

**PROGRAMME STRUCTURE AND SCHEME OF EXAMINATION  
BASED ON CHOICE BASED CREDIT SYSTEM (CBCS)  
FOR  
MASTER OF BUSINESS ADMINISTRATION (MBA, GENERAL)  
w. e. f. SESSION 2016-17**



**INDIRA GANDHI UNIVERSITY MEERPUR, REWARI (HARYANA)-  
123502**

**M.B.A.(GENERAL)**  
**PROGRAMME STRUCTURE AND SCHEME OF EXAMINATION**  
**FOR SESSION 2016-17 ONWARDS**

**THE PROGRAMME STRUCTURE**

**Objective of the Programme:**

Master of Business Administration is an educational programme leading to the award of master degree. The curriculum of MBA is inter-disciplinary in nature as the courses taught in MBA are drawn from Commerce, Science, Humanities, Social Sciences, etc., streams. This programme is structured to enable the graduate students of any discipline to evolve as Masters in Business Administration. The programme imparts general management concepts and learning in functional areas such as Marketing, Finance, Human Resources, Operations and Supply Chain Management, International Business and Business Analytics. The courses lay importance to both hard and soft skills and further add substance for the comprehensive knowledge, skills development to manage businesses in the emerging environment.

**Learning Outcomes**

After going through the Programme, the students shall be able to:

- ✓ Use relevant conceptual frame works and best management practices,
- ✓ Scan socio-economic-technical-legal environment at national and global levels affecting organizations,
- ✓ Make effective decisions,
- ✓ Demonstrate effective leadership, team working and entrepreneurial skills,
- ✓ Act as a socially responsible management professional, and Learn how to become skilled at profession
- ✓ The course structure of the programme is given hereunder:

**Programme structure**

**a) Duration of the programme:** Two years full time

**b) No. of Semesters:** The Master of Business Administration Programme is divided into two parts as under. Each part will consist of semesters to be known as Semester-1, semester- 2, semester-3, and semester-4

Part	Academic Year	Semester-Odd	Semester-Even
Part-I	First Year	Semester-1	Semester-2
Part-II	Second Year	Semester-3	Semester-4

c) **Summer project duration:** Eight to ten weeks after the end of 2<sup>nd</sup> semester for the programme.

### **Course structure**

- About eight to ten courses will be offered in each semester for the full time programme.
- All the courses will be covered in four semesters for full time which are categorized as:
  - Core course(C.C.) means compulsory course (paper),
  - Discipline Centric Elective Course(D.C.E.C)-optional course(Paper) within the department
  - Open Elective Course(O.E.C) related to other disciplines from the other departments.
  - 8Foundation Course(F.C)-An elective paper opted to enhance the understanding related to value education.
- The distribution of credits for both the programmes and the layout of courses is given in detail further.
- The department offers Dual Major & Minor specialisations in the programme: International Business, Finance, Marketing and Human Resource Management.

### **Comprehensive Project Report and Viva Voce:**

Each student will be required to prepare a project report based on the research/studies carried out by him/her in a business/industrial or any other organization. The report should present a problem that is faced or may be faced by the organisations and its possible solutions or suggestions/recommendations for overcoming the problem from the management perspective. The report should demonstrate the capability of the student for some creative potential and original approach to solve the practical problems in to-day's business or industry. The report should include field studies, surveys, interpretations, planning and design of improved integrated management systems, presented in a comprehensive manner with recommendations for solutions based on scientifically worked out data. This project will commence from semester 3<sup>rd</sup> for students. This course has credit hours of four.

### **Pedagogy**

The courses are delivered through a mix of modern teaching techniques such as Lecture Method, Seminars, Case Study Method, Field Visits, Group Projects, Role- Playing, Experiential Learning and Simulated Exercises to give the students an opportunity to learn by doing. The actual mix varies with the nature of a course. For effective learning, this requires students to play an active role in the class sessions. The students will be required to do a fair amount of practical work by the way of project work, field investigation and case analysis besides library reading and contact hours. Students participation in the programme inside and outside of class will be evaluated on a continuous basis.

## CURRICULUM AND SCHEME OF EXAMINATIONS FOR TWO YEAR MBA PROGRAMME

(ACCORDING TO CBCS and w. e.f THE SESSION 2016-2017)

	Exam Course Code	Course	Nomenclature of the Course	Workload			Credit	External (80)	Internal (20)	Max. Marks (100)
				L	T	P				
<b>1<sup>st</sup> Year Ist Semester</b>	MBA101	C.C.	Principles & Practices of Management	4	1	-	5	80	20	100
	MBA102	C.C.	Accounting for Managers	4	1	-	5	80	20	100
	MBA103	C.C.	Quantitative Techniques	4	1	-	5	80	20	100
	MBA104	C.C.	Organisational Behaviour	4	1	-	5	80	20	100
	MBA105	C.C.	Business Environment	4	1	-	5	80	20	100
	MBA106	C.C.	Economics for Managers	4	1	-	5	80	20	100
	MBA107	F.C.	Value Education	2	-	-	2	80	20	100
	MBA108	C.C.	comprehensive Viva-Voce	-	-	-	2	-	-	50
				<b>Total Credits: 34</b>				<b>750</b>		
<b>1<sup>st</sup> Year IInd Semester</b>	MBA201	C.C.	Financial Management	4	1	-	5	80	20	100
	MBA202	C.C.	Marketing Management	4	1	-	5	80	20	100
	MBA203	C.C.	Human Resource Management	4	1	-	5	80	20	100
	MBA204	C.C.	International Business	4	1	-	5	80	20	100
	MBA205	C.C.	Business Research Methods	4	1	-	5	80	20	100
	MBA206	C.C.	Business Communication	4	1	-	5	80	20	100
	MBA207	C.C.	Fundamentals of Computer & E-Commerce	2	-	2	4	60	40	100
	MBA208	C.C.	comprehensive Viva-Voce	-	-	-	2	-	-	50
				<b>Total Credits: 36</b>				<b>750</b>		

**Note:** Immediately after the completion of the examination of Second Semester, the students shall proceed for their Summer Training of 8 to 10 weeks duration. The Summer Training Report shall be prepared after the completion of Summer Training and will be assessed in the third semester as a core (compulsory) course. This report will be submitted by the candidate in the manner as specified in the university guidelines.

	Exam Course Code	Course	Nomenclature of the Course	Workload			Credit	External (80)	Internal (20)	Max. Marks
				L	T	P				
2 <sup>nd</sup> Year III <sup>rd</sup> Semester	MBA301	C.C.	Strategic Management	4	1	-	5	80	20	100
	MBA302	C.C.	Business Laws	4	1	-	5	80	20	100
	MBA303	C.C.	Summer Training Report & Viva	-	-	-	4	-	-	100
		D.C.E.C.	Major Elective 1	3	1	-	4	80	20	100
		D.C.E.C.	Major Elective 2	3	1	-	4	80	20	100
		D.C.E.C.	Major Elective 3	3	1	-	4	80	20	100
		D.C.E.C.	Minor Elective 1	3	1	-	4	80	20	100
		D.C.E.C.	Minor Elective 2	3	1	-	4	80	20	100
	*MBA304	O.E.C.	Will be opted by the students as offered by the other departments and vice-versa	3	-	-	3	-	-	100
<b>Total Credits:</b>							<b>37</b>			<b>900</b>
2 <sup>nd</sup> Year IV <sup>th</sup> Semester	MBA401	C.C.	Entrepreneurship Development	4	1	-	5	80	20	100
	MBA402	C.C.	Business Ethics & Corporate Social Responsibility	4	1	-	5	80	20	100
	MBA403	C.C.	Project Report & Viva	-	-	-	4	-	-	100
		D.C.E.C.	Major Elective 1	3	1	-	4	80	20	100
		D.C.E.C.	Major Elective 2	3	1	-	4	80	20	100
		D.C.E.C.	Major Elective 3	3	1	-	4	80	20	100
		D.C.E.C.	Minor Elective 1	3	1	-	4	80	20	100
		D.C.E.C.	Minor Elective 2	3	1	-	4	80	20	100
	*MBA404	O.E.C.	Will be opted by the student as offered by other departments and vice-versa	3	-	-	3	-	-	100
<b>Total Credits:</b>							<b>37</b>			<b>900</b>

**Note:** Students pursuing for project report & viva in semester IV will have to register for the project in semester III

C-Credit hour/week

L-Lecture (1Lecture/hour teaching per week)=1 Credit

T-Tutorial (1 hour tutorial per week)

P-Practical hours (2 practical hours per week) = 1Credit

**The list of open Elective Courses as offered in the 3<sup>rd</sup> and 4<sup>th</sup> semesters by the Department of Management :**

3 <sup>rd</sup> Sem	*MBA304(O.E.C):	Communication Skills
4 <sup>th</sup> Sem	*MBA404(O.E.C):	Personality Development

**Instructions:**

1. Students are required to choose 5 (five) elective courses offered in both the semester III and semester IV, selecting 3 (three) elective courses from major area of specialization and two elective courses from minor area of specialization. The specializations area opted in 3<sup>rd</sup> semester would remain same in the 4<sup>th</sup>semester also.
2. The following combinations of specializations shall be offered to the students of 2- Year MBA (General)
  - a. Finance and Marketing
  - b. Finance and Human Resource Management
  - c. Human Resource Management and Marketing
  - d. Finance and International Business
  - e. Marketing and International Business

**Note:**

1. English shall be the medium of instruction and examination.
2. The duration of written examination for each course shall be three hours.
3. The distribution & weightage of internal assessment marks shall be based on:-
  - \*10 marks for the sessionals/ internal Test
  - \*5 marks for written assignments, presentations, seminars
  - \*5 marks for Class attendance
4. The ‘Summer Training Report’ in the Third Semester Examinations and ‘Project Report’ in the Fourth Semester Examination will be evaluated as 50 Marks for the Report and 50 Marks for Viva
5. The external examiner will evaluate the project report and will conduct viva- voce .
6. The panel of examiners will be provided by chairperson , Deptt. Of Management. The internal examiner for assisting the external examiner for evaluation and conducting viva- voce will be appointed by the by chairperson , Deptt. Of Management.

**SPECIALISATIONS OFFERED IN 3<sup>RD</sup> AND 4<sup>TH</sup> SEMESTER****FINANCE: Third Semester**

Course	Course Code	Nomenclature of the Course(s)
D.C.E.C	MBA305	Management of Financial Services
D.C.E.C	MBA306	Project Management and Infrastructure Finance
D.C.E.C	MBA307	Strategic Cost Management and Control
D.C.E.C	MBA308	Multinational Financial Management
D.C.E.C	MBA309	Security Analysis
D.C.E.C	MBA310	Principles of Banking

**Fourth Semester**

Course	Course Code	Nomenclature of the Course(s)
D.C.E.C	MBA405	Corporate Taxation
D.C.E.C	MBA406	Management of Banking & insurance
D.C.E.C	MBA407	Portfolio Management
D.C.E.C	MBA408	Financial Derivatives
D.C.E.C	MBA409	Risk management
D.C.E.C	MBA410	Principles of insurance

**INTERNATIONAL BUSINESS****Third Semester**

<b>Course</b>	<b>Course Code</b>	<b>Nomenclature of the Course(s)</b>
D.C.E.C	MBA311	Foreign Exchange Management
D.C.E.C	MBA312	International Business Environment
D.C.E.C	MBA313	Multinational Banking
D.C.E.C	MBA314	Global HRM
D.C.E.C	MBA315	India's Foreign Trade Policy
D.C.E.C	MBA316	International Advertising

**Fourth Semester**

<b>Course</b>	<b>Course Code</b>	<b>Nomenclature of the Course(s)</b>
D.C.E.C	MBA411	Global Strategic management
D.C.E.C	MBA412	Multinational Financial Management
D.C.E.C	MBA413	Export Import Documentation & procedures
D.C.E.C	MBA414	International Logistics
D.C.E.C	MBA415	International Accounting
D.C.E.C	MBA416	Legal Dimensions of International Business



**MARKETING:****Third semester**

Course	Course Code	Nomenclature of the Course(s)
D.C.E.C	MBA317	Brand Management
D.C.E.C	MBA318	International marketing
D.C.E.C	MBA319	Advertising Management
D.C.E.C	MBA320	Services Marketing
D.C.E.C	MBA321	Consumer Behaviour
D.C.E.C	MBA322	Public Relations & CRM

**Fourth Semester**

Course	Course Code	Nomenclature of the Course(s)
D.C.E.C	MBA417	Rural Marketing
D.C.E.C	MBA418	Sales & Distribution Management
D.C.E.C	MBA419	Retail Management
D.C.E.C	MBA420	Marketing Research
D.C.E.C	MBA421	Entrepreneurial Marketing
D.C.E.C	MBA422	Social Marketing

**HUMAN RESOURCE MANAGEMENT****Third Semester**

<b>Course</b>	<b>Course Code</b>	<b>Nomenclature of the Course(s)</b>
D.C.E.C	MBA323	Managing Interpersonal & Group Processes
D.C.E.C	MBA324	IHRM
D.C.E.C	MBA325	Training & Development
D.C.E.C	MBA326	HR planning and Development
D.C.E.C	MBA327	Compensation Management
D.C.E.C	MBA328	Business Negotiation Skills

**Fourth Semester**

<b>Course</b>	<b>Course Code</b>	<b>Nomenclature of the Course(s)</b>
D.C.E.C	MBA423	Industrial Relations & Labour Legislations
D.C.E.C	MBA424	Strategic Human Resource Management
D.C.E.C	MBA425	Personal Power & leadership Through Asian Values
D.C.E.C	MBA426	Human Capital Management
D.C.E.C	MBA427	Cross Cultural HRM
D.C.E.C	MBA428	Management of Talents 7 Performance

