DEGREE OF BACHELOR OF MANAGEMENT

CHOICE BASED CREDIT SYSTEM

Syllabus for

B.B.A (Retail Management)
CBCS PATTERN with effect from 2021 Onwards

Definitions:

Programme: Programme means a course of study leading to the award of a degree in a discipline.

Course: Course refers to a subject offered under the degree programme.

Part I: Tamil / Other languages: means —Tamil/other languages offered under Part I of the programme.

Part II: English: means —English language offered under Part II of the programme.

Part III: Means—the core courses related to the programme concerned including (Core Courses) practical’s offered under Part III of the programme.

Part III: Means—Allied courses offered under part-III of the programme, which is (Allied Courses) in nature but related to the programme concerned.

Part III: Means—Elective courses related to the core courses of the program concerned.(Elective Courses) offered under Part III of the programme.

Part IV: Means basic orientation in Tamil language offered under Part IV(i) of the

i) Tamil: programme (as name of the course) for those students who have not studied Tamil upto 12th standard.

ii) Advanced Tamil: Means, Advanced level Tamil offered under Part IV of the programme to students who have studied Tamil language up to 12th standard and chosen other languages under part I of the programme but would like to advance their Tamil language skills.

iii) Non-Major Electives Means elective subjects offered under Part IV (iii) option is being given not concerned with major but are to be selected by students who have not opted for (either) Advance Tamil or Tamil (as mandated).

iv) Skill based Courses - means the courses offered as skill based courses under Part IV of the programme aimed at imparting Advanced Skill.

v) Foundation Course : means courses such as

1) Value Education ( 1st year I Semester)

2) Environmental Studies ( 1st year II Semester)
---

**Extension Activities**: means all those activities under NSS/NCC/Sports/YRC programme and other co curricular and extracurricular activities offered under part V of the programme.

A detailed explanation of the above with relevant credits are given under –Scheme of Examination along with Distribution of Marks and Credits.

**Duration**: Means the stipulated years of study to complete a programme as prescribed by the University from time to time. Currently for the undergraduate programme the duration of study is **THREE** years. These regulations shall apply to the regular course of study in approved institutions of the University.

**Credits**: Means the weightage given to each course of study (subject) by the experts of the Board of Studies concerned.

**Credit System**: Means, the course of study under this regulation, where weightage of credits are spread over to different semesters during the period of study and the Cumulative Grade Point Average shall be awarded based on the credits earned by the students. A total of 147 credits are prescribed for the Undergraduate Programme (Three years).

**Choice Based Credit System**: All Undergraduate Programmes offered by the University shall be under Choice Based Credit System (CBCS). This is to enhance the quality and mobility of the students within and between the Universities in the country and abroad.

1. **Eligibility**

   The eligibility for a student to join BBA(Retail Management) course shall be a pass in HSC. Preference should be given for commerce and accountancy streams.

2. **Duration of the Course**

   The course shall extend over a period of **three years comprising** of six semesters with two semesters in one academic year. There shall not be less than 90 working days for each semester. Examination shall be conducted at the end of every semester for the respective subjects.
each semester has 450 teaching hours and the whole programme has 2600 teaching hours.

3. **Course of Study**

The course of study for the UG degree courses of all branches shall consist of the following:

**Part - I: Tamil**

Tamil or any one of the following modern/classical languages i.e. Telugu, Kannada, Malayalam, Hindi, Sanskrit, French, German, Arabic & Urdu.

The subject shall be offered during the **first two semesters** with one examination at the end of each semester (2 courses – 6 credits).

**Part – II: English**

The subject shall be offered during the **first two semesters** with one examination at the end of each semester (2 courses – 8 credits).

Professional English is offered during the first two semester with one examination at the end of each semester (2 courses – 8 credits)

**Part – III:**

**Core subject**

As prescribed in the scheme of examination. Examination shall be conducted in the core subjects at the end of every semester. For the programmes with 2 semester languages, 22 core courses with 88 credits are to be offered.

**Allied Subjects**

As prescribed in the scheme of Examination, four subjects, **one each** in I, II, III and IV semester for a total of 14 credits are to be offered.

**Electives courses**

Two elective courses with 8 credits are to be offered one in the V semester and one in the VI Semester. Elective subjects are to be selected from the list of electives prescribed by the Board of Studies concerned. Any one group can be selected.

**Part – IV**

1. (a) Those who have not studied Tamil up to X std / XII std and taken a non-Tamil language under Part-I shall take Tamil comprising of two courses with 2 credits each (4 credits). The course content of which shall be equivalent to that prescribed for the 6th standard by the Board of Secondary Education and they shall be offered in the **third and fourth semesters**.
(OR)

(b) Those who have studied Tamil up to XII std and taken a non-Tamil language under Part-I shall take Advanced Tamil comprising of two courses with 2 credits each (4 credits) in the third and fourth semesters.

(OR)

(c) Others who do not come under the above a+b categories can choose the following non-major electives comprising of two courses with 2 credits each (4 credits) in the third and fourth semesters.

2. **Skill Based Subjects:**
   All the UG programmes shall offer four courses of skill based subjects two each in III, IV, V & VI semesters with 2 credits each (8 credits) for which examination shall be conducted at the end of the respective semesters.

3. **Environmental Studies:**
   All the UG programmes shall offer a course in Environmental Studies subjects and it shall be offered in the second semester. Examination shall be conducted at the end of the semester (one course with 1 credit).

4. **Value Education:**
   All the UG programmes shall offer a course in -Value Education – Human Rights subjects and it shall be offered in the first semester. Examination shall be conducted at the end of the semester (one course with 1 credit).

**Part V: Extension Activities (One Credit)**

Every student shall participate compulsorily for period of not less than two years (4 semesters) in any one of the following programmes.

NSS,
NCC
Sports
YRC
Other Extracurricular activities.

The student's performance shall be examined by the staff in-charge of extension activities along with the Head of the respective department and a senior member of the Department on the following parameters. The marks shall be sent to the Controller of Examinations before the commencement of the final semester examinations.

20% of marks for Regularity of attendance.
60% of marks for Active Participation in classes/camps/games/special Camps/programmes in the college/District/State/University activities.
10% of marks for Exemplary awards/Certificates/Prizes.
10% of marks for Other Social components such as Blood Donations, Fine Arts, etc.

The above activities shall be conducted outside the regular working hours of the college. The mark sheet shall carry the gradation relevant to the marks awarded to the candidates.

A - Exemplary - 80 and above
B - Very Good - 70-79
C - Good - 60-69
D - Fair - 50-59
E – Satisfactory - 40 - 49

This grading shall be incorporated in the mark sheet to be issued at the end of the semester. (Handicapped students who are unable to participate in any of the above activities shall be required to take a test in the theoretical aspects of any one of the above fields and be graded and certified accordingly).

4. Requirement to appear for the examinations
   a) A Candidate shall be permitted to appear for the university examinations for any semester (practical/theory) if he/she secures not less than 75% of attendance in the number of working days during the semester.
   b) A candidate who has secured less than 75% but 65% and above attendance in any semester has to pay fine of Rs.800/- and a candidate shall be permitted to appear for the university examination in that semester itself.
   c) A candidate who has secured less than 65% but 50% and above attendance in any semester has to pay fine of Rs.800/- and can appear for arrear exam papers at the end of the current semester. They cannot be permitted to appear for the current papers.
   d) A candidate who has secured less than 50% of attendance in any semester shall not be permitted to appear for the regular examinations and to continue the study in the subsequent semester. He/she has to rejoin the semester in which the attendance is less than 50%.

5. Scheme of examination
   As given in the annexure.

6. Restrictions to appear for the examinations
   a) Any candidate having arrear paper(s) shall have the option to appear in any arrear paper along with the regular semester papers.

   b) Candidates who fail in any of the course of Part I, II, III, IV & V of UG degree examinations shall complete the course concerned within 6 years from the date of admission to the said programme, and should they fail to do so, they shall take the examination in the texts/ revised syllabus prescribed for the immediate next batch of candidates. If there is no change in the
texts/syllabus they shall appear for the examination in that course with the syllabus in vogue until there is a change in the texts or syllabus. In the event of removal of that course consequent to change of regulation and/or curriculum after 5 year period, the candidates shall have to take up an equivalent course in the revised syllabus as suggested by the Chairman and fulfill the requirements as per the regulation curriculum for the award of the degree.

7. **Medium of Instruction and examinations**

The medium of instruction and examinations for the courses of Part I, II & IV shall be the language concerned. For part III courses other than modern languages, the medium of instruction shall be English and the medium of examinations is English irrespective of the medium of instructions. For modern languages, the medium of instruction and examination shall be the language concerned.

8. **Submission of Record Note Books for practical examinations**

Candidates appearing for In –plant training, Campus to Corporate Project work Viva Voce examinations should submit bonafide Record prescribed for In – plant training, Campus to Corporate Project work Viva Voce examinations, otherwise the candidates shall not be permitted to appear for the In – plant training, Campus to Corporate Project work Viva Voce examinations.

9. **Passing Minimum**

a) A candidate who secures **not less than 40% in the University (external)** Examination and 40% marks in the external examination and continuous internal assessment put together in any course of Part I, II, III & IV shall be declared to have passed the examination in the subject (theory or Practical).

b) A candidate who secures not less than 40% of the total marks prescribed for the subject under part IV degree programme irrespective of whether the performance is assessed at the end semester examination or by continuous internal assessment shall be declared to have passed in that subject.

c) A candidate who passes the examination in all the courses of Part I, II, III, IV & V shall be declared to have passed, the whole examination.

10. **Distribution**

Table – 1: The following are the distribution of marks for external and internal for University (external) examination and continuous internal assessment and passing minimum marks for theory papers of UG programmes.
Table 1

<table>
<thead>
<tr>
<th>TOTAL MARKS</th>
<th>EXTERNAL</th>
<th></th>
<th>INTERNAL</th>
<th></th>
<th>Overall Passing Minimum for Total Marks (Internal + External)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Max.Marks</td>
<td>Passing Minimum for external alone</td>
<td>Max.Marks</td>
<td>Passing Minimum for internal alone</td>
<td></td>
</tr>
<tr>
<td>100</td>
<td>75</td>
<td>30</td>
<td>25</td>
<td>10</td>
<td>40</td>
</tr>
</tbody>
</table>

Table 2 The following are the Distribution of marks for the continuous Internal assessment in the theory papers of UG programmes:

<table>
<thead>
<tr>
<th>S.No</th>
<th>For Theory – UG Courses</th>
<th>Distribution of Marks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Tests</td>
<td>15</td>
</tr>
<tr>
<td>2</td>
<td>Assignments (2 No.)</td>
<td>5</td>
</tr>
<tr>
<td>3</td>
<td>Attendance</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>Total Marks</td>
<td>25</td>
</tr>
</tbody>
</table>

The following courses shall have end semester examinations and Continuous Internal Assessment:

Table 3

<table>
<thead>
<tr>
<th>S.No</th>
<th>Subject</th>
<th>Internal</th>
<th>External</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Value Education</td>
<td>25</td>
<td>75</td>
<td>100</td>
</tr>
<tr>
<td>2</td>
<td>Environmental Studies</td>
<td>25</td>
<td>75</td>
<td>100</td>
</tr>
<tr>
<td>3</td>
<td>Skill Based Electives – 3rd semester</td>
<td>25</td>
<td>75</td>
<td>100</td>
</tr>
<tr>
<td>4</td>
<td>Skill Based Electives – 4th semester</td>
<td>25</td>
<td>75</td>
<td>100</td>
</tr>
<tr>
<td>5</td>
<td>Skill Based Electives – 5th semester</td>
<td>25</td>
<td>75</td>
<td>100</td>
</tr>
<tr>
<td>6</td>
<td>Skill Based Electives – 6th semester</td>
<td>25</td>
<td>75</td>
<td>100</td>
</tr>
</tbody>
</table>

11. Grading

Once the marks of the CIA and end-semester examinations for each of the course are available, they
shall be added. The mark thus obtained shall then be converted to the relevant letter grade, grade point as per the details given below:

<table>
<thead>
<tr>
<th>RANGE OF MARKS</th>
<th>GRADE POINTS</th>
<th>LETTER GRADE</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>90-100</td>
<td>9.0-10.0</td>
<td>O</td>
<td>Outstanding</td>
</tr>
<tr>
<td>80-89</td>
<td>8.0-8.9</td>
<td>D+</td>
<td>Excellent</td>
</tr>
<tr>
<td>75-79</td>
<td>7.5-7.9</td>
<td>D</td>
<td>Distinction</td>
</tr>
<tr>
<td>70-74</td>
<td>7.0-7.4</td>
<td>A+</td>
<td>Very Good</td>
</tr>
<tr>
<td>60-69</td>
<td>6.0-6.9</td>
<td>A</td>
<td>Good</td>
</tr>
<tr>
<td>50-59</td>
<td>5.0-5.9</td>
<td>B</td>
<td>Average</td>
</tr>
<tr>
<td>40-49</td>
<td>4.0-4.9</td>
<td>C</td>
<td>Satisfactory</td>
</tr>
<tr>
<td>00-39</td>
<td>0.0</td>
<td>U</td>
<td>Re-appear</td>
</tr>
<tr>
<td>ABSENT</td>
<td>0.0</td>
<td>AAA</td>
<td>ABSENT</td>
</tr>
</tbody>
</table>

i = Credits earned for course i in any semester.

Gi = Grade Point obtained for course i in any semester.
n = refers to the semester in which such course were credited.

Grade point average (for a Semester):

Calculation of grade point average semester-wise and part-wise is as follows:

GRADE POINT AVERAGE [GPA] = Σi Ci Gi / Σi Ci

= Sum of the multiplication of grade points by the credits of the courses offered under each part GPA
= Sum of the credits of the courses under each part in a semester

Calculation of Grade Point Average (CGPA) (for the entire programme):

A candidate who has passed all the examinations under different parts (Part-I to V) is eligible for the following part-wise computed final grades based on the range of CGPA:

CUMULATIVE GRADE POINT AVERAGE [CGPA] = ΣnΣi Cni Gni / Σn Σi Cni

= Sum of the multiplication of grade points by the credits of the entire programme under each part
CGPA = Sum of the credits of the courses of the entire programme under each part
12. **Improvement of Marks in the subjects already passed**

Candidates desirous of improving the marks awarded in a passed subject in their first attempt shall reappear once within a period of subsequent two semesters. The improved marks shall be considered for classification but not for ranking. When there is no improvement, there shall not be any change in the original marks already awarded.

13. **Classification of Successful candidates**

A candidate who passes all the examinations in Part I to Part V securing following CGPA and Grades shall be declared as follows for **Part I or Part II or Part III**:

<table>
<thead>
<tr>
<th>CGPA</th>
<th>GRADE</th>
</tr>
</thead>
<tbody>
<tr>
<td>9.5 – 10.0</td>
<td>O++</td>
</tr>
<tr>
<td>9.0 and above but below 9.5</td>
<td>O+</td>
</tr>
<tr>
<td>8.5 and above but below 9.0</td>
<td>D++</td>
</tr>
<tr>
<td>8.0 and above but below 8.5</td>
<td>D+</td>
</tr>
<tr>
<td>7.5 and above but below 8.0</td>
<td>D</td>
</tr>
<tr>
<td>7.0 and above but below 7.5</td>
<td>A++</td>
</tr>
<tr>
<td>6.5 and above but below 7.0</td>
<td>A+</td>
</tr>
<tr>
<td>6.0 and above but below 6.5</td>
<td>A</td>
</tr>
<tr>
<td>5.5 and above but below 6.0</td>
<td>B+</td>
</tr>
<tr>
<td>5.0 and above but below 5.5</td>
<td>B</td>
</tr>
<tr>
<td>4.5 and above but below 5.0</td>
<td>C+</td>
</tr>
<tr>
<td>4.0 and above but below 4.5</td>
<td>C</td>
</tr>
<tr>
<td>0.0 and above but below 4.0</td>
<td>U</td>
</tr>
</tbody>
</table>
### Table 6

<table>
<thead>
<tr>
<th>CGPA</th>
<th>GRADE</th>
<th>CLASSIFICATION OF FINAL RESULT</th>
</tr>
</thead>
<tbody>
<tr>
<td>9.5 to 10.0</td>
<td>O+</td>
<td>First Class - Exemplary</td>
</tr>
<tr>
<td>9.0 and above but below 9.5</td>
<td>O</td>
<td></td>
</tr>
<tr>
<td>8.5 and above but below 9.0</td>
<td>D++</td>
<td>First Class with Distinction</td>
</tr>
<tr>
<td>First Class 8.0 and above but below 8.5</td>
<td>D+</td>
<td></td>
</tr>
<tr>
<td>7.5 and above but below 8.0</td>
<td>D</td>
<td></td>
</tr>
<tr>
<td>7.0 and above but below 7.5</td>
<td>A++</td>
<td></td>
</tr>
<tr>
<td>6.5 and above but below 7.0</td>
<td>A+</td>
<td>First Class</td>
</tr>
<tr>
<td>6.0 and above but below 6.5</td>
<td>A</td>
<td></td>
</tr>
<tr>
<td>5.5 and above but below 6.0</td>
<td>B+</td>
<td>Second Class</td>
</tr>
<tr>
<td>5.0 and above but below 5.5</td>
<td>B</td>
<td></td>
</tr>
<tr>
<td>4.5 and above but below 5.0</td>
<td>C+</td>
<td>Third Class</td>
</tr>
<tr>
<td>4.0 and above but below 4.5</td>
<td>C</td>
<td></td>
</tr>
</tbody>
</table>

a. A candidate who has passed all the Part-III subjects examination in the first appearance within the prescribed duration of the UG programmes and secured a CGPA of 9 to 10 and equivalent grades “O” or “O+” in part III comprising Core, Electives and Allied subjects shall be placed in the category of “First Class– Exemplary”.

b. A candidate who has passed all the Part-III subjects examination in the first appearance within the prescribed duration of the UG programmes and secured a CGPA of 7.5 to 9 and equivalent grades “D” or D+ or D++ in part III comprising Core, Electives and Allied subjects shall be placed in the category of “First Class with Distinction”.

c. A candidate who has passed all the Part-I or Part-II or Part-III subjects examination of the UG programmes and secured a CGPA of 6 to 7.5 and equivalent grades ‘A’ or ‘A+’ or ‘A++’ shall be declared to have passed that parts in ‘First Class’

d. A candidate who has passed all the Part-I or Part-II or Part-III subjects examination of the UG programmes and secured a CGPA of 5.5 to 6 and equivalent grades ‘B’ or ‘B+’ shall be declared to have passed that parts in ‘Second Class’

e. A candidate who has passed all the Part-I or Part-II or Part-III subjects examination of the UG programmes and secured a CGPA of 4.5 to 5 and equivalent grades ‘’ or ‘C+’ shall be declared to
have passed that parts in "Third Class".

f. There shall be no classifications of final results; therefore, award of class for Part IV and Part V, however, those parts shall be awarded with final grades in the end semester statements of marks and in the consolidated statement of marks.

14. **Conferment of the Degree:**

   No candidate shall be eligible for conferment of the Degree unless he / she

   i. Has undergone the prescribed course of study for a period of not less than six semesters in an institution approved by/affiliated to the University or has been exempted from in the manner prescribed and has passed the examinations as have been prescribed thereof.

   ii. Has completed all the components prescribed under Parts I to Part V in the CBCS pattern to earn 140 credits.

   iii. Has successfully completed the prescribed Field Work/ Institutional Training as evidenced by certificate issued by the Principal of the College.

15. **Ranking**

   A candidate who qualifies for the UG degree course passing all the examinations in the first attempt, within the minimum period prescribed for the course of study from the date of admission to the course and secures I class shall be eligible for ranking and such ranking shall be confined to 10% of the total number of candidates qualified in that particular branch of study, subject to a maximum of 10 ranks. The improved marks shall not be taken into consideration for ranking.

16. **OTHER REQUIREMENTS**

   i. As a part of BBA curriculum a minimum of 2 factory visits per year must be arranged for the students.

   ii. Industrial training report: For Industrial training. The students are expected to have a practical training in any business unit or undertaking to enable them to acquaint himself / herself with the procedure, practice and working of companies.

   iii. Each student should undergo industrial training for a minimum period of two weeks during the third semester vacation.

17. **COMMENCEMENT OF THIS REGULATION**

   The regulations shall take effect from the academic year 2021-2022 i.e., for students who are admitted to the first year of the programme during the academic year 2021-2022 and thereafter.

18. **TRANSITORY PROVISION**

   Candidates who were admitted to the UG programme of study before 2020-2021 shall be permitted to appear for the examinations under those regulations for a period of three years i.e., up to and inclusive of the examination of April / May 2021. Thereafter, they will be permitted to appear for the examination only under the regulations there in force.
## REVISED SYLLABUS

### COURSE OF STUDY AND SCHEME OF EXAMINATION

#### SEMESTER – I

<table>
<thead>
<tr>
<th>Part</th>
<th>Study Components</th>
<th>Course Title</th>
<th>Hrs/Week</th>
<th>CIA</th>
<th>Uni. Exam</th>
<th>Total</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>I</td>
<td></td>
<td>Tamil or anyone of the modern (Indian or Foreign) or classical languages - I</td>
<td>6</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>3</td>
</tr>
<tr>
<td>II</td>
<td></td>
<td>English – I Communicative English</td>
<td>6</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>III</td>
<td></td>
<td>Core I : Principles of Management</td>
<td>4</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>III</td>
<td></td>
<td>Core II : Business Communication</td>
<td>4</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>I</td>
<td></td>
<td>Allied I: Business Mathematics and Statistics - I</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>III</td>
<td></td>
<td>Add on Course : Professional English - I</td>
<td>4</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>IV</td>
<td></td>
<td>Value Education : Yoga</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td>1</td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td></td>
<td><strong>30</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>24</strong></td>
</tr>
</tbody>
</table>
### SEMESTER – II

<table>
<thead>
<tr>
<th>Part</th>
<th>Study Components</th>
<th>Course Title</th>
<th>Hrs/Week</th>
<th>CIA</th>
<th>Uni. Exam</th>
<th>Total</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>I</td>
<td>Tamil or anyone of the modern (Indian or Foreign) or classical languages - II</td>
<td>6</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>II</td>
<td>English – II Communicative English</td>
<td>6</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core III: Organizational Behavior</td>
<td>4</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core IV: Financial Accounting</td>
<td>4</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Allied II: Business Mathematics and Statistics - II</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>I</td>
<td>Add on Course: Professional English - II</td>
<td>4</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>IV</td>
<td>Non Major: Environmental Studies</td>
<td>1</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

**Total** 30 24

### SEMESTER – III

<table>
<thead>
<tr>
<th>Part</th>
<th>Study Components</th>
<th>Course Title</th>
<th>Hrs/Week</th>
<th>CIA</th>
<th>Uni. Exam</th>
<th>Total</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>III</td>
<td>Core: V Marketing Management</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core: VI Financial Management</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core: VII Human Resource Management</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core: VIII Production and Materials Management</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Allied III: Managerial Economics</td>
<td>6</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>IV</td>
<td>SBEC – I Fundamentals of Insurance</td>
<td>2</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>IV</td>
<td>NMEC - I: Entrepreneurial Development</td>
<td>2</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>2</td>
<td></td>
</tr>
</tbody>
</table>

**Total** 30 23
### SEMESTER – IV

<table>
<thead>
<tr>
<th>Part</th>
<th>Study Components</th>
<th>Course Title</th>
<th>Hrs/Week</th>
<th>CIA</th>
<th>Uni. Exam</th>
<th>Total</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>III</td>
<td>Core : IX Management information System</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core : X Cost Accounting</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core : XI Business Law</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core : XII Taxation</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Allied IV: Money Banking and Trade</td>
<td>6</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>IV</td>
<td>SBEC – II In-plant Training (Viva Voce)</td>
<td>2</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>IV</td>
<td>NMEC - II: Human Resource Management</td>
<td>2</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td><strong>30</strong></td>
<td></td>
<td></td>
<td><strong>23</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### SEMESTER – V

<table>
<thead>
<tr>
<th>Part</th>
<th>Study Components</th>
<th>Course Title</th>
<th>Hrs/Week</th>
<th>CIA</th>
<th>Uni. Exam</th>
<th>Total</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>III</td>
<td>Core : XIII International Business Environment</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core : XIV Operations Research</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core : XV Retail Management</td>
<td>4</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core : XVI Management Accounting</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Core XVII : Fundamentals of Research Methodology</td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>III</td>
<td>Elective - I</td>
<td>4</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>IV</td>
<td>SBEC – III Advertising Management</td>
<td>2</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td><strong>30</strong></td>
<td></td>
<td></td>
<td><strong>26</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### SEMESTER –VI

<table>
<thead>
<tr>
<th>Part</th>
<th>Study Components</th>
<th>Course Title</th>
<th>Hrs/ Week</th>
<th>CIA</th>
<th>Uni. Exam</th>
<th>Total</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>III</td>
<td>Core : XVIII Strategic Management</td>
<td></td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>III</td>
<td>Core : XIX Consumer Behaviour</td>
<td></td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>III</td>
<td>Core : XX Entrepreneurial Development</td>
<td></td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>III</td>
<td>Core : XXI Services Marketing</td>
<td></td>
<td>5</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>III</td>
<td>Core XXII : Project Work</td>
<td></td>
<td>4</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>III</td>
<td>Elective - II</td>
<td></td>
<td>4</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>4</td>
</tr>
<tr>
<td>IV</td>
<td>SBEC – IV Campus to Corporate (Viva-Voce)</td>
<td></td>
<td>2</td>
<td>25</td>
<td>75</td>
<td>100</td>
<td>2</td>
</tr>
<tr>
<td>V</td>
<td>Extension Activities @</td>
<td></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td></td>
<td><strong>30</strong></td>
<td><strong>25</strong></td>
<td><strong>75</strong></td>
<td><strong>100</strong></td>
<td><strong>27</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td></td>
<td><strong>180 Hrs</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>147 Credits</strong></td>
</tr>
</tbody>
</table>

@ No University Examinations. Only credit is given.

#### List of Elective Papers (Colleges can choose any one group)

<table>
<thead>
<tr>
<th>Group A</th>
<th>I</th>
<th>Customer Relationship Management</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>II</td>
<td>Channel Management</td>
</tr>
<tr>
<td>Group B</td>
<td>I</td>
<td>Brand Management</td>
</tr>
<tr>
<td></td>
<td>II</td>
<td>Investment Management</td>
</tr>
<tr>
<td>Group C</td>
<td>I</td>
<td>Merchandising Management</td>
</tr>
<tr>
<td></td>
<td>II</td>
<td>Logistics and Supply Chain Management</td>
</tr>
<tr>
<td>Group D</td>
<td>I</td>
<td>Retail Operations Systems and inventory</td>
</tr>
<tr>
<td></td>
<td>II</td>
<td>Franchise Operations Management</td>
</tr>
<tr>
<td>Group E</td>
<td>I</td>
<td>Total Quality Management</td>
</tr>
<tr>
<td></td>
<td>II</td>
<td>Retail Advertising and Promotion</td>
</tr>
</tbody>
</table>
Note: Modern or classical languages:

a) Indian – Telugu, Kanada, Malayalam, Urdu and Hindi
b) Foreign – French
c) Classical - Sanskrit, Arabic & Persian
CORE I - PRINCIPLES OF MANAGEMENT

Course Objective: To impart the basic knowledge pertaining to functions on Management.

Course Outcomes:
On successful completion of this course the students will be able to
1. Understand various functions of Management
2. Know various principles of functions of management.
3. Recognize various styles of leadership

UNIT – I

UNIT – II

UNIT – III

UNIT – IV

UNIT – V

TEXT BOOKS
REFERENCE BOOKS

1. Dingar Pagare, Business Management, Sultan Chand & Sons
2. Tripathi P.C. & P.N. Reddy, Principal of Management, TMH
5. Ramasamy. T, Principles of Management, Macmillan India Ltd.,
6. Basu, Organisation & Management, S.Chand
7. M.C. Shukla, Business Organisation and Management, S.Chand
10. Dr. V.R. Palanivelu, Principles of Management, Himalaya publishing House, Mumbai
CORE II - BUSINESS COMMUNICATION

COURSE OBJECTIVES:

- To familiarize students with the mechanics of business writing.
- To enable students to write business correspondence precisely and effectively.

OUTCOMES:

Students shall be able to

- Read quite widely to acquire business writing.
- Get into the habit of writing regularly.

UNIT-I
Communication-meaning-types-objectives-principles of effective communication - barriers to communication - layout of a business letter.

UNIT - II

UNIT - III
Bank correspondence - Insurance correspondence - Agency correspondence-Application for a situation.

UNIT- IV
Company Correspondence-Duties of secretary - Correspondence with directors, Shareholders, Government departments and others-Agenda-Minutes.

UNIT - V

Modern Forms of communication: Fax-E-Mail-Video Conferencing-Internet-Websites and their use in business.

TEXTBOOK:
REFERENCE BOOKS

1. Ramesh M.S. & Pattan Shetty, Effective Business English & Correspondence RC Publications.
4. RSN Pillai, Bagavathi, Commercial Correspondence & Office Management.
CORE III - ORGANISATIONAL BEHAVIOUR

Course Objective:

- To impart knowledge on factors influencing Individual and group behavior in the organizational context.
- To make the students understand various styles of leadership

Course Outcome:
On successful completion of this course, the students will
1. Know the importance of understanding behavior in the organizational context
2. Be familiar with the factors affecting behavior
3. Know the formation and role of Groups in organization
4. Be able to differentiate and apply various leadership styles.

Unit I

Unit II

Unit III

Unit IV

Unit V
Leadership – Meaning, Functions and Qualities of a leader - Leader vs Manager - Leadership styles. Organizational change- meaning-reasons- types of change - managing planned change – planning, assessing and implementing the change-causes of resistance to change- overcoming resistance to change.

Text Book
1. Organizational behavior – L.M.Prasad S.Chand& company Ltd
2. Organizational behavior – S.S.Khanka, S.Chand & company Ltd
REFERENCE BOOKS

1. Fred Luthans, Organizational Behaviour, McGraw Hill.
3. K. Aswathappa, Organizational behavior, Texts and cases – Himalaya Publishing company
4. Keith Devis, John W. Newstrom, OB – Human Behaviour at work, TMH
7. P SubbaRoa, Management and Organizational Behaviour – HPH.
Course Objectives:
The objective of this course is to:
1. Understand the basic concepts of financial accounting
2. Comprehend the Double entry book keeping system

Course Outcomes:
On successful completion of this course, the students should:
1. Understand the fundamentals of financial accounting
2. Acquire knowledge of accounting principles and practice
3. Prepare various books of accounts and final accounts.

UNIT - I

UNIT - II

UNIT - III
Trial balance - Errors – types of errors - Rectification of errors – problems - Bank reconciliation statement (Simple problems)

UNIT – IV
Manufacturing - Trading - Profit & Loss Account - Balance sheet. – Problems with adjustments. (Simple problems)

UNIT - V
Accounting for non-trading institutions-Income & Expenditure Account- Receipts and Payment Accounts andBalance sheet-Accountingfordepreciation–methodsofdepreciation–problems(straightlinemethod and written down value method only) (Simple problems)

(Theory and problems may be in the ratio of 20% and 80% respectively)

Text Books

REFERENCE BOOKS

Course Objectives:
- To impart the basic knowledge of marketing of goods.
- To make aware of Digital marketing

Course Outcomes:
On successful completion of this course, the students will be able to
- Understand various factors of marketing environment
- Apply the basic concepts of marketing
- Understand recent trends in marketing.

Unit-I

Unit-II

Unit-III

Unit IV

Unit V

Text book
Marketing management – C.B.Gupta and Rajan nair, Sulthan chand and sons Ltd.

Reference Books:
CORE VI - FINANCIAL MANAGEMENT

Course Objectives:
The objective of this course is to:
1. Understand the basic concepts in finance and financial management
2. Comprehend the principles and objectives of financial management.

Course Outcomes:
On successful completion of this course, the students should:
1. Understand the fundamentals of finance
2. Recognize the importance of financial management knowledge.
3. Apply Cost of capital, capital structure and capital budgeting in corporate environment

UNIT – I

UNIT – II

UNIT – III

UNIT – IV

Dividend decisions-Determinants-Dividend policies-Forms

UNIT – V:

Text Books
2. S.N.Maheswari , Financial Management, Sultan Chand & Sons, 2019
REFERENCE BOOKS

Course Objective:

- To provide knowledge about Human resource management and its managerial, operative functions.

Course Outcome:

On successful completion of this course, the students will

1. Analyze the process of Job analysis and its importance as a foundation of human resource management practice.
2. Understand the practical knowledge on e-HRM, e-compensation, e-learning

Unit I:


Unit II:


Unit III


Unit- IV


UNIT – V

e-HR - Nature of e-HRM, e-learning, e-compensation -Recent Techniques in HRM: HRM audit, Knowledge management, ethics in HRM.

TEXT BOOK

REFERENCE BOOKS


4. Keith Davis, Human Relations at work – TMH.


8. Dr.K.Ramesh, —Human Resource Managementl, Mithila Publications,
CORE COURSE – VIII

PRODUCTION AND MATERIALS MANAGEMENT

Course Objectives:
The objective of this course is to:
1. Understand the production function
2. Comprehend the role of Materials Management

Course Outcomes:
On successful completion of this course, the students should:
1. Identify the need for production management
2. Plan the production activity and design the plant layout
3. Acquire knowledge of material handling

UNIT - I
Production: Introduction-Principles-Role of Production Manager. Production Management: Introduction-
Nature- Importance and Scope – Basic Functions.

UNIT - II
Plant Location- Importance – Problems - Advantages and Disadvantages of Urban, Suburban, Rural
locations – Factors. Plant Layout - Principles - Types and Hybrid layouts – Pros and Cons.

UNIT - III
Production Planning and Control – Introduction- Stages-Need –Elements. Material Requirement Planning-
Master Production Schedule- Bill of Material (Basics)

UNIT – IV
TotalProductiveMaintenance(TPM)-SixSigma–ISO9000Systems–LeanManufacturingand World Class
Manufacturing (Basics). Maintenance - Types - Breakdown - Preventive - Routine - Methods study - Time
study – Motion study.

UNIT - V
Materials Management: Meaning, Objectives and Importance – Purchasing principles – Purchase
procedure – Vendor Rating and Vendor Evaluation. Material Handling: Meaning – Principles - Categories
of Material Handling equipments.

TEXT BOOKS
2. Gopalakrishnan&S undaresan, Materials Management, PHI
REFERENCE BOOKS

3. Dutta, Integrated Materials Management, PHI
5. Martand Telsang, Industrial Engineering and Production Management, S.Chand.
SBEC – I FUNDAMENTALS OF INSURANCE

COURSE OBJECTIVES:
- To understand the risk in insurance
- To understand the management techniques for avoidance of risk.
- To understand the concept of Forward and Futures Contract, Options and Swaps.
- To understand the basics of insurance.

COURSE OUTCOMES:
- To analyze the sources of risk in Insurance policies.
- To apply the management techniques for avoidance of risk.
- Use Forward Contract and Futures Contract to hedge the unsystematic Risk.
- Gain insight knowledge on types of insurance to be needed in an hour for an individual.
- To evaluate the factors of business risk and contractual provisions.

UNIT – I

UNIT – II

UNIT – III

UNIT – IV

UNIT – V
Motor insurance – types – Rural insurance schemes – Health insurance in India

TEXT BOOK
1. Dr A.Moorthy “Principles and Practice of Insurance”. Margham publications

REFERENCE BOOKS
NMEC – I ENTREPRENEURIAL DEVELOPMENT

Course Objectives:
To inculcate the students about Entrepreneurship
To educate the students about provisions for starting small industry

Course Outcome:
The knowledge about small scale industry will be known
The students can start an industry on their own.
To create confidence in approaching the banks

UNIT I

UNIT II

UNIT III
Steps for starting small industry – selection of types of organization – incentives and subsidies.

UNIT IV
Women Entrepreneurs – Rural Entrepreneurship – Entrepreneurial Development Programmes in India.

UNIT V

TEXT BOOK

REFERENCE BOOKS
1. Dr.K. Arul & Dr.A. Subanginidevi, Entrepreneurial Development, Shanlax Publication, Madurai.
2. Khanha, Entrepreneurial Development
3. Vasanth Desai, Organisation and Management of Small Industries
4. Saravanavel, P., Entrepreneurship Development
5. Tandon, B.C., Environment and Entrepreneurship
6. Rao T.V., and Udaipareek, Developing Entrepreneurship
Course Objectives:
1. To impart knowledge on concepts of Management Information System
2. To empower with the knowledge of role of MIS in decision making

Course outcomes:
On successful completion of this course, the students will be able to
1. Understand various concepts of MIS
2. Apply MIS for the decision making process
3. Know the roles of functional MIS
4. Be familiar with electronic payments.

Unit-I
Introduction to information system (IS) – Data and Information- Classification of Information-Importance of Information System-components-information system resources- Management Information System (MIS) – Meaning – Definition-Importance of MIS

Unit-II

Unit-III

Unit-IV

Unit-V
Telecommunication revolution – Introduction to Email, Internet, Intranet, Extranet, Teleconferencing, video conferencing, Virtual office, ERP – Benefits and challenges - Electronic payments. Introduction to cloud computing –concept of Big data

Text Book:

REFERENCE BOOKS:
1. Management information systems – L.M. Prasad and Usha Prasad – Sultan Chand &Sons
CORE: X COST ACCOUNTING

Course Objectives:
The objective of this course is to:
1. Understand the basic concepts of Cost Accounting
2. Comprehend the operations of costing

Course Outcomes:
On successful completion of this course, the students should:
1. Understand the fundamentals of cost accounting
2. Recognize the costing methods

UNIT - I

UNIT - II
Preparation of cost sheet-stores control- ECQ-maximum, minimum, reordering levels. Pricing of materials issues- FIFO,LIFO, average cost, standard price methods -labour cost-remuneration- Time rate and Piece rate system (Simple problems)

UNIT -III
Overhead – Classification of Overheads – Allocation and Absorption of Overhead (Simple Problems)

UNIT –IV

UNIT - V
Operating Costing, Job Costing, Batch costing and Contract Costing, Costing of Joint Products and By Products (Simple problems)

(Theory and problems may be in the ratio of 20% and 80% respectively)

Text Books
1. SP Jain, KL Narang, Practical Problems In Cost Accounting, Kalyani, 2015

REFERENCE BOOKS
CORE : XI BUSINESS LAW

COURSE OBJECTIVES:

- To create the knowledge of legal perspective and its practices to improve the business.

COURSE OUTCOME:

- Legal insight will be established in the business practices according to the situation of changing environment.

UNIT-I
Business law- meaning, objectives-source-law of contract-types-essentials of a valid contract.

UNIT-II

UNIT-III
Bailment-rights and duties of bailor and bailee-pledge-Mortgage-Indemnity-Guarantee.

UNIT-IV
Law of sale of goods-sale and agreement to sell-their distinctions-types of goods - conditions and warranties-caveat emptor-transfer of property-sale by non-owners-Rights of an unpaid seller-auction sale.

UNIT-V
Law of agency-creation of agency-classification of agents-duties and rights of agent and principal-termination of agency.

TEXTBOOK:


REFERENCE BOOKS

1. RSN Pillai, Bagavathi, Business Law, S.Chand.
2. Shukla M.C., Mercantile Law, S. Chand.
3. P.C. Tulsian, Business Law, TMH.
CORE: XII TAXATION

COURSE OBJECTIVES:

- To promote a complete understanding of Taxation, Tax policy, Tax Policy and laws and their implications for business practices in India.

LEARNING OUTCOMES:

- Students can understand the basic Taxation in India.

UNIT – I

Taxation – Definition of Tax – characteristics of Tax – objectives of Taxation – characteristics of good tax system in India. Features and problems in Indian Tax System. Classification of Taxes – Direct and Indirect Taxes, merits and demerits

UNIT – II


UNIT – III

Definition of various terms of CGST. Exempted Goods and Services under GST.

UNIT – IV

Registration of GST – Supply – meaning, scope – time of supplies – value of supplies.

UNIT – V

Customs duty – objectives – Definition of concepts – different types of customs duty.

TEXT BOOK

2. Bhagavathi Prasad - Income Tax Law &Practice
3. Mehrothra - Income Tax Law & Practice
4. Gour&Narang - Income Tax Law &Practice
5. Dingare pagare - Income Tax Law &Practice
6. Dingare Pagare – Business Taxation
7. Balasubramanian - Business Taxation
SBEC II - PAPER I - INPLANT TRAINING-VIVA-voce

I. The students are expected to have a practical training in any business unit or undertaking to enable them to acquaint himself / herself with the procedure, practice and working of companies.

II. Each student should undergo industrial training for a minimum period of two weeks during the third semester vacation.

III. He / She shall undergo the above training in the institutions like banks, insurance companies, mutual funds, transport undertakings, private limited and public limited companies, hotels and hospitals, travel and tourism industries and financial institutions.

IV. Students may make their own arrangements in fixing the companies for candidates should submit a report in not less than 25 type written pages.

V. Candidates should submit the attendance certificate from the institution for having attended the training for 2 weeks.

VI. Industrial training reports shall be prepared by the students under the supervision of the faculty of the department.

VII. Industrial training report must contain the following:

- Cover page
- Copy of training certificate
- Profile of the business unit
- Report about the work undertaken by them during the tenure of training
- Observation about the concern
- Findings

VIII. Industrial training certificate shall be forwarded to the university, one month before the commencement of the fourth semester university examinations.

IX. Practical viva – voce examination will be conducted with internal & external examiners at the end of the fourth semester and the credits will be awarded.
NMEC – II HUMAN RESOURCE MANAGEMENT

Course Objective:
To impart basic knowledge in Human resource management practices.

Course Outcomes:
On successful completion of this course, the students will be able to
1. Understand various functions of Human Resource Management
2. Familiar with recruitment and selection process in an organization
3. Know the process of performance appraisal
4. Aware of the factors affecting promotion and transfer.

Unit-I

Unit-II

Unit-III

Unit-IV

Unit-V


Reference Books:
2. Personnel Management and Industrial Relations– PC Tripathi, Sultan Chand and Sons.
CORE : XIII INTERNATIONAL BUSINESS ENVIRONMENT

OBJECTIVES
1. Enabling learners understand the concepts, trade theories and importance of international business environment.
2. Helping the students acquire the required skills to be an effective management professional in an internationalized business environment.
3. Facilitating the learners understand, analyze and take decisions for a given international business environment.
4. Imparting the knowledge about international cultural, political, legal, technological, economic, demographic and natural environment.
5. Inculcating about the changing international business marketing environment.

OUTCOMES
1. Learners understand the concepts, trade theories and importance of international business environment.
2. Students acquire the required skills to be an effective management professional in an internationalized business environment.
3. Learners understand, analyze and take decisions for a given business environmental situation.
4. Students acquire the knowledge about the functional of international organizations associated with international business.
5. Students by understanding the changing international business environment will opt for higher studies, research, employment and entrepreneurship.

UNIT - I
International Business: Introduction, Difference between international and national business, stages of internationalization, international orientations.
Globalization: Concept, driving and restraining forces of globalization.

UNIT - II

UNIT - III

UNIT - IV
International Monetary System: The pre-Bretton woods period, The Bretton woods system, Collapse of Bretton woods system (Including meaning of exchange rate, types of exchange rate system). International banking, Bank for international settlements (BIS) and Euro currency market.

UNIT - V
General Agreement on Tariff and Trade (GATT), World trade organization (WTO). International Monetary Fund (IMF), Asian Development Bank, UNCTAD.
TEXT BOOK

REFERENCE BOOKS:
CORE: XIV OPERATIONS RESEARCH

COURSE OBJECTIVES
- To know the optimal solution of the graphical problem
- To apply the model to minimize the cost of transporting in commodity and to assign the suitable job for suitable persons
- To adopt various technique in dealing with competitive situations
- To foresee the difficulties in the operation of complex plans
- To determine the sequence of performing a series of jobs to optimize total time and cost.

COURSE OUTCOMES
- Able to plan and provide a feasible solution based on the constraints
- Able to estimate the cost and construct a model to derive a solution
- Capable of analyzing the various situations and implement the strategies
- Able to apply the network techniques of PERT and CPM to control the operation cost
- Able to find a better solution for complex problem

UNIT – I

Introduction to operations research – meaning – scope- uses – advantages and limitations of operations research

Linear Programming Problems – Formulations of LPP- Graphical method – simplex method (simple problems)

UNIT – II

Transportation models – meaning – definition – basic feasible solution – North West Corner Rule (NWCR), Least Cost Method (LCM), Vogel’s Approximation Method (VAM), MODI method.

UNIT – III

Assignment problems – meaning – Definition – Application of assignment problems


UNIT – IV


UNIT – V

Decision theory – decision making under the condition of uncertainty, Maximax criterion, Minimax criterion, Hurwicz criterion, Laplace criterion.


*Note: Questions in Theory and Problems carry 30% and 70% of the marks respectively.
TEXT BOOK

REFERENCE BOOKS
3. Vohra N.D., Quantitative techniques in Management, Tata McGraw Hill
**CORE: XV RETAIL MANAGEMENT**

**Course Objectives:**
- To impart the basic knowledge of retail marketing of goods.
- To make aware of retail marketing location.
- To make clear idea about investment strategy

**Course Outcomes:**
On successful completion of this course, the students will be able to
- Understand various factors of global retail marketing environment
- Apply the basic concepts of retail marketing
- Understand recent trends in retail marketing.

**UNIT - I**

**UNIT II:**
Retail Model and Theories of structural changes in retailing – Classification of retailers and retail markets – Life cycle and phase in growth of retail markets – Methods of customer interaction.

**UNIT III:**
Retail location strategy – Importance of location decision – Types of location decision and its determining factors – Site selection analysis – Selection of shopping centre or market – Retail location theories – Location assessment procedures.

**UNIT IV:**
Retail in India – Evaluation and Size of retail in India – Drivers of retail change in India – Foreign Direct Investment in retail – Challenges to retail developments in India.

**UNIT V:**
Global retail market: Strategic planning process for global retailing – Challenges facing global retailers – Challenges and threats in global retailing – Factors affecting the success of a global retailing strategy.

**TEXT BOOK:**
REFERENCE BOOKS:
CORE: XVI MANAGEMENT ACCOUNTING

Course Objectives:
The objective of this course is to:
1. Understand the basic concepts of management accounting
2. Comprehend the operations of marginal costing

Course Outcomes:
On successful completion of this course, the students should:
1. Understand the fundamentals of management accounting
2. Classify overheads
3. Prepare master budget.

UNIT - I
Management Accounting – Meaning, objectives and Scope – Need and Significance of Management Accounting.

UNIT - II

UNIT -III
Overhead – Classification of Overheads – Allocation and Absorption of Overhead (Simple Problems)

UNIT – IV
Cost – Volume – Profit Analysis – Marginal Costing and Break – Even Analysis, Marginal Costing – Significance and Limitations of Marginal Costing (Simple Problems)

UNIT - V
Budgeting and Budgetary Control– Definition, Importance, Essentials, and Classification of Budgets, Master Budget and Preparation of Different Budgets – Steps In Budgetary Control (Simple Problems).

(Theory and problems may be in the ratio of 20% and 80% respectively)

Text Books
2. R.S.N.Pillai & Bhagavathi, Management Accounting, S.Chand and Co, 2015

REFERENCE BOOKS
3. R.S.N. Pillai and Bagavathi, Management Accounting – Sultan Chand.
SEMESTER V
CORE: XVII FUNDAMENTALS OF RESEARCH METHODOLOGY

COURSE OBJECTIVES
- To provide knowledge to carry out research work.
- To make them aware of sources of collecting data
- To analysis the collected data from different scales.
- To state the relationship between variable.
- To enable the students to prepare research report

COURSE OUTCOMES
- Ability to apply research formulation on business problem
- Capable of collecting data using appropriate statistical tools
- Able to measure the variance.
- Adoption of various parameters to test the significance of variables
- Ability to select appropriate research design.

UNIT – I

UNIT – II
Research design – Types – Sample design – Sampling methods – Probability sampling and Non – Probability sampling - sampling errors.

UNIT – III

UNIT – IV

UNIT – V

TEXT BOOK
C.R.Kothari.”Research Methodology”, New Age International(P) Ltd Publishers Re-print 2017

REFERENCE BOOKS
4. Dr.S.M.Venkatachelam &M.Murali,—Basics of Business Researchl,Mithila Publications,
SBEC – III ADVERTISING

Course Objectives:

- To educate the students on various concepts of advertising and their applications in business.

Course Outcome:

- To prepare the students for measuring advertising
- To make the students to measure media effectiveness

UNIT I

Advertising: Meaning – Importance – Objectives –Functions –Role of Advertising –Types of Advertising –Steps in developing an advertisement

UNIT II

Media – Forms of Media – Indoor Advertising – Outdoor Advertising – -Types - Internet advertising – Film Advertising – Media Planning -Developing and Implementing media strategies.

UNIT III


UNIT IV


UNIT V


Text Book


REFERENCE BOOKS

ELECTIVE: GROUP A
CUSTOMER RELATIONSHIP MANAGEMENT

Course Objective:
- To enable the students to learn about Customer Relationship Management
- To create an idea about Customer Relationship Management

Course Outcome
- To understand Relationship Marketing
- To learn about database in Customer Relationship Management
- To create the knowledge about sales force in Customer Relationship Management

UNIT - I


UNIT – II


UNIT – III


UNIT – IV


UNIT – V

Database Marketing - Prospect database – Data warehouse and Data Mining – analysis of customer relationship technologies – Best Practices in Marketing Technologies

TEXT BOOKS:
3. Ramana V.Somayagulu G. Customer Relationship Management, Excel Book
REFERENCE BOOKS:
ELECTIVE GROUP - B
BRAND MANAGEMENT

Course Objective:

- To enable the students to learn about Brand Management
- To create an idea about Brand Management

Course Outcome

- To understand Brand Management
- To learn about Strategies in Brand Management
- To create the knowledge about the performance in Brand Management

UNIT -I

Brand-Meaning-Importance- Need, Strategic Brand management process – Challenges and problems faced by branding in retail sector. Opportunities in branding sector.

UNIT- II


UNIT –III


UNIT – IV


UNIT – V

Brand Positioning – Brand strategy decision – Brand portfolio – defining and establishing brand values

Designing a sustainable brand system – Brand Asset Management – Transfer – Managing brand overtime.

TEXT BOOKS:

2. Strategic Brand management – Kelvin Lane keller – Prentice Hall India, 2003
REFERENCE BOOKS:

1. Total Brand Management – Chaturvedi

2. B.M.Brand positioning strategies for Competitive advantage – Sengupta.


ELECTIVE GROUP - C
MERCHANDISING MANAGEMENT

COURSE OBJECTIVES
1. Describe retail merchandising operations and their importance in a competitive market.
2. Helping the students acquire the required skills to be an effective merchandising management professional.
3. Facilitating the learners understand, analyze and take decisions as merchandising manager.
4. Imparting the knowledge about merchandising and its influence on other business activities.
5. Inculcating about the preparations required to deal with the changing scenario of merchandising.

COURSE OUTCOMES
1. Learners understand the concepts, trade theories and importance of merchandising management.
2. Students acquire the required skills to be an effective merchandising management professional.
3. Learners understand, analyze and take decisions as merchandising manager.
4. Students acquire the knowledge about merchandising and its influence on other business activities.

Students will be able to deal with the changing scenario of merchandising

UNIT - I
Concept of Retail Merchandising: Meaning of Merchandising, Major Areas of Merchandise Management, Role and Responsibilities of Merchandisers.
Merchandise Mix: Merchandise Mix, Concept of Assortment Management, Merchandise Mix.

UNIT - II
Merchandise Displays and Space Management: Concept of Merchandise Displays, Display and Design Basics; Principles of Design; Color Blocking; Types of Displays -Importance of Merchandise Displays, Concept of Space Management, Role of IT in Space Management, Purpose of space planning; Lighting, Window display for a product or merchandise, Concept of Planogram.

UNIT - III

UNIT - IV
Merchandise Planning: Concept of Merchandise Planning, Applications of Merchandise Planning, Elements of Merchandise Planning, Role of Merchandiser in Planning.
Category Management and Merchandise Budgeting: Concept of Category Management, Merchandise Forecasting, Merchandise Budgeting

UNIT - V
Merchandise Sourcing: Concept of Merchandise Sourcing, Historical Perspective of Sourcing, Stock Management and Distribution, International Sourcing
Merchandise Replenishment: Retail Replenishment, Importance of Replenishment, Direct Store Delivery (DSD), Managing Retail Home Delivery, Measures for Retail Distribution and Replenishment.
TEXT BOOKS


REFERENCE BOOKS

ELECTIVE GROUP –D

RETAIL OPERATIONS SYSTEMS AND INVENTORY

Course Objectives:

- To learn about retail operations in India
- To identify the location of retail storehouse

Course Objectives:

- The students will be able to identify the possible outcome in retail stores location
- The inventory management knowledge will be improved.

UNIT – I

Choosing a store location – Importance of location to a retailer – Trading Area Analysis – regional analysis – Characteristics of the trading area.

UNIT - II


UNIT – III

Site selection – Actual site analysis and selection – choice of general location – characteristics of the available site – Retail store layout – space mix – effective retail space management – floor space management.

UNIT – IV


UNIT – V

Retail inventory – return on inventory investment planning – and stock turn over – physical and perpetual inventory systems – retail method in inventory valuation.

TEXT BOOK

REFERENCE BOOKS


ELECTIVE GROUP –E
TOTAL QUALITY MANAGEMENT (TQM)

Course Objectives
1. The knowledge about total quality management has been identified and created an idea
2. The control chart methods have been studied

Course Outcome
1. The students will be given an opportunity in the field of quality control
2. The knowledge about the quality management has been studied

UNIT-I
Concept of Quality – Quality as customer delight – Quality as meeting. Standards–Introduction to total Quality – Concept of total Quality Design, inputs, process and output – Quality as business performance – Attitude and involvement of top management.

UNIT-II

UNIT-III

UNIT-IV

UNIT - V
Core competence and strategic alliance for ensuring quality – role of MNCS, in emergence of global quality – Barriers to TQM.

TEXTBOOK
2. JohnBark, Essence of TQM, PHI, Delhi.

REFERENCE BOOKS
1. Joel,E.Ross,Total Quality Management
2. RonCollard,Total Quality, Jaico, Delhi
5. ISO Manuals.
CORE: XVIII – STRATEGIC MANAGEMENT

Objectives
To enable the students to understand the significance of setting goals, objectives and strategy formulation, implementation and evaluation.

Outcomes -
1. Demonstrate the concepts of strategic management benefits received by the organization.
2. Acquire knowledge on guidelines to formulate mission, goals and objectives.
3. Implement the knowledge gained in strategy selection.
4. Analyze the factors and approaches to implement the strategy.
5. Understand the importance and criteria for strategic evaluation and control.

UNIT I

UNIT II

UNIT III

UNIT IV
Strategic Implementation: Role of top management-Process - Approaches, Resource allocation -Factors - Approaches, Mckinsey’s 7’s framework, Strategic Positioning - Four routes to competitive advantage.

UNIT V
Strategic Evaluation: Importance - Criteria - Quantitative and Qualitative factors, Strategic control-Process - Criteria - Types, Essential features of effective evaluation and control systems.

Text Books
1. Francis Cherunillam – Strategic Management Himalaya Publishing House, Mumbai

Reference Books:
CORE: XIX – CONSUMER BEHAVIOUR

COURSE OBJECTIVES
1. To provide basic knowledge about consumer behaviour and its applications of consumer behaviour.
2. To learn about pre purchase and post purchase behaviour of consumer behaviour.

COURSE OUTCOME
1. Students will gain the knowledge about consumer behaviour and its applications
2. Students will understand the psychological behaviour of consumer behaviour

UNIT – I

UNIT – II

UNIT – III

UNIT – IV
Purchase decision process – High and Low involvement – Pre- Purchase and Post – Purchase behaviour – online purchase decision purchase process.

UNIT – V
Organizational Buyer Behaviour – Consumer Research – Changing Consumer Research.

TEXT BOOKS
CORE : XX ENTREPRENEURIAL DEVELOPMENT

COURSE OBJECTIVES:
- To impart knowledge and skills needed to become an entrepreneur
- To motivate young people to set up own ventures and contribute to national economic development.

COURSE OUTCOMES
- On the successful completion of the course, students will be able

UNIT – I

UNIT – II

UNIT – III
Project identification and classification – Project formulation – project design and network analysis – project appraisal.

UNIT – IV

UNIT – V
Entrepreneurial support – DIC, Industrial Estate – SIDO, NSIC, SSIC, SISI, SIDCO, SIPCOT, KVIC, Commercial banks and New entrepreneurial development agency.

TEXT BOOK

REFERENCE BOOKS
1. Dr.K.Arul & Dr.A.Subanginidevi, Entrepreneurial Development, Shanlax Publication, Madurai.
2. Khanha, Entrepreneurial Development
3. Vasanth Desai, Organisation and Management of Small Industries
4. Saravanavel, P., Entrepreneurship Development
5. Tandon, B.C., Environment and Entrepreneurship
6. Rao T.V., and Udaipareek, Developing Entrepreneurship
CORE: XXI SERVICES MARKETING

Course objectives:
1. To provide a basic theoretical framework of the concepts of Services marketing.
2. To enable the students to identify the service problems.

Course Outcomes:
On successful completion of this course, the students will be able to
1. Differentiate between Goods and Service
2. Know the dimensions and factors affecting service quality
3. Understand various service marketing mix elements
4. Apply service marketing concepts in various service industries.

Unit-I
Services marketing – Introduction and definition – types of services – nature and characteristics of services - classification of services – difference between services and goods - Importance of service sector-service marketing triangle.

Unit –II

Unit-III
Strategies for Matching Capacity and Demand in services. Service Marketing Mix – Traditional marketing mix elements- Extended Marketing mix elements -need for extended marketing mix elements-Service product – Introduction– planning for services offer-- planning for services offer –pricing –promotion and distribution of services

Unit –IV

Unit-V

TEXT BOOKS:

REFERENCE BOOKS:
1. Service Marketing :S.M.Jha, Himalaya Publication
3. Services Marketing- Christopher H.Lovelock, Pearson education India.
SBEC: IV CAMPUS TO CORPORATE –- (VIVA-VOCE)

Course Objective: To make students fit to corporate by imparting required skills

Course Outcome:
On successful completion of this course the student will
  1. Be able to read and listen better
  2. Make their presentation more effective
  3. Be a good team player
  4. Perform better in GD and Interview.

Unit-I
Reading - meaning – critical reading – reading methods (Students should be exposed to the practice of reading newspapers). Listening- – principles of good listening – accent comprehension – practical exercises

Unit-II

Unit III
Corporate etiquette – Dressing and grooming skills – Work place etiquette – Business etiquette – Email etiquette – Telephone and meeting etiquette- Video conferencing etiquette

Unit-IV
Self – analysis through SWOT. Goal setting –meaning – SMART goals. Types of goals – short term – medium – long term goals. Team building and team work – Skills needed - Role of a team leader – Role of team member

Unit-V
GD as selection process- different kinds of topics-outcome of GD-structure of GD-Preparation for GD. Successful GD techniques. Interview – meaning – types. Preparation for the interview- Mock interview

Text book
  1. Soft skills – Know yourself and Know the world – Dr.K.Alex. S.Chand & Company

Reference books
  1. Soft skills- S.Hariharan, N.Sundaram, S.P. Shanmuga priya
  2. Effective communication and public speaking – S.K. Mandal – Jaico Publishing
CORE – XXII

PROJECT WORK VIVA-VOCE

Specimen–I

TITLE

A project report submitted to the Periyar University in partial fulfillment of the requirements for the award of the degree of

BACHELOR OF BUSINESS ADMINISTRATION

By

Name of the student

Reg. No…………………..

Under the guidance of

Name of the guide

Department, College Name and place

Month and year of submission
SPECIMEN – II

CERTIFICATE

This is to certify that the project entitled, “TITLE”, is a bonafide work carried out by

..................................................Reg. No ........................................ under my supervision and guidance during the academic year ............... in partial fulfillment of the requirements for the award of the degree of BACHELOR OF BUSINESS ADMINISTRATION and the work is an original one and has not formed basis for the award of any degree, diploma, associate ship, fellowship of any other similar title.

GUIDE SIGNATURE HOD SIGNATURE

Project work evaluation viva – voce examination conducted on .............

INTERNAL EXAMINER EXTERNAL EXAMINER
Specimen – III
DECLARATION

I hereby declare that this project work entitled “TITLE” submitted to the PERIYAR UNIVERSITY, SALEM in partial fulfillment of the requirements for the award of BACHELOR OF BUSINESS ADMINISTRATION is an original one and has not been submitted earlier either to this university or to any other institution for the award of any degree / diploma.

Date: 

Place

Candidate signature
ELECTIVE GROUP A
CHANNEL MANAGEMENT

UNIT - I
Marketing channels - structure, functions and relationships- meaning, need, importance and functions of marketing channels-emergence of marketing channel structure-primary and specialized participants-channel structure.

UNIT-II
Channel strategy and design-enterprise positioning-corporate strategy-customer, competitive and internal environmental analysis-channel objectives-product impact on marketing channel design. Transaction cost analysis –analytical tools for evaluating alternative structures-evaluation of channel members-channel strategy-multiple channels.

UNIT-III
Channel development and marketing: Negotiations in marketing-negotiation strategy- channel negotiation process-leadership- vertical marketing system-conflict-types and resolution-macro prospective of channel performance-measuring final performance-measuring customer satisfaction.

UNIT-IV
Issues in retail channel management: Channel dynamics-impact of information age-information systems and channel change and management-strategic issues in international retailing-need for distribution innovation.

UNIT-V
Channel institution-retailing-non-store retailing-wholesaling-international distribution channel, channels of distribution for services. Retail organization-independent retailers-chain retailers-leased departments-franchises integrated and consumer co-operatives.

TEXT BOOK:

REFERENCE BOOK:
**ELECTIVE: GROUP B**
**INVESTMENT MANAGEMENT**

**Course Objectives**

1. To study about the introduction about investment management
2. To create an idea about real assets, financial assets
3. To study about risk return policy

**Course Outcome**

1. The knowledge about investment management has been studied
2. The students have known about investment, risk return policies

**UNIT – I**

**UNIT – II**
Investment avenues – Real assets – Financial assets – Fixed income and variable income securities – mutual fund – derivatives

**UNIT – III**

**UNIT – IV**
New issue market and stock exchange – kinds of trading – Securities and Exchange Board of India.

**UNIT – V**
Sources of Investment information – Credit rating agencies – CARE – CRISIL – ICRA – credit rating methodology – Indices.

**TEXT BOOK**
1. Investment mgt – Preeti singh, Himalaya publishing house.
2. Investment mgt – V.K.Bhalla.

**REFERENCE BOOKS**
1. Investment management – V. Avadhani - Himalaya publishing house.
2. Investment management – Punithavathy pandian, PHI
ELECTIVE - GROUP - C

LOGISTICS AND SUPPLY CHAIN MANAGEMENT

UNIT - I
Introduction to logistics – Business Logistics – Marketing Logistics. Logistics Management – Definition – Meaning – Types – Logistics And customer services- physical supply and distribution – elements and evolution of purchasing and integrated logistics

UNIT - II


UNIT - III

UNIT - IV
Supply Chain Management Models – Definition – Objectives – Applications – Types – Conceptual Models – Key issues in supply chain management.

UNIT - V

Note: Theories and concepts only.

TEXT BOOKS:
REFERENCE BOOKS:

3. K.K. Khanna: Physical Distribution
5. Vinod V Sopic: Logistics Management
ELECTIVE - GROUP – D

FRANCHISE OPERATIONS MANAGEMENT

Course Objective:

- This subject will enable the students about the factors influencing Franchising
- The impact of brand name and trade name are known.

Course Outcome:

- Gained the knowledge about emerging franchising industries.
- Increasing the skills about Franchising

UNIT – I

UNIT – II

UNIT – III

UNIT – IV

UNIT – V

REFERENCE BOOKS

1. BIsio R – The Educated Franchisee – Bascom Hill Publishing 2011
ELECTIVE - GROUP – E

RETAIL ADVERTISING AND PROMOTION

UNIT – I

Retail advertising - Meaning - Importance – Scope – Principles - Retail advertising process – Preparing an advertising campaign for a retail store.

UNIT – II


UNIT – III


UNIT – IV

Managing Sales promotion – Role of sales promotion – types of sales promotion – evaluating sales promotion.

UNIT – V


TEXT BOOK

REFERENCE BOOKS


QUESTION PAPER 
PATTERN
QUESTION PAPER PATTERN FOR
THEORY SUBJECTS
(Including skill based and non-major elective papers)

Time: 3 Hours. Max. Marks: 75

PART – A (15 x 1 = 15 Marks)
Answer All Questions
(Three questions from each unit)
Objective type questions

PART – B (2 x 5 = 10 Marks)
Answer any two questions out of five questions
(One question from each unit)

PART – C (5 x 10 = 50 Marks)
Answer all Questions
(One question from each unit with internal choice)
Either or pattern