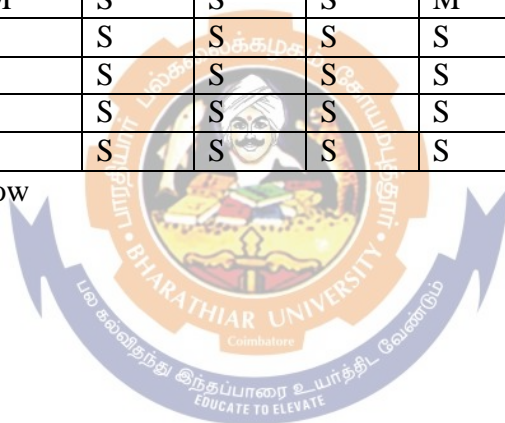
Course Code	RESEARCH METHODS FOR MANAGEMENT <i>ForBBA/BBA(CA)/BBA(IB)/BBA(RM)</i>	L	T	P	C
Core- XIII			-	-	
Pre-requisite	QuantitativeTechniquesforManagement	Syllabus Version		First	
CourseObjectives:					
Themain objectives ofthis courseareto: 1. Introducethebasic conceptsof researchand applythe fundamentalsofsamplingandscalingtechniquesalongwithmethods of data collection. 2. Learntheprocessofanalyzingthe collecteddata, interpretation,reportwritingandapplicationofcomputersin research anddocumentation.					
ExpectedCourseOutcomes:					
Onthesuccessfulcompletionofthecourse, studentwillbeable to:					
1	Understandfundamentalconceptsofresearch,typesandresearchprocess.				K2
2	Summarizethesamplingdesignandscalingtechniques.				K2
3	Constructamethod fordatacollection andable toedit,code, classifyand tabulatethecollected data.				K3
4	Analyze the collecteddatatoproveordisprovethethehypothesis.				K4
5	Interpretthedataandpreparea researchreport.				K5
K1-Remember;K2 -Understand; K3-Apply;K4-Analyze;K5-Evaluate;K6–Create					
Unit:1	INTRODUCTIONTORESEARCHMETHODOLOGY				
Research -Definition-Significance–Criteriaof GoodResearch–Types– Growing importance of online research - ResearchProcess– Selecting the Research Problem – Techniques Involved in Defining a Problem -ResearchDesign: Features of a Good Design - Important Concepts Relating to Research Design -DifferentResearch Designs.					
Unit:2	SAMPLINGANDSCALING				
Sampling Design–Steps-Types-SamplingErrorsandNon-SamplingErrors –Factors Influencing the Size of the Sample - Scaling – Classification of Measurement Scales - ScalingTechniques.					
Unit:3	DATACOLLECTIONANDPREPARATION				
Collection of Primary Data: Observation Method –Interview Method- Questionnaire Method –ScheduleMethod-Online data collection methods-CollectionofSecondaryData - Case Study Method – Data Preparation: Editing - Coding- Classification - Tabulation- GraphicalRepresentation.					
Unit:4	PROCESSINGANDANALYZINGOF DATA				
Hypothesis–BasicConceptsConcerningTestingofHypothesis- ProcedureforHypothesisTesting-ZTest -TTest-Chi-SquareTest-ANOVA-Application ofSPSS (Simple ProblemsOnly).					

Unit:5	INTERPRETATIONANDREPORTWRITING	
Interpretation:Techniques -Precautions-Report Writing–StepsinWritingReport- Layout oftheResearchReport–Types ofReports -Mechanics ofWritingaResearchReport-PrecautionsforWritingResearchReports – Plagiarism – Research Ethics.		
Unit:6	CONTEMPORARYISSUES	
Expertlectures,Onlineseminars & Webinars		
TextBook(s)		
1	C.R.Kothari,GauravGarg. 2019. ResearchMethodology (Methods&Techniques). NewAgeInternationalPublishers,NewDelhi.4thEdition.	
2	S.P.Gupta.2017. Statistical Methods .Sultan Chand&Sons,New Delhi.44 th Edition.	
ReferenceBooks		
1	BoydandWestfall:MarketingResearch	
2	GownM.C.MarketingResearch	
3	GreenPaulandTall:MarketingResearch	
	OnlineContent	
	https://onlinecourses.swayam2.ac.in/cec20_hs17/preview	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	M	S	S	S	M	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO4	S	S	S	S	S	S	S	S	S	S
CO5	S	S	S	S	S	S	S	S	S	S

*S-Strong; M-Medium; L-Low



Course code	INTERNET AND WEB PAGE DESIGN (Theory) FOR BBA CA		L	T	P	C
Core - XIV				-	-	
Pre-requisite		Computer Knowledge and PC skills	Syllabus Version		First	
Course Objectives:						
The main objectives of this course are to:						
1. Be able to read and write basic HTML and CSS code.						
2. Understand how to upload websites to a web server.						
3. Be familiar with different web design theories and understand hyper links.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Comfortable creating, coding and posting basic HTML and CSS files to the Internet.					K2
2	Equipped with a historical understanding of the web's evolution					K2
3	Have a foundational knowledge of website creation and apply it to the planning, design and development of own web page.					K3
4	Create a full functioning website					K4
5	Equipped with key industry-standard design guidelines to ensure strong online presentation.					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1		INTRODUCTION ON INTERNET				
Internet basics – Internet Address – Domain names – Browsers – search Engine – Connecting to the internet – installing and configuring a modem – creating a connection profile – changing the default connection.						
Unit:2		CONTENTS OF E-MAIL				
Working with E-Mail – running an email program – sending , reading , replying deleting and exiting mail – sending files via email - attaching a signature – managing an address book.						
Unit:3		BASICS OF HTML				
Introduction to HTML - information file creation – web server – web client / browser - HTML – commands – title – footer – paragraph breaks – line breaks – heading style – spacing – centering – Font size and color.						
Unit:4		LIST AND LINKS				
List – Types of list – Adding graphics to HTML document – Using width, height , alignment and alternative attributes – tables – header rows – data rows – caption tags – cell spacing - BG color – rows span – Links – internal and external document reference – Images as hyper links.						
Unit:5		BASICS OF DHTML				
Introduction to DHTML - cascading style sheets – color and background attributes – text attributes – border attributes – marginal related attributes – list attributes – class – external style sheet.						
Unit:6		CONTEMPORARY ISSUES				
Expert lectures, online seminars – webinars						

Text Book(s)	
1	(Unit 1,2) - Internet compete Maureen Adams, Sherry Bonelli BPB Publications – 1998.
2	(Unit 3,4,5) - Web enabled commercial application development using HTML, DHTML, Java Script, Perl CGI.
Reference Books	
1	Ivan Bayross BPB Publications – 2000.
2	HTML5 & CSS3 Visual Quick Start Guide (7th Edition) by Elizabeth Castro, Bruce Hyssop
3	Dreamweaver CC: Visual Quick Start Guide by Tom Negrino, Dori Smith
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://onlinecourses.swayam2.ac.in/nou20_cs05/preview

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	M	S	S	S	S	M	S
CO3	M	S	M	S	S	M	S	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO4	S	M	S	S	S	S	M	S	S	S
CO5	S	S	S	S	M	S	S	S	S	M

*S-Strong; M-Medium; L-Low



Course code		Internet and Web Page Design Programming Laboratory (Practical) FOR BBA CA	L	T	P	C
Core - XV			-	-		
Pre-requisite		Computer Knowledge and PC skills	Syllabus Version		First	
Course Objectives:						
The main objectives of this course are to: 1. Be able to read and write basic HTML and CSS code. 2. Understand how to upload websites to a web server. 3. Be familiar with different web design theories and understand hyper links.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Comfortable creating, coding and posting basic HTML and CSS files to the Internet.					K2
2	Equipped with a historical understanding of the web's evolution					K2
3	Have a foundational knowledge of website creation and apply it to the planning, design and development of own web page.					K3
4	Create a full functioning website					K4
5	Equipped with key industry-standard design guidelines to ensure strong online presentation.					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
List of Programs						
1 Install a modem in your system.						
2 Connect internet using an account in your system.						
3 Search a particular topic in using internet search engines.						
4 Create a new mail id using any available service providers.						
5 Send an email to another person's email id						
6 Send an email to more than one user at the same time.						
7 Send an email to a person with an attachment.						
8 Send a greeting to a person using internet.						
9 Develop a HTML page to check username and password.						
10 Develop a HTML page to add and remove item from list box.						
11 Develop a HTML page to link other webpage.						
12 Develop a HTML page to scroll text from left tonight.						
13 Develop a HTML page to display an advertisement.						
14 Develop a static HTML page for a college information.						
15 Develop a HTML page to input information to create a mailed. 16 Develop a HTML page to conduct auction.						
The following programs based on database.						
17 Develop a HTML page to input student information.						
18 Develop a HTML page to display student results for a given roll number.						
19 Develop a DHTML page to sale a product to users.						

20 Develop a DHTML page to display product information for a given product id.	
Text Book(s)	
1	(Unit 1,2) - Internet compete Maureen Adams, Sherry Bonelli BPB Publications – 1998.
2	(Unit 3,4,5) - Web enabled commercial application development using HTML, DHTML, Java Script, Perl CGI.
Reference Books	
1	Ivan Bayross BPB Publications – 2000.
2	HTML5 & CSS3 Visual Quick Start Guide (7th Edition) by Elizabeth Castro, Bruce Hyslop
3	Dreamweaver CC: Visual Quick Start Guide by Tom Negrino, Dori Smith
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://onlinecourses.swayam2.ac.in/nou20_cs05/preview

Mapping with Programme Outcomes (*S-Strong; M-Medium; L-Low)

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	M	S	S	S	S	M	S
CO3	M	S	M	S	S	M	S	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO4	S	M	S	S	S	S	M	S	S	S
CO5	S	S	S	S	M	S	S	S	S	M



SEMESTER –VI



Course code		ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Core- XVI				-	-	
Pre-requisite		Nil	Syllabus Version	First		
Course Objectives:						
The main objectives of this course are to:						
1. To energize the students to acquire the knowledge of Entrepreneurship, Entrepreneurial Development Programmes, Project management, Institutional support to entrepreneurial development.						
2. To make the students aware of the importance of entrepreneurship opportunities available in the society and to acquaint them with the challenges faced by the entrepreneur						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Define who is an Entrepreneur and what his or her characteristic features are, what skills make them successful and what qualities are required to become an Entrepreneur.					K1
2	Foster the students in the areas of entrepreneurial growth and equip with different entrepreneurial development programmes.					K2
3	Project management is a powerful discipline in the core areas of project lifecycle and to know about the roles and responsibilities of a project manager.					K3
4	Discriminate the benefits of delivering the project identification and selecting the successful project with the various guidelines issued by the authorities.					K5
5	Classify the various sources of business finance and identify the different institutions that support entrepreneurs.					K4
K1-Remember; K2-Understand; K3-Apply; K4-Analyze; K5-Evaluate; K6-Create						
Unit:1	CONCEPT OF ENTREPRENEURSHIP					
Meaning of Entrepreneurship – characteristics, functions and types of entrepreneurship – Green Entrepreneurs – Digital Entrepreneurs – Entrepreneurial Motivation – Need for Achievement Theory – Risk-taking Behaviour – Innovation and Entrepreneur – Role of entrepreneurship in economic development.						
Unit:2	POLICY & INSTITUTIONAL ECOSYSTEM FOR ENTREPRENEURSHIP					
Factors affecting entrepreneur growth -Economic–Non-economic. Entrepreneurship Development Programmes- Need - Objectives -Course contents – Phases -Evaluation. - Institutional support to entrepreneurs.						

Unit:3	BUSINESSPLAN	
Introduction to Small Business: Evolution & Development – Meaning – Concepts – Categories – Characteristics of small business – Role, importance and responsibilities of small business. Business Ideas – Sources and incubating; Technical Assistance for small business – Preparation of Feasibility Reports, Legal Formalities and Documentation		
Unit:4	PROJECT IMPLEMENTATION	
Business Plan – Outline – Components – Marketing strategy for small business – Market Survey – Market Demands – Sales forecast – Competitive Analysis – The marketing plan – Marketing Assistance through governmental channels – Risk Analysis – Break-even analysis		
Unit:5	ENTREPRENEURIAL FINANCE	
Start-up costs – The financial Plan – Source of finance for new ventures – small business – Institutional finances supporting SSIs – Bounties to SSIs – Venture Capital – basic start-up Problems – Need for Angel investors.		
Unit:6	Contemporary Issues	
Expert lectures, online seminars – webinars		
Text Book(s)		
1	Khan M.A-Entrepreneurship Development Programmes in India, Delhi, Kanishka Publishing House.	
2	Gupta C.B, and Srinivasan N.P, 1992, Entrepreneurship Development, New Delhi, Sultan Chand and Sons.	
Reference Books		
1	Mishra D.N., 1990, Entrepreneurship, Entrepreneur Development and Planning in India, Allahabad, Chugh Publishers.	
2	Mead, D.C. & Liedholm, C. The dynamics of micro and small enterprises in developing countries. (1998).	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	http://164.100.133.129:81/econtent/Uploads/Entrepreneurship_Development.pdf	
2	https://www.mooc-list.com/course/essentials-entrepreneurship-thinking-action-coursera	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	M	S	S	S	M	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO3	M	S	S	M	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	S	S	M
CO5	S	M	M	S	S	S	M	M	S	S

*S-Strong; M-Medium; L-Low

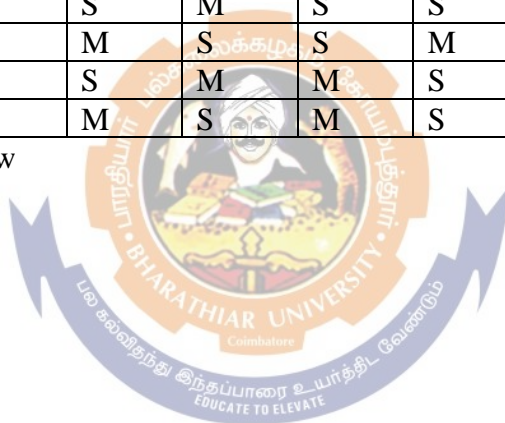
Course code	RDBMS AND ORACLE PROGRAMMING For BBA (CA)			L	T	P	C
CORE - XVII				-	-		
Pre-requisite		Computer Knowledge and PC skills		Syllabus Version		First	
Course Objectives:							
To design and build a simple database system and demonstrate competence with the fundamental tasks involved with modeling, designing, and implementing a DBMS.							
To Create database-level applications using Oracle PL/SQL. Participants will be exposed to various advanced PL/SQL techniques for building and tuning robust business applications.							
Expected Course Outcomes:							
On the successful completion of the course, student will be able to:							
1	Write stored procedures, functions, packages, and triggers, and implement complex business rules with oracle						K3
2	Interpret different Queries to access the database.						K2
3	Underline Functional Dependency and Functional Decomposition. Apply various Normalization techniques.						K1
4	Write SQL code based on ANSI/ISO standards to build and maintain database structures						K3
5	Manipulate PL/SQL programming using concept of Cursor Management,						K3
K1 - Remember; K2 - Understands; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create							
Unit:1		INTRODUCTION					
RDBMS-Data base Management System verses RDBMS –Normalization (1NF, 2NF, 3NF)- Introduction to Oracle-Data types-Data Definition Language – Creating, altering, dropping tables –Types of Keys.							
Unit:2		DATA MANIPULATION					
Data Manipulation Language— Insertions, updating, deletion and select command – Transaction control statements- commit, save point, roll back-.Constraints- Defining table and column constraints .							
Unit:3		SQL FUNCTIONS					
Built-in-functions-single row functions-Character, number, date, conversion function- group functions-Grouping data-Having clause-Nesting group functions.							
Unit:4		OPERATORS					
Joins– Types of joins-Set operators-. Views-Creating, removing and altering views Sequences- Creation, dropping sequence. Table Indexes.							
Unit:5		FUNDAMENTALS OF PL/SQL					
Fundamentals of PL/SQL- reserved words, user-defined identifiers- PL/SQL Block structure- Cursors-Implicit, Explicit cursors -Creating and using stored procedures and Functions. Triggers.							

Unit:6	CONTEMPORARY ISSUES	
Expert lectures, online seminars – webinars		
Text Book(s)		
1	Nilesh Shah-Database systems using Oracle- A simplified guide to SQL and PL/SQL – Second edition-PHI Learning Private limited, New Delhi.	
2	Ivan Bayross : SQL, PL/SQL – The Programming Language of Oracle, BPB Publications, New Delhi, 4th revised edition.2009	
Reference Books		
1	Ivan Bayross – Commercial Application Development using Oracle Developer 2000.	
2	David Loctman- Developing Personal Oracle for windows 95 Application Sams Publishing	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	https://www.manipalprolearn.com/technology/rdbms-program-with-oracle-certification-training	
2	https://nptel.ac.in/noc/courses/noc20/SEM1/noc20-cs09/	
3	https://blogs.oracle.com/developers/learn-sql-with-this-free-online-12-week-course	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	M	S	S	S	S	M	S	S
CO3	S	S	S	S	M	S	S	S	S	M
CO3	S	M	S	M	S	S	M	S	M	S
CO4	M	S	S	S	M	M	S	S	S	M
CO5	M	S	M	M	S	M	S	M	M	S

*S-Strong; M-Medium; L-Low



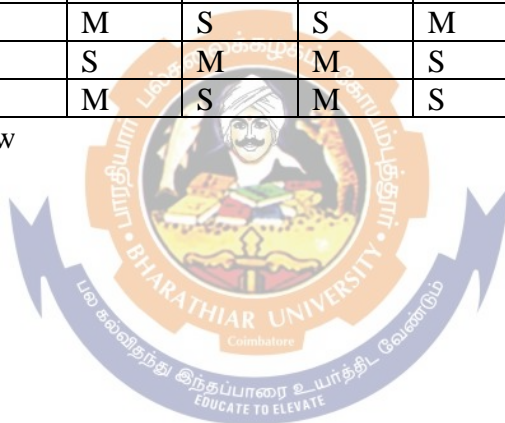
Course code		RDBMS AND ORACLE PROGRAMMING- PRACTICAL For BBA (CA)	L	T	P	C
CORE - XVIII			-	-		
Pre-requisite		Computer Knowledge and PC skills	Syllabus Version		First	
Course Objectives:						
To design and build a simple database system and demonstrate competence with the fundamental tasks involved with modeling, designing, and implementing a DBMS.						
To Create database-level applications using Oracle PL/SQL. Participants will be exposed to various advanced PL/SQL techniques for building and tuning robust business applications.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Write stored procedures, functions, packages, and triggers, and implement complex business rules with oracle					K3
2	Interpret different Queries to access the database.					K2
3	Underline Functional Dependency and Functional Decomposition. Apply various Normalization techniques.					K1
4	Write SQL code based on ANSI/ISO standards to build and maintain database structures					K3
5	Manipulate PL/SQL programming using concept of Cursor Management,					K3
K1 - Remember; K2 - Understands; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1						
LIST OF PROGRAMMES						
1. Design a database for student information						
2. Insert records for student database table						
3. Alter a field size in the student database table.						
4. Delete a field in the student student's database table.						
5. Select records with roll number, name, class, subject with all mark details.						
6. Prepare a list of all student who are having arrears						
7. Find the percentage of marks of a student						
8. Find the pass percentage of a subject in student database						
9. Prepare semester mark sheet for a given student roll number						
10. Design a database for employee information						
11. Insert records for employee database table						
12. Select records with employee id, name, department, designation with all salary details.						
13. Prepare a list of employees who are getting net pay more than 10000.						
14. list all employees with total allowances and total deductions.						
15. List all employees with their net pay						
16. Design a database for bank information						
17. Insert records for bank database table.						
18. Create a view for an employee with their deposit information.						
19. Write a stored function to find net balance of a customer.						
20. Write a PL/SQL procedure to deposit amount to bank database.						

Expert lectures, online seminars – webinars	
Text Book(s)	
1	Nilesh Shah-Database systems using Oracle- A simplified guide to SQL and PL/SQL – Second edition-PHI Learning Private limited, New Delhi.
2	Ivan Bayross : SQL, PL/SQL – The Programming Language of Oracle, BPB Publications, New Delhi, 4th revised edition.2009
Reference Books	
1	Ivan Bayross – Commercial Application Development using Oracle Developer 2000.
2	David Lochtman- Developing Personal Oracle for windows 95 Application Sams Publishing
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://www.manipalprolearn.com/technology/rdbms-program-with-oracle-certification-training
2	https://nptel.ac.in/noc/courses/noc20/SEM1/noc20-cs09/
3	https://blogs.oracle.com/developers/learn-sql-with-this-free-online-12-week-course

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	M	S	S	S	S	M	S	S
CO3	S	S	S	S	M	S	S	S	S	M
CO3	S	M	S	M	S	S	M	S	M	S
CO4	M	S	S	S	M	M	S	S	S	M
CO5	M	S	M	M	S	M	S	M	M	S

*S-Strong; M-Medium; L-Low



Bachelor of Business Administration (BBA) ALL streams
Skill Based Subjects 3 & 4
Curriculum Framework

Need for the course

In order to effectively deploy the graduates for productive purposes of the society at large, it is imperative that the learners should equip themselves with effective communication skills. The lack of which could be a serious concern to all concerned. Developing explicitly this skill-set will definitely help in all other aspects such as learning the subjects, getting employment, excelling in higher studies. The need of the hour, therefore, is ensure adequate communicative power to empower the youth in all their spheres. The newly introduced subjects are communicative skill-set builders. Only with the whole-hearted support of the teaching fraternity, these practices-driven and exercises-oriented subjects can achieve the stated objectives.

Course Content: Skill Based Subject

Course code		CAMPUS TO CORPORATE For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
		Skill Based Subject –3		-		
Pre-requisite		Communication Skills	Syllabus Version	First		
Course Objectives:						
The main objectives of this course are to: 1. Enable the students to present him as an employable candidate 2. Understand industry requirement. 3. Improve the business etiquette and attire. 4. Develop aptitude and logical abilities 5. Set up a right attitude						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Remember the industry expectations					K1
2	Understand the importance of etiquette in organizational culture					K2
3	Able to develop a confidence level and facing interviews					K3
4	Demonstrate a good command in responding to any queries					K4
5	Achieve the desired result thro proper evaluation of competencies and be creative					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1	Organisational Culture					
Culture, Cultural traits, personality and behaviour, socialization - Exercises						
Unit:2	Business etiquette and netiquette					
Etiquette, business attire, requirements, confidence building, pleasing mannerisms, greetings and salutations, netiquette – Exercises						
Unit:3	Building aptitude skills Quantitative aptitude					
Quantitative aptitude, percentage, ratio and proportion, partnership, profit and loss, simple and compound interest, average, time and distance, permutation and combination, probability – Exercises						

Unit:4	Verbal ability	
Sentence improvement, reading comprehension, sentence rearrangement, cloze test, analogy, synonyms, grammar, noun and pronoun - Exercises		
Unit:5	Logical ability	
Coding and decoding, data sequence, calendars, blood relations, statements and arguments, syllogism, alphabet test – Exercises		
Unit:6	CONTEMPORARY ISSUES	
International business culture, cultural variations and cultural adaptability, multi-cultural environment.		
Text Book(s)		
1	Ramachandran K.K., and K.K. Karthik, Pearson Education, 2016	
2	Gangadhar Joshi, Campus to Corporate – Your road map to employability, Sage publications, 2015	
Reference Books		
1	Barun K. Mitra, Personality Development and Soft Skills, Oxford Higher Education, 2012	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	https://services.india.gov.in/service/detail/career-information--assessment-tests	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	M	S	S	S	S	M
CO3	S	S	M	S	S	S	S	M	S	S
CO3	S	M	S	M	S	S	M	S	M	S
CO4	S	S	S	M	S	S	S	S	M	S
CO5	S	S	S	S	S	S	S	S	S	S

*S-Strong; M-Medium; L-Low



Course Content: Skill Based Subject

Course code		SOFT SKILLS FOR BUSINESS For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
		Skill Based Subject-4		-		
Pre-requisite			Syllabus Version		First	
Course Objectives:						
The main objectives of this course are to:						
1. Enable the students to understand the importance of soft-skills.						
2. Acquire different soft skills to be an employable person.						
3. Improving the competitive edge and increasing the chances of recruitment and selection.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Remember the various organizational entry level skill requirements					K1
2	Understand the need for different skill requirement at different occasions					K2
3	Able to appropriately respond to the situation during recruitment and selection					K3
4	Demonstrate a good command in work environment					K4
5	Achieve the desired result of a good employability					K5, K6
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1	Emotional Intelligence					
Emotional intelligence, emotional quotient, ability to understand, use manage own emotions, positive ways to relieve stress, empathy and resolving conflict – Exercises						
Unit:2	Team Spirit and Growth					
Team spirit, growth mindset, high performing teams, trust and mind alignment, focus, target achievement and time compliance.						
Unit:3	Openness to Feedback					
Feedback, accepting negative feedback, improving self-awareness, criticism-types and overcoming the shortfalls						
Unit:4	Adaptability					
Adaptability, meaning and nature, change in thought process, willingness to take risk, encouraging others towards open mindedness, continuous learning						
Unit:5	Work Ethics					
Wok ethics skills, reliability, dedication, discipline, productivity, cooperation, integrity, responsibility, professionalism.						
Unit:6	CONTEMPORARY ISSUES					
Interaction with executives, success stories of professional and business people.						
Text Book(s)						
1	Meenakshi Raman, Shalini Upadyay, Soft skills: Key to success in workplace, Cengage India Pvt Ltd., 1 st Edition 2017					

Reference Books	
1	Barun K. Mitra, Personality Development & Soft Skills, Oxford Higher Education, 2012
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://learnenglish.britishcouncil.org/skills

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	M	S	S	S	S	M
CO3	S	S	M	S	S	S	S	M	S	S
CO3	S	M	S	M	S	S	M	S	M	S
CO4	S	S	S	M	S	S	S	S	M	S
CO5	S	S	S	S	S	S	S	S	S	S

*S-Strong; M-Medium; L-Low



SKILL BASED SUBJECTS EVALUATION METHOD

Evaluation Method

There shall be a university-approved comprehensive viva-voce examination at the end of each semester to orally and individually test the learner's extent of attainment in the various metrics specified for each subject of the curriculum.

Students shall maintain a Skill Development Record Note (SDRN) individually for the purpose of these oral examinations separately for each semester; and the institution may design a uniform SDRN for this purpose.

Maintenance grades shall be awarded by the internal faculty for the SDRNs on a continuous and comprehensive way.

SDRN shall also be evaluated jointly with an external examiner during the viva-voce examination.

The viva-voce examination with University-appointed external examiner contains a group-administered paper-pencil test and an individualized face-to-face oral examination for about 5-7 minutes per candidate. Hence, in a three-hour session, limit the maximum number of candidates to twenty per session.

- ✓ Skill Based Subject: (Campus to Corporate & Soft Skills for Business) 3 & 4: CIA= 30 marks, Record Note =15 marks, Viva voce 30 marks (Internal and external examiner)

The following table gives the metrics to be evaluated in the viva-voce exam with the weightage [in marks] to be assigned for each criterion.

Course Title	Metrics to be evaluated and the weightage for each component
Campus to Corporate	Etiquettes': Exhibition of various aspects (dressing, on the viva-voce exam table, etc.)
	Use of ICT in daily life – frequency and extent of usage (Validate the same)
	Dress codes and attire aspects
	Quantitative Aptitude developed (Time bound test – question paper in consultation with the internal)
	SDRN's originality and maintenance
Soft Skills for Business	Presentation, Negotiation and Team-working skills
	Job-specific Resume preparation, mock interview / group discussion Presentation of the on the chosen general study (vox-pop) with evidences
	Career-related: SWOT analysis and its presentation, [job-offering] Industry-related awareness, so on
	SDRN's originality and maintenance

A note

Various activities /practices/games and role-plays adopted in this skill development subjects are to be recorded in the SDRN. The aforesaid aspects are only guidelines and it may be altered/added/deleted to suit the ground realities. The above listed delivery strategies are purely suggestive and situational demands may warrant a distinctive and unique approach which can be adopted to suit the local conditions. Such practices may be documented and shared among the colleagues so that novel and new methods of this skill-builder can be spread to all concerned. However, ensure the fulfillment of the objectives to get the desired learning outcomes.

The industry attachment cum training program (during the IV semester vacation) may be twinned with this skill curriculum by means of suitable instruction to the students at the college level.



SUGGESTED BOOKS FOR REFERENCE

Study Guides Basic Business Communication: Skills for Empowering the Internet Generation by Lesikar&Flatley.

Business Communication: The Real World and Your Career. By Seguin

Business Communication: Process and Product by Mary Ellen Gaffe and Dana Loewy

Contemporary English Grammar, Structure and composition By David Green - Macmillan

Creative English communication by N. Krishna swami and T. Shiroma

Good English in Business A P H Publishers.

Getting from College to Career: Your Essential Guide to Succeeding in the Real World by Lindsey Pollack

Soft Skills Enhancing Employability: Connecting Campus With Corporate by M.S. Rao. I.K. International

Effective Communication and Soft Skills by Bhavnagar

Spoken English – A self-learning Guide to Conversation Practice (Audio) by V. Sasikumar, P.V. Dhamija.

Sparkplug to Creative Communication (eBook) by Littleton, John

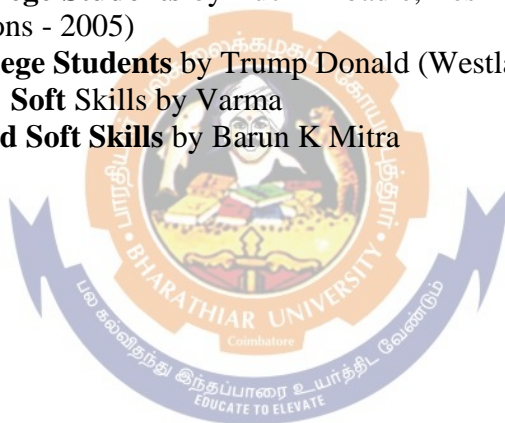
Let's Talk: Negotiation & Communication at the Workplace by MuktaMahajani

The Power of Focus for College Students by Luc D'Abadie, Les Hewitt, Andrew Hewitt (Health Communications - 2005)

The Power of Focus for College Students by Trump Donald (Westland - 2006)

Enhancing Employability @ Soft Skills by Varma

Personality Development and Soft Skills by Barun K Mitra



INSTITUTIONAL TRAINING *

Curricular note on Skill enhancing core paper with Internal and External evaluation for 50 marks (2 Credits) for ALL streams of BBA.

Aims: The purpose of this skill enhancing (Training) core paper is to bridge the theoretical fundamentals with that of actual practice and to inculcate a spirit of inquiry & research rigor to investigate the nuances that go into the working of industry at large. Apart from adapting as team-worker, students are expected to gather, filter the required information and report the dynamics of the chosen industry in a standardized format.

Process: Colleges may institute MoU/Collaborative initiative with firms in their locality to get the consent and to make the training more purposeful. Every student, individually or in a group not exceeding three, shall undergo a four-week [a minimum of twenty working days] training in any organization [size, type and location to be specified by the respective college] of his/her choice during the vacation between fourth and fifth semester. In case of insufficient vacation, college level adjustments can be made to facilitate the students on training.

Prior permission may be obtained from the organization in advance by the students concerned and information shall be passed onto the colleges thus enabling the training supervision by the concerned faculties authorized by the college.

Weekly postal or electronic reporting should be obtained to ensure coherent and comprehensive training during the training period. A final report [Institutional Training Record – ITR] containing the introduction of the industry, the profile of the company and a valid conclusion indicating the benefits of the training shall be given not exceeding 30 [A4] pages [in a spiral-bound form/pre-printed record designed for this purpose].

Reporting Proforma: The profile of the company may include the organization-chart, people involved in key-positions, year of establishment and growth pattern (for at least five years), the products dealt and market to which it caters to, sales turn-over, market share [for last three years], competitors' details, number of employees and their brief profile, share capital &

Share holding pattern, market capitalization (in case of listed public company), group companies, if any, awards & recognitions (if any received), litigations, if any involved and so on.

Evaluation Method:

There shall be a university-approved comprehensive viva-voce examination at the end of fifth semester. Students shall maintain a [Institutional Training Record – ITR] individually for the purpose of the oral examinations.

ITR shall also be evaluated jointly internal with an external examiner during the viva-voce examination.

- ✓ For Institutional Training, CIA = 25 Marks, Viva-Voce = 25 marks (Internal and External examiner)

Elective I

A	IntellectualPropertyRights.
B	ModernOfficeManagement
C	AdvertisingandSales Promotion.
D	IntroductiontoERP
E	Application of IT in Business



Course Code		INTELLECTUAL PROPERTY RIGHTS FOR BBA, BBA CA ,BBA RM AND BBA IB	L	T	P	C
Elective- I (A)				-	-	
Pre-requisite		Business Law	Syllabus Version		First	
Course Objectives:						
The main objectives of this course are to: To aspects of Intellectual Property Rights to students who are going to play a major role in development and management of innovative projects in industries. To disseminate knowledge on patents, patent regime in India and abroad and registration aspects To disseminate knowledge on copyrights and its related rights and registration aspects To disseminate knowledge on Design, Geographical Indication (GI), Plant Variety and Layout Design Protection and their registration aspects To aware about current trends in IPR and Govt. steps in fostering IPR						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	The students once they complete their academic projects, shall get an adequate knowledge on patent and copyright for their innovative research works					K2
2	During their research career, information in patent documents provides useful insight on novelty of their idea from state-of-the art search. This provide further way for developing their idea or innovations					K2
3	Pave the way for the students to catch up Intellectual Property(IP) as an career option R&D IP Counsel, Government Jobs – Patent Examiner, Private Jobs, Patent agent and Trademark agent, and Entrepreneur					K3
4	Develop knowledge on trademarks and registration aspects					K4
5	Have a simple and basic comprehension of the Indian scenario with regard to IPR act					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1	OVERVIEW OF INTELLECTUAL PROPERTY					
Introduction and the need for intellectual property right – IPR in India – Genesis and Development IPR in abroad Some important examples of IPR – Different Classifications – Important Principles Of IP Management – Commercialization of Intellectual Property Rights by Licensing – Intellectual Property Rights in the Cyber World.						
Unit:2	PATENTS					
Introduction – Classification –Importance – Types Of Patent Applications In India – Patentable Invention – Inventions Not Patentable.						
Unit:3	TRADE MARKS					
Introduction – Fundamentals – Concept – Purpose – Functions – Characteristics – Guidelines For Registration of Trade Mark – Kinds of TM – Protection – Non Registrable Trademarks Industrial Designs – Need for Protection of Industrial Designs – Procedure for obtaining Design Protection.						

Unit:4	COPY RIGHT	
Introduction to Copyright – Conceptual Basis – Copy Right And Related Rights – Author & Ownership of Copyright - Rights Conferred By Copy Right- Registration – Transfer – Infringement – Copyright pertaining to Software/Internet and other Digital media.		
Unit:5	Geographical Indications and Plant Varieties & Farmers Right	
GEOGRAPHICAL INDICATIONS: Concept of Appellations of Origin, Indication of Source and Geographical Indication – What is a geographical indication? How is a geographical indication protected? Why protect geographical indications? Classical examples and its case study NEW PLANT VARIETIES: Protection of Plant Varieties and Farmers' Rights, Authority and Registry – Why protect new varieties of plants? How can new plants be protected? What protection does the breeder get? How long do the breeder’s rights last? How extensive is plant variety protection?		
Unit:6 Contemporary Issues		
Expert lectures, online seminars – webinars		
Text Book(s)		
1	INTELLECTUAL PROPERTY RIGHTS Text and Cases: Dr. R. Radhakrishnan, Dr. S. Balasubramanian	
Reference Books		
1	Intellectual Property Patents, Trade Marks, & Copy Rights - Richardstim	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	https://nptel.ac.in/courses/110/105/110105139/	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	M	S	S	S	M	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO3	M	S	S	M	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	S	S	M
CO5	S	M	M	S	S	S	M	M	S	S

*S-Strong; M-Medium; L-Low

Course Code	MODERN OFFICE MANAGEMENT FOR BBA, BBA(CA)	L	T	P	C
Elective- I (B)			-	-	
Pre-requisite	Basic Computer Knowledge	Syllabus Version		First	
Course Objectives:					
To enable the students, learn about the Office management and its functions and make them to apply in the practical manner in the company. To understand how to organize their office and maintain it. To train students in the theoretical and practice skills of using and maintaining office equipment's. To make the students aware of the importance of organization, management, procedure→ and practice in an office					
Expected Course Outcomes:					
On the successful completion of the course, student will be able to:					
1	Outline the different categories of chart against tabulated data in an electronic spreadsheet package.				K1
2	Become efficient Computer Operators and Front Office Representatives				K2
3	Apply the need of the industrial houses and organizations in term of commercial correspondence, book keeping, preparation of reports and records by operating and handling both typewriter and computer.				K3
4	Practice modern office procedures in business administration and solve problems to make the service or products more competitive.				K4
5	Design a desk top publishing page which contains text, chart and graphics				K6
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create					
Unit:1	OFFICE MANAGEMENT AND ORGANIZATION				
Basic concepts of office – Importance – Functions – size of the office – office management – relations with other departments – scientific office management – office manager - principles of office organization – types / systems of organization – charts – centralization Vs. decentralization.					
Unit:2	OFFICE ENVIRONMENT & COMMUNICATION				
Office location – characteristics / Qualities of office building – Environment – Physical –hazards in office safety – security – secrecy – communication – meaning – essential features – classification – barriers to communication.					
Unit:3	OFFICE CORRESPONDENCE & RECORD MANAGEMENT				
Centralized Vs Departmental correspondence – depart mental typing and typing pools – classification of records – principles of record keeping – filling – methods.					
Unit:4	OFFICE SYSTEMS & PROCEDURES				
Systems – procedure – Advantages – Characteristics of sound office system& procedures– work simplification – principles – kinds of reports.					
Unit:5	OFFICE PERSONNEL RELATIONS				
Personnel management – definitions – functions –office committees- employee morale – productivity – Employee welfare – grievances – work measurement – control of office work.					

Unit:6	CONTEMPORARY ISSUES	
Expert lectures, online seminars – webinars		
Text Book(s)		
1	S.P.Arrora -Office organization and management- Vikas publishing house nov,2009	
2	Chopra-Office management-Vikas publishing house 2nd revised edition,2015	
Reference Books		
1	M.E. Thukaram Rao –Office Management and Organization-Atlantic Publishers.	
2	RanjanNangia -Office management- - Neha Publishers.	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	https://onlinecourses.swayam2.ac.in/cec19_mg35/preview	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	M	S	S	S	M	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO3	M	S	S	M	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	S	S	M
CO5	S	M	M	S	S	S	M	M	S	S

*S-Strong; M-Medium; L-Low



Course Code	ADVERTISING AND SALES PROMOTION <i>For BBA/BBA(CA)</i>	L	T	P	C
Elective- I (C)					
Pre-requisite	Knowledge on management concepts	Syllabus Version	First		
Course Objectives:					
1 The major objective of this course is to develop students' understanding of the communication strategy of a firm, particularly with advertising and sales promotions. 2. To explain use of advertising and sales promotion as a marketing tool. 3 To Explore how companies use advertising and marketing to sell products; 4.Evaluate different strategies for selling products					
Expected Course Outcomes:					
1 To Identify advertising mediums, both traditional, new and experimental					K1
2 To understand the function of Advertising Agencies					K1
3 To understand the principles of advertising layout and campaign					K2
4. To Learn to use sales promotions to push sales and attract buyers.					K3
5.To Identify advertising mediums, both traditional, new and experimental					K1
K1 – Remember; K2 – Understand; K3 – Apply; K4 – Analyze, K5 – Evaluate; K6 – Create					
Unit: 1	INTRODUCTION TO ADVERTISING				
Advertising: Meaning-importance-objectives-media-forms of media-press Newspaper trade Journal-Magazines-Outdoor advertising-Poster-Banners - Neon signs, Publicity literature Booklets, Folders, House organs-Direct mail advertising-Cinema and Theatre programme-Radioand Television advertising-Exhibition-Trade fair-Transportation advertising.					
Unit: 2	ADVERTISING AGENCIES				
Advertising agencies-Advertising budget-Advertising appeals - Advertising organisation-social effects of advertising-Advertising copy - Objectives-Essentials - Types-Elements of copy. Writing: Headlines, Body copy - Illustration-Catch phrases and slogans-Identification marks.					
Unit: 3	ADVERTISING LAYOUT				
Advertising layout- Functions-Design of layout. Layout , Qualities of a good layout, Layout principles. Size of advertising-repeat advertising campaign- Steps in campaign planning.					
Unit: 4	SALES FORCE MANAGEMENT				
Sales force Management-Importance-sales force decision-sales force size-recruitment & Selection-training-methods-motivating salesman, Controlling - compensation & incentives fixing sales territories-quota - Evaluation.					
Unit: 5	SALES PROMOTION				
Sales promotion: Meaning-Methods-Promotional strategy-Marketing communication and persuasion-Promotional instruments: advertising -Techniques of sale promotion-Consumer and Dealers promotion. After sales service-packing – Guarantee - Personal selling- Objectives -Salesmanship-Process of personal selling-Types of salesman.					
Unit: 6	CONTEMPORARY ISSUES				
Expert lectures, Online seminars – Webinars					

Text Book (s)	
	Advertising And Sales Promotion by S H H Kami, Satish K Batra, Excel Books India,
Reference Books	
1	Bolen J.H – Advertising
2.	Advertising And Sales Management by SONTAKKI C.N
3	Davar. S.K – Salesmanship and advertising
Online Content	
	https://onlinecourses.swayam.ac.in/cec20_ge02/preview

MappingwithProgrammeOutcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	M	S	S	S	M	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO4	S	S	S	S	S	S	S	S	S	S
CO5	S	S	S	S	S	S	S	S	S	S

*S-Strong;M-Medium;L-Low



Course code	INTRODUCTION TO ERP FOR BBA CA		L	T	P	C
Elective – I (D)				-	-	
Pre-requisite		Nil	Syllabus Version		First	
Course Objectives:						
The course shall provide an overview of Enterprise Resource Planning (ERP) software systems and their role within an organization. It shall also introduce key concepts integrated information systems and shall explain why such systems are valuable to businesses. It shall illustrate how fragmented information systems fail to support business decision and how integrated information systems shall help a company prosper by providing business managers with accurate, consistent, and current data.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Learning the basic concepts of the ERP systems for manufacturing, service and public companies					K1
2	Knowing how to manage and integrate internal and external information flows among the various organizational units and among the various corporate functions					K2
3	Relate the ERP for various areas of Interest in Business Organizations .					K3
4	Interpret and applying the technical terminology related to the ERP systems					K4
5	Outline the importance of integrating data from different sources					K1
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 - Create						
Unit:1		ERP AND TECHNOLOGY				
ERP AND Technology: Introduction to ERP Systems – Related Technologies – Origin and Need for an ERP System – Benefits of an ERP System – Reasons for the Growth of ERP Market – Business Intelligence – E-Commerce and E-Business – Business Process Reengineering – Data Warehousing – Data Mining – On-line Analytical Processing (OLAP) – Product life Cycle management – SCM – CRM						
Unit:2		ERP IMPLEMENTATION				
ERP Transition Strategies – Implementation Challenges – Strategies – Life Cycle – Pre-implementation Tasks – Requirements Definition – Methodologies – Package selection – Project Teams – Process Definitions – Vendors and Consultants – Data Migration – Project management & Monitoring – Post Implementation Activities – Implementation-Success and Failure Factors.						
Unit:3		ERP IN ACTION & BUSINESS MODULES				
Operation and Maintenance – Performance – Maximizing the ERP System – Business Modules – Finance – Manufacturing – Human Capital Management – Plant maintenance – Materials Management – Quality management – Marketing – Sales, Distribution and service.						
Unit:4		ERP MARKET				
Marketplace – Market Snapshot—Dynamics – SAP AG – Oracle – PeopleSoft – JD Edwards – QAD Inc. – System Software Associates (SSA) Global – Lawson Software – Epicor.						
Unit:5		ERP Applications				
Enterprise Application Integration – ERP and E-Business – ERP II – Total quality management – Future Directions – Trends in ERP -- Next generation ERP – Justifying ERP Investments						

Unit:6	Contemporary Issues	
Expert lectures, online seminars - webinars		
Text Book(s)		
1	Mary Sumner, —Enterprise Resource Planning, Pearson Education, 2007.	
2	Alexis Leon, —ERP DEMYSTIFIED, Tata McGraw Hill, Second Edition, 2008	
3	Alexis Leon, —Enterprise Resource Planning", Tata McGraw-Hill, 2008.	
Reference Books		
1	Daniel E. O'Leary, —Enterprise Resource Planning Systems, Cambridge University Press	
2	Jim Mazzullo, SAP R/3 for Everyone, Pearson, 2007	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	https://nptel.ac.in/courses/110/105/110105083/	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	M	S	S	S	M	M	S	S	S	M
CO3	S	M	S	M	S	S	M	S	M	S
CO3	M	S	S	S	S	M	S	S	S	S
CO4	S	S	M	S	M	S	S	M	S	M
CO5	M	S	S	S	S	M	S	S	S	S

*S-Strong; M-Medium; L-Low



Course code		APPLICATION OF IT IN BUSINESS FOR BBA ,BBA(IB), AND BBA (RM)	L	T	P	C
Elective- I (E)						
Pre-requisite		Nil	Syllabus Version		First	
Course Objectives:						
At the end of completing this course, students will have knowledge on Industry 4.0, need for digital transformation and the following Industry 4.0 tools:						
1. Artificial Intelligence						
2. Big Data and DataAnalytics						
3. Internet ofThings						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Understand the drivers and enablers of Industry 4.0					K2
2	Appreciate the smartness in Smart Factories, Smart cities, smart products and smart services					K2
3	Able to outline the various systems used in a manufacturing plant and their role in an Industry 4.0 world					K3
4	Appreciate the power of Cloud Computing in a networked economy					K4
5	Understand the opportunities, challenges brought about by Industry 4.0 and how organisations and individuals should prepare to reap the benefits					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1		Industry 4.0				
Need – Reason for Adopting Industry 4.0 - Definition – Goals and Design Principles - Technologies of Industry 4.0 – Big Data – Artificial Intelligence (AI) – Industrial Internet of Things - Cyber Security – Cloud – Augmented Reality						
Unit:2		Artificial Intelligence				
Artificial Intelligence: Artificial Intelligence (AI) – What & Why? - History of AI - Foundations of AI -The AI - environment - Societal Influences of AI - Application Domains and Tools - Associated Technologies of AI - Future Prospects of AI - Challenges of AI						
Unit:3		Big Data and IoT				
Big Data: Evolution - Data Evolution - Data: Terminologies - Big Data Definitions - Essential of Big Data in Industry 4.0 - Big Data Merits and Advantages - Big Data Components: Big Data Characteristics - Big Data Processing Frameworks - Big Data Applications - Big Data Tools - Big Data Domain Stack: Big Data in Data Science - Big Data in IoT - Big Data in Machine Learning - Big Data in Databases - Big Data Use cases. Big Data in Social Causes - Big Data for Industry -Big Data Roles and Skills -Big Data Roles - Learning Platforms; Internet of Things (IoT) : Introduction to IoT - Architecture of IoT - Technologies for IoT - Developing IoT Applications - Applications of IoT - Security inIoT						

Unit:4	Applications and Tools of Industry 4.0	
Applications of IoT – Manufacturing – Healthcare – Education – Aerospace and Defense – Agriculture – Transportations and Logistics – Impact of Industry 4.0 on Society: Impact on Business, Government, People. Tools for Artificial Intelligence, Big Data and Data Analytics, Virtual Reality, Augmented Reality, IoT, Robotics		
Unit:5	Jobs 2030	
Industry 4.0 – Education 4.0 – Curriculum 4.0 – Faculty 4.0 – Skills required for Future - Tools for Education – Artificial Intelligence Jobs in 2030 – Jobs 2030 - Framework for aligning Education with Industry 4.0		
Unit:6	Contemporary Issues	
Expert lectures, online seminars – webinars		
Text Book(s)		
1	P. Kaliraj, T. Devi, Higher Education for Industry 4.0 and Transformation to Education 5.0, 2020	
Reference Books		
1	Alasdair Gilchrist, Industry 4.0: The Industrial Internet of Things, APRESS	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	https://onlinecourses.nptel.ac.in/noc20_cs69/preview	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	M	S	S	S	M	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO3	M	S	S	M	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	S	S	M
CO5	S	M	M	S	S	S	M	M	S	S

*S-Strong; M-Medium; L-Low

Elective II

A	Consumer Behaviour
B	Industrial Relations and Labour Laws
C	Insurance Principles and Practice
D	Visual Basic Theory
E	Big Data Analytics



Course code		CONSUMER BEHAVIOUR FOR BBA, BBA IB AND BBA RM	L	T	P	C
Elective- II (A)				-	-	
Pre-requisite		Marketing Management	Syllabus Version		First	
Course Objectives:						
1.Present material relating to the topics both verbally and in written form.						
2. By completing this course, students will: Appreciate the challenges facing in consumer behaviour;						
3. Appreciate the various variables contributing to consumer behaviour						
4. Recognise the approaches towards consumer satisfaction.						
5. Define and illustrate the main components of consumer behaviour theory.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Identify the major influences in consumer behaviour					K2
2	Distinguish between different consumer behaviour influences and their relationships					K2
3	Establish the relevance of consumer behaviour theories and concepts to marketing decisions					K3
4	Implement appropriate combinations of theories and concepts					K4
5	Recognise social and ethical implications of marketing actions on consumer behaviour					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1		INTRODUCTION				
Introduction - Consumer Behaviour — definition - scope of consumer behaviour — Discipline of consumer behaviour — Customer Value Satisfaction — Retention — Marketing ethics.						
Unit:2		CONSUMER RESEARCH				
Consumer research — Paradigms — The process of consumer research - consumer motivation — dynamics — types — measurement of motives — consumer perception						
Unit:3		CONSUMER LEARNING				
Consumer Learning — Behavioural learning theories — Measures of consumer learning — Consumer attitude — formation — Strategies for attitude change						
Unit:4		SOCIAL CLASS CONSUMER BEHAVIOUR				
Social class Consumer Behaviour — Life style Profiles of consumer classes — Cross Cultural Customers Behaviour Strategies.						
Unit:5		CONSUMER DECISION MAKING				
Consumer Decision Making — Opinion Leadership — Dynamics — Types of consumer decision making — A Model of Consumer Decision Making						
Unit:6		CONTEMPORARY ISSUES				
Expert lectures, online seminars – webinars						

Text Book(s)	
1	Leon G. Schiffman and Leslie Lazar Kanuk, Consumer Behaviour, Prentice -Hall of India, Sixth Edition, 1998.
Reference Books	
1	Paul Green Berg-Customer Relationship Management -Tata McGraw Hill , 2002
2	Barry Berman and Joel R Evans — Retail Management — A Strategic Approach- Prentice Hall of India, Tenth Edition, 2006
3	Gibson G Vedamani — Retail Management — Functional Principles and Practice, Jaico Publishing House, Second Edition, 2004
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://onlinecourses.nptel.ac.in/noc20_mg14/preview

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	M	S	S	S	M	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO3	M	S	S	M	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	S	S	M
CO5	S	M	M	S	S	S	M	M	S	S

*S-Strong; M-Medium; L-Low



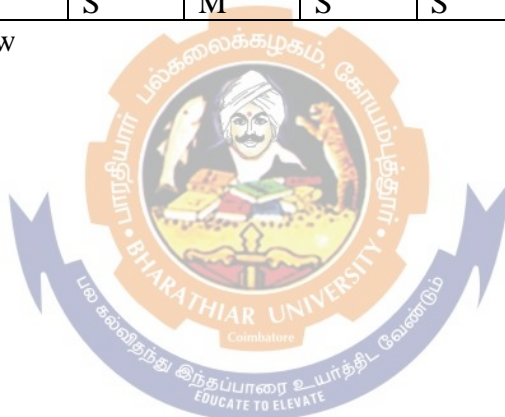
Course code		INDUSTRIAL RELATIONS AND LABOUR LAW FOR BBA, BB(CA), BBA(IB)&BBA(RM)	L	T	P	C
Elective- II (B)				-	-	
Pre-requisite		Human Resource Management	Syllabus Version	First		
Course Objectives:						
The main objectives of this course are to:						
1. To impart knowledge on industrial relation, determines of industrial relation and industrial relation scenario in India						
2. To enable the students to acquire knowledge of trade unions, legislation related to trade union and IR management						
3. To promote the understanding of various Industrial Disputes Act, The Payment of Wages Act and Factories Act						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Develop an understanding on industrial relation determinates of IR and IR scenario in India.					K1
2	Develop skill in negotiation with unions and conflict resolution.					K2
3	Handle grievances.					K3
4	Develop skill in collective bargaining.					K4
5	Know the application of Industrial dispute Act 1947and The Employee's State Insurance Act, 1948.					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1	INTRODUCTION TO INDUSTRIAL RELATIONS					
Industrial relations - industrial disputes - causes - handling and settling disputes - employee grievances - steps in grievance handling - causes for poor industrial relations - remedies.						
Unit:2	COLLECTIVE BARGAINING AND WORKER'S PARTICIPATION					
Collective Bargaining: - Concept - Principles and forms of collective bargaining - Procedure - conditions for effective collective bargaining - worker's Participation in management.						
Unit:3	FACTORIES ACT AND THE WORKMAN'S COMPENSATION ACT					
Factories Act 1948 - The Workman's Compensation Act, 1923.						
Unit:4	THE INDUSTRIAL DISPUTES ACT AND THE TRADE UNION ACT					
The Industrial Disputes Act 1947 - The Trade Union Act, 1926.						
Unit:5	THE PAYMENT OF WAGES ACT AND THE EMPLOYEE'S STATE INSURANCE ACT					
The Payment of Wages Act,1936 - The Employee's State Insurance Act, 1948						
Unit:6	Contemporary Issues					
Expert lectures, online seminars – webinars						

Text Book(s)	
1	P.C.Tripathi - Personnel Management & Industrial Relation
2	B.Nandhakumar - Industrial Relations Labour Welfare and Labour Laws –Vijay Nicole Imprints
3	N.D Kapoor – Industrial Law.
Reference Books	
1	R.Venkatapathy&AssisiMenachery - Industrial Relations &Labour Legislation - Aditya Publishers.
2	Srivastava - Industrial Relations and Labour Laws, Vikas 4th Edition, 2008.
3	P.Subbarao - Essentials of Human Resource Management and Industrial Relations – Himalaya Publishers
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://onlinecourses.swayam2.ac.in/nou20_mg02/preview

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	M	S	S	S	S	M	S	S	S	S
CO3	S	M	S	S	S	S	M	S	S	S
CO3	S	S	S	M	S	S	S	S	M	S
CO4	S	S	M	S	S	S	S	M	S	S
CO5	S	S	S	S	M	S	S	S	S	M

*S-Strong; M-Medium; L-Low



Course Code	INSURANCE PRINCIPLES&PRACTICE FOR BBA/BBA (CA)	L	T	P	C
Elective- II (C)			-	-	
Pre-requisite	Financial Management	Syllabus Version	First		
Course Objectives:					
The main objectives of this course are to:					
1. This course intends to provide a basic understanding of the insurance mechanism, risk insurance, insurance market operations, and insurance contracts.					
2. An overview of major life insurance and general insurance products are discussed.					
Expected Course Outcomes:					
On the successful completion of the course, student will be able to:					
1	Examine the risk and relevance involved in insurance industry and to suggest the importance of insurance.				K1
2	Explain the importance of life insurance, terms and conditions of insurance, contract and products.				K2
3	Insight the knowledge of general insurance practice, laws, terms and conditions, claim and procedure of insurance.				K3
4	Differentiate the fire and marine insurance, general insurance, loss and recover. To study the terms and conditions of insurance.				K4
5	To Evaluate other business insurances and practices of Health insurance in Indian climate.				K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create					
Unit:1 CONCEPT OF RISK IN INSURANCE & IRDA					
Defining Risk and Uncertainty - Classification of risk - Management of risk – loss minimization techniques. Insurance - Meaning, nature and significance of Insurance, Insurance market, principles of insurance; Evaluation insurance business in India; Insurance Regulatory Development Authority (IRDA) – Recent Developments in the Insurance sector.					
Unit:2 LIFE INSURANCE					
Life Insurance - Law relating to life Insurance; General Principles of Life Insurance Contract - different products offered by life insurers- Premiums and bonuses - Assignment, Nomination and Surrender of policy - Policy claims; ULIPs; Postal Life Insurance; LIC - Role and functions.					
Unit:3 GENERAL INSURANCE					
General Insurance - Law relating to general insurance; different types of general insurance; general insurance Vs life insurance; Proposal form- Cover notes – Endorsement. Underwriting policy; Role of Actuary; Renewal procedure; Claims – Surveyors and loss assessors. Reinsurance - Function of General Insurance Corporation of India.					
Unit:4 FIRE & MARINE INSURANCE CLAIMS					
Fire insurance - various types of fire policy; coverage's; subrogation; double insurance; contribution; proximate cause; claims of recovery. Marine Insurance - Law relating to marine insurance; scope and nature; types of policy; insurable interest; disclosure and representation; insured perils;proximity cause; voyage; warranties; measurement; subrogation; contribution; under insurance.					

Unit:5	MISCELLANEOUS INSURANCE	
Miscellaneous Coverages - Motor Insurance - Liability only policy - Package policy. Nature, terms and conditions of Health Insurance - Personal Accident insurance - Burglary insurance - Legal Liability insurance- Engineering insurance - Rural insurances - Micro insurance.		
Unit:6	CONTEMPORARY ISSUES	
Expert lectures, online seminars – webinars		
Text Book(s)		
1	M. N., Mishra, “Insurance Principles and Practice”, S. Chand and Company Limited, New Delhi (2004).	
2	Periasamy, P., “Principles and Practices of Insurance”, Himalaya Publishing House, Mumbai (2005).	
Reference Books		
1	Gupta, P.K., “Insurance and Risk Management”, Himalaya Publishing House, Mumbai (2004).	
2	Insurance Institute of India – Study Materials IC 01, 02 & 11.	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	Fundamental of Insurance: CEC and Madurai Kamaraj University, Madurai, Tamil Nadu via Swayam,	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	M	S	S	S	S	M
CO3	M	S	M	S	S	M	S	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO4	S	M	S	M	S	S	M	S	M	S
CO5	S	S	S	S	M	S	S	S	S	M

*S-Strong; M-Medium; L-Low

Course code		VISUAL BASIC THEORY FOR BBA (CA)	L	T	P	C
Elective- II (D)				-	-	
Pre-requisite		RDBMS and Oracle Programming	Syllabus Version		First	
Course Objectives:						
On successful completion of this course, the students should have understood VB environment with tool bars, controls and components. Programming steps Declaring variables & arrays Fundamentals of Graphics & Files Data bases & SQL To write conditional and repetition statements and other control structures.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Design, formulate, and construct applications with VB.NET					K1
2	Consider logical alternatives with VB.NET decision structure					K2
3	Build integrated VB.NET solutions using files and structures with printing capabilities					K3
4	Organise multiple forms, modules, and menus into working VB.NET solutions					K4
5	Create VB.NET programs using multiple array techniques					K6
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1	INTRODUCTION TO VB.NET					
Getting Started – Visual Basic environment – initial VB screen - single document interface - tool bars and systems control and components - use of file, edit , view , projects , format, Run and Debug, tools, window menu, properties window, procedures, image controls, text boxes, labels, navigating between controls, message controls, message boxes and grids.						
Unit:2	MASTERING VB LANGUAGE					
Steps in programming – the code window – editing tools – statements in VB – Assignment – and property setting – variable, strings, numbers, constants, displaying information – controlling program flow- repeating operation – making decisions – GOTO – string function – RND functions – data and time functions – financial functions.						
Unit:3	ARRAYS					
Control arrays - lists: one dimensional arrays – array with more than one dimension - using lists functions and procedures – passing by reference /passing by values - code module – global procedure and global variable – documents for users defined types with statements - common dialog box - MDI forms .						
Unit:4	FUNDAMENTALS OF GRAPHICS					
Fundamentals of Graphics and files - screen – the line and shapes – graphics via codes, lines & boxes, Circle, ellipse, pie charts, curves, paint picture method – graph control - file commands - file system controls - sequential files – random access files - binary files .						
Unit:5	DATABASES IN VB .NET					
Clip board, DDE, Graphics, Data control – programming with data control – monitoring changes to the data bases – SQL basics – Data Base Objects.						
Unit:6	CONTEMPORARY ISSUES					
Expert lectures, online seminars – webinars						

Text Book(s)	
1	Tony Gaddis, Kip Irvine & Bruce Denton , “Starting out with Visual Basic 6 Programming” , Dreamtech , New Delhi , 2002.
2	Gary Cornell, “Visual Basic 6 from the Ground up” , Tata McGraw – Hill Publishing Company Limited , New Delhi , 2001.
Reference Books	
1	Tata McGraw-Hill Education Pvt. Ltd. 2011. 3rd edition. Softcover. New. Visual Basic In Easy Steps shows you how to quickly
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://www.classcentral.com/course/open-education-by-blackboard-introduction-to-vba-excel-programming-1797
2	https://www.linkedin.com/learning/topics/visual-basic

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	S	M	S	S	M	S	M	S
CO3	M	S	S	S	S	M	S	S	S	S
CO3	S	S	M	S	M	S	S	M	S	M
CO4	S	M	M	S	S	S	M	M	S	S
CO5	M	S	S	M	M	M	S	S	M	M

*S-Strong; M-Medium; L-Low



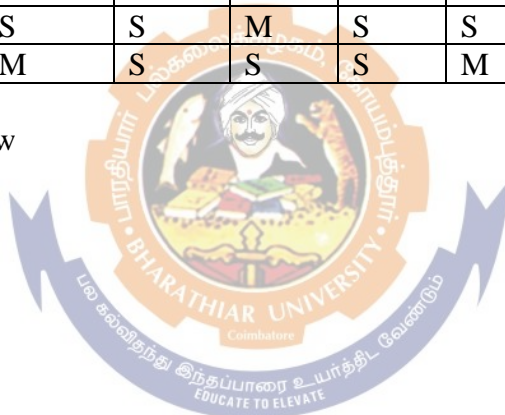
Course code	BIG DATA ANALYTICS FOR BBA ,BBA CA ,BBA IB AND BBA RM		L	T	P	C
Elective- II (E)				-	-	
Pre-requisite		Quantitative techniques for Management	Syllabus Version		First	
Course Objectives:						
The main goal of this course is to help students learn, understand, and practice big data analytics and machine learning approaches, which include the study of modern computing big data technologies and scaling up machine learning techniques focusing on industry applications. Mainly the course objectives are: conceptualization and summarization of bigdata and machine learning, trivial data versus big data, big data computing technologies, machine learning techniques, and scaling up machine learning approaches.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Identify and distinguish big data analytics applications					K2
2	Describe big data analytics tools					K2
3	Explain big data analytics techniques					K3
4	Present cases involving big data analytics in solving practical problems					K4
5	Conduct big data analytics using system tools and Suggest appropriate solutions to big data analytics problems					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1		INTRODUCTION				
Introduction – Data – Information – Data Terminologies – Database – Data Mining – Data Warehouse – Data Evolution Roadmap – Big Data – Definition – Type of Data - Numeric – Categorical – Graphical – High Dimensional Data – Data Classification – Hot Data – Cold Data – Warm Data – Thick Data – Thin Data - Classification of digital Data: Structured, Semi-Structured and Un-Structured- Data Sources - Time Series – Transactional Data – Biological Data – Spatial Data – Social Network Data						
Unit:2		DATA SCIENCE				
Data Science-A Discipline – Data Science Vs Statistics, Data Science Vs Mathematics, Data Science Vs Programming Language, Data Science Vs Database, Data Science Vs Machine Learning. Data Analytics - – Relation: Data Science, Analytics, Big Data Analytics. Data Science Components: Data Engineering, Data Analytics-Methods and Algorithm, Data Visualization						
Unit:3		BIG DATA				
Digital Data-an Imprint: Evolution of Big Data – What is Big Data – Sources of Big Data. Characteristics of Big Data 6Vs – Big Data Myths - Data Discovery-Traditional Approach, Big Data Technology: Big Data Technology Process – Big Data Exploration - Data Augmentation – Operational Analysis – 360 View of Customers – Security and Intelligence						
Unit:4		BIG DATA TECHNOLOGY				
Big Data Technology Potentials – AI – Machine Learning – Cloud Computing – Mobile Communication – IoT – Big Data in Industry 4.0- Big Data Platforms – HADOOP – SPARK – No SQL Databases - Types - Big Data Challenges						

Unit:5	BIG DATA USE CASES	
Big Data Roles Data Scientist , Data Architect, Data Analyst – Skills – Case Study : Big Data – Customer Insights – Behavioural Analysis – Big Data Industry Applications - Marketing – Retails – Insurance – Risk and Security – Health care		
Unit:6	CONTEMPORARY ISSUES	
Expert lectures, online seminars – webinars		
Text Book(s)		
1	Minelli, M. (2013), Big Data, Big Analytics, New Delhi: Wiley India.	
Reference Books		
1	V. Bhuvaneswari, T. Devi, “Big Data Analytics: Scitech Publisher ,2018	
2	Han Hu, Yonggang Wen, Tat-Seng, Chua, XuelongLi,“Toward Scalable Systemsfor Big Data Analytics: A Technology Tutorial”, IEEE,2014.	
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]		
1	https://onlinecourses.nptel.ac.in/noc20_cs92/preview	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	M	S	S	S	M	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO3	M	S	S	M	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	S	S	M
CO5	S	M	M	S	S	S	M	M	S	S

*S-Strong; M-Medium; L-Low



Elective III

A	E-Commerce
B	ProjectWork & Viva-Voce
C	Multimedia
D	Design Thinking
E	Artificial Intelligence



Course code		E-COMMERCE FOR BBA, BBA CA, BBA IB AND BBA RM	L	T	P	C
Elective- III (A)				-	-	
Pre-requisite		Nil	Syllabus Revision		First	
Course Objectives:						
The main objectives of this course are to:						
1. To know about e-commerce models and its practical applications						
2. To understand customer buying behaviour in e-commerce and ways to retain them through effective web advertising.						
3. To know the role of Government in securing the rights of customers						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	To Understand e-commerce models -its benefits and limitations					K2
2	To use of market research tools in analyzing customer buying behavior					K3
3	To analyse the web advertising modes					K4
4	To understand the application of B2B e-commerce model					K2
5	To critically evaluate public policy on privacy and security					K5
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1		INTRODUCTION TO E-COMMERCE				
Foundation of electronic Commerce :- Definition and content of the field – Driving force of EC-Impact of EC – Managerial Issues- Benefits and Limitations of EC Retailing in EC :- Business models of E – marketing – Aiding comparison shopping - The impact of EC on Traditional Retailing System.						
Unit:2		MARKET RESEARCH				
Internet Consumers and market Research: - The consumer behavior model – Personal Characteristics and the Demographics of internet Surfers - Consumer Purchasing Decision making - One – to – One Relationship marketing - Delivering Customer Service in Cyberspace – Marketing research of EC-Intelligent Agents for Consumers – Organizational Buyer Behavior.						
Unit:3		WEB ADVERTISING				
Advertisement in EC:- Web Advertising – Advertisement Methods – Advertisement Strategies – Push Technology and Intelligent Agents – Economics and Effectiveness of Advertisement – Online Catalogs. Internet and Extranet :- Architecture of Intranet and External :- Applications of Intranet and Extranet						
Unit:4		B2B EC MODEL				
Business – to – Business Electronic Commerce : Characteristics of B2B EC- Model– Procurement Management Using the Buyer’s Internal Market Place – Supplier and Buyer Oriented Marketplace – Other B2B Models Auctions – and Service – Integration with back End Information System _ The Role of S/W Agents in B2B – Electronic Marketing in B2B.						

Unit:5	PUBLIC POLICY
Public Policy : From Legal Issues to Privacy :- Legal, Ethical and Other Public Policy Issues – Protecting Privacy – Free Speech , Internet Indecency Censorship – Taxation and Encryption Policies and Seller Protection in EC.	
Unit:6	CONTEMPORARY ISSUES
Expert lectures, online seminars – webinars	
Text Books:	
1	Kalakotta, Elements of E Commerce
Reference books	
1	EfrainTurbun, Jae Lee, David King, H. Michael Chung —Electronic Commerce – A Managerial Perspective , Pearson Education Asia – 2000.
Online Content	
https://onlinecourses.swayam2.ac.in/cec19_cm01/preview	

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	M	S	S	S	M	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO3	S	S	M	S	S	S	S	M	S	S
CO4	S	S	S	S	S	S	S	S	S	S
CO5	S	S	S	M	S	S	S	S	M	S

*S-Strong; M-Medium; L-Low



Course code	MULTIMEDIA FOR BBA CA		L	T	P	C
Elective -III (C)				-	-	
Pre-requisite		Basics Computer skill and PC software skills	Syllabus Version		First	
Course Objectives:						
Multimedia will help to improve computer penetration in various spheres of life. In the present scenario, Multimedia and web design technology play an important role in the field of education, agriculture, product launch, science and technology, corporate development and enhanced business opportunities.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Identify and describe the function of the general skill sets in the multimedia industry.					K1
2	Identify the basic components of a multimedia					K1
3	Learn about multimedia audio and video					K2
4	Use multimedia as tool for digital presentations					K2
5	Learn about different aspects of Multimedia					K3
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1		Introduction				
Introduction: multimedia presentation and production –characteristics of multimedia presentation – multiple media –utilities of sensory perception –hardware and software requirement. Digital representation: analog representation –waves – digital representation- need for digital representation						
Unit:2		Text				
Text: types of text – Unicode standard – font – insertion of text – text compression – file formats						
Unit:3		Image				
Image: Image type –seeing color- color modals –basis steps for image processing- scanner-digital camera – interface standards – specification of digital images						
Unit:4		Audio				
Audio: Introduction – acoustics – nature of sound wave –fundamental characteristics of sound – microphone- amplifier- loudspeakers – audio mixer-digital audio.						
Unit:5		Video				
Video: Analog video camera – transmission of video signals- video signal formats – PC video – video recording formats and systems – video file formats and CODECs.						
Unit:6		CONTEMPORARY ISSUES				
Expert lectures, online seminars – webinars						
Text Book(s)						
1	Principles of Multimedia – Ranjan Parekh, 2007, TMH.					

Reference Books	
1	Multimedia : making it work – toy Vaughan, 7 th edition , TMH
2	Comdex multimedia and web design – VikasGupta, dreamtech press.2007
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://onlinecourses.swayam2.ac.in/nou20_cs05/preview

Mapping with Programme Outcomes

COS/POS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	S	S	S	S
CO2	S	S	S	M	S	S	S	S	M	S
CO3	S	S	S	S	S	S	S	S	S	S
CO4	M	S	M	S	S	M	S	M	S	S
CO5	M	S	S	S	S	M	S	S	S	S

*S-Strong; M-Medium; L-Low



Course code		DESIGN THINKING For BBA/BBA(CA)/BBA(IB)/BBA(RM)	L	T	P	C
Elective- III (D)				-	-	
Pre-requisite		Knowledge on Business Operations	Syllabus Version		First	
Course Objectives:						
The main objectives of this course are to: To impart knowledge on adopting principles of design thinking To bring innovations by transforming organisations culture and To solve complex problems which are difficult to decipher To mainly understand on the core concepts of design thinking which includes (a) Empathy (b) Brainstorming (c) Prototyping (d) Storytelling						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Gain Knowledge on the principles of design thinking					K2
2	Frame design and design thinking strategies					K6
3	Solve problems by exploring tools					K4
4	Generate ideas and develop concepts					K6
5	Understand design thinking integration in organisations					K3
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit: 1	DEFINITION AND THE PERSPECTIVE ON DESIGN THINKING PROCESS					
Introduction:Definition - The role of design thinking and designers - The modes of thinking - Design process (Double Diamond) -Design principles and other methods.						
Unit:2	FORMATION OF COMPLEXITIES AND BUILDING STRATEGY FOR ORGANIZATIONS					
A powerful way to use data (data collection) - Frame design and generate design Thinking strategy to reframe the complexities with capability: Formation of the problem for the organizations - creation of design thinking strategy and capability (structure, culture, skills, process) - to reduce risk and enable performance.						
Unit:3	PROBLEM SOLVING BY EXPLORING TOOLS					
Explore: Discover challenges - interpret through empathy study- Empathy study tools - perform risk assessment.						
Unit: 4	IDEA GENERATION AND DEVELOPMENT OF CONCEPTS					
Ideate: Generate ideas - shortlist a workable solution - perform risk assessment. Create: Develop prototypes of a big idea - get feedback - perform financial analysis of the solution and risk assessment.						
Unit: 5	DESIGN THINKING SETUP WITHIN FIRM AND DEVELOPMENT SERVICE					
Evolve: Design thinking integration in organizations - Success factor and measure the solution. Design for effective services: Developed Product vs. Development services - service development - experience lifecycle.						
Unit:6	CONTEMPORARY ISSUES					
Expert lectures, online seminars – webinars						

Text Book(s)	
1	Vienna, M., Vienna, Y., K. Adler, I., Lucian, B. and Russo, B., 2012. Design Thinking Business Innovation. 1st ed. Rio de Janeiro: MJV Press, pp. 1-85. 2. Ling, D., 2015
Reference Books	
1	Complete Design Thinking Guide for Successful Professionals. 1st ed. Singapore: Create Space Independent Publishing Platform, pp.1-183
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://onlinecourses.nptel.ac.in/noc20_cs92/preview

Mapping with Programme Outcomes

COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	M	M	S	S	S	M	M	S	S
CO3	S	S	S	S	S	S	S	S	S	S
CO3	M	S	S	M	S	M	S	S	M	S
CO4	S	S	S	S	M	S	S	S	S	M
CO5	S	M	M	S	S	S	M	M	S	S

*S-Strong; M-Medium; L-Low



Course code		ARTIFICIAL INTELLIGENCE FOR BBA, BBA CA, BBA RM AND BBA IB	L	T	P	C
Elective- III (E)				-	-	
Pre-requisite		Basic Computer Knowledge	Syllabus Version		First	
Course Objectives:						
This course will give an opportunity to gain expertise in one of the most fascinating and fastest growing areas of Computer Science through classroom program that covers fascinating and compelling topics related to human intelligence and its applications in industry, defense, healthcare, agriculture and many other areas. This course will give the students a rigorous, advanced and professional graduate-level foundation in Artificial Intelligence.						
Expected Course Outcomes:						
On the successful completion of the course, student will be able to:						
1	Define the concept and pros & cons of franchisee option					K1
2	Identify legal formalities & process of franchisee					K1
3	Develop relationship between Franchisor & franchisee; Resolve the conflict between franchisor & franchisee.					K2
4	Develop Franchisee marketing plan					K2
5	Analyze the way to enter into International Market entry strategies					K3
K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate; K6 – Create						
Unit:1		Introduction				
Introduction to Artificial Intelligence, Foundations and History of Artificial Intelligence, Applications of Artificial Intelligence, Intelligent Agents, Structure of Intelligent Agents. Computer vision, Natural Language Possessing.						
Unit:2		Introduction to Search				
Searching for solutions, Uniformed search strategies, Informed search strategies, Local search algorithms and optimistic problems, Adversarial Search, Search for games, Alpha – Beta pruning.						
Unit:3		Knowledge Representation & Reasoning				
Propositional logic, Theory of first order logic, Inference in First order logic, Forward & Backward chaining, Resolution, Probabilistic reasoning, Utility theory, Hidden Markov Models (HMM), Bayesian Networks.						
Unit:4		Machine Learning				
Supervised and unsupervised learning, Decision trees, Statistical learning models, Learning with complete data – Naive Bayes models, Learning with hidden data – EM algorithm, Reinforcement learning.						
Unit:5		Pattern Recognition				
Introduction, Design principles of pattern recognition system, Statistical Pattern recognition, Parameter estimation methods – Principle Component Analysis (PCA) and Linear Discriminate Analysis (LDA), Classification Techniques – Nearest Neighbor (NN) Rule, Bayes Classifier, Support Vector Machine (SVM), K – means clustering.						
Unit:6		CONTEMPORARY ISSUES				
Expert lectures, online seminars – webinars						

Text Book(s)	
1	Artificial Intelligence – A Modern Approach – Stuart Russell and Peter Nerving, Pearson Education.
2	Artificial Intelligence – Elaine Rich and Kevin Knight, McGraw-Hill
Reference Books	
1	Introduction to Artificial Intelligence – E Charniak and D McDermott, Pearson Education
2	Artificial Intelligence and Expert Systems – Dan W. Patterson, Prentice Hall of India
Related Online Contents [MOOC, SWAYAM, NPTEL, Websites etc.]	
1	https://onlinecourses.swayam2.ac.in/cec20_cs10/preview

Mapping with Programme Outcomes

COS/POS	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	S	S	S	S	S	S	S	S	S	S
CO2	S	S	S	M	S	S	S	S	M	S
CO3	S	S	S	S	S	S	S	S	S	S
CO4	M	S	M	S	S	M	S	M	S	S
CO5	M	S	S	S	S	M	S	S	S	S

*S-Strong; M-Medium; L-Low

