# Detailed Course Scheme

# Bachelor of Business Administration (BBA)

## Finance, Marketing, Human Resource Management, Foreign Trade & Digital Marketing

## Semester- IV

## (2026-2030)

DOC202606030040

RNB GLOBAL UNIVERSITY

Educating stars for tomorrow


## RNB GLOBAL UNIVERSITY

RNB Global City, Ganganagar Road,
Bikaner, Rajasthan 334601

## OVERVIEW

RNB Global University follows Semester System along with Choice Based Credit System as per latest guidelines of University Grants Commission (UGC). Accordingly, each academic year is divided into two semesters, **Odd (July-December) and Even (January-June).** Also, the university follows a system of continuous evaluation along with regular updating in course curricula and teaching pedagogy.

The curriculum for BBA program for (January-June) Even Semester, 2028 along with examination pattern is as follows:

## Course Scheme

## Semester –IV

| S. No. | Course Code | Category | Course Name | L | T | P | Credits |
|---|---|---|---|---|---|---|---|
| 1. | BBAC21250 | DSC-12 | Corporate Law | 3 | 1 | 0 | 4 |
| 2. | BBAC22200 | DSC-13 | Business Environment | 3 | 1 | 0 | 4 |
| 3. | BBAC21252 | DSC-14 | Management Accounting | 3 | 1 | 0 | 4 |
| 4. | BBAC22300 | DSC-15 | Management Information Systems | 3 | 1 | 0 | 4 |
| 5. | GEC066013 | GE-4 | Entrepreneurship (GE – Group B) | 3 | 1 | 0 | 4 |
| 6. | AECE55002 | AEC-4 | Biodiversity & Environmental Conservation (EVS-II) | 2 | 0 | 0 | 2 |
| 7. | SEC077004 | SEC-4 | Ability & Skill Enhancement – IV | 2 | 0 | 0 | 2 |
| 8. | VAC088015 | VAC -4 | Business & Managerial Ethics (VAC- Group B) | 2 | 0 | 0 | 2 |
| 9. | WHNN99000 | | Workshops/Seminars/Human Values/ Social Service/NCC/NSS | - | - | - | 1 |
| | | | **Total** | **21** | **5** | **0** | **27** |

## EVALUATION SCHEME

The evaluation of the BBA program would be based on Internal and External Assessments. Internal Assessment would consist of 50% of the marks (50 marks) and external assessment (in form of End Term Exam) would consist of remaining 50% marks (50 marks). Detailed scheme of Internal and External Assessments as follows:

**Internal Assessment**

The distribution of Internal Assessment Marks is as follows:

| Type | Details | Marks |
|---|---|---|
| Mid Term | One Mid-term Sessional | 25 |
| Quiz | Quiz based on MCQs | 5 |
| Marks obtained in various Tests, Assignments, Presentations, Quiz, Tutorials, etc. | Average of marks obtained | 15 |
| Academic Performance including Attendance | Eligibility >75% Attendance | 5 |
| **TOTAL** | | **50** |

**External Assessment**

| Type | Marks |
|---|---|
| Theory | 50 |

**EVALUATION SCHEME- WORKSHOPS & SEMINARS AND HUMAN VALUES & SOCIAL SERVICE/NCC/NSS**

1. The evaluation of Workshops & Seminar and Human Values & Social Service/NCC/NSS will be completed from Semester I – Semester VI. It will be evaluated internally by the various Forums & Schools Concerned. The credit for this will be given at the end of each Semester.

2. The students must join club/clubs/Forums with the active participation in different activities of club. The students would be continuously assessed from Semester-I to Semester-IV and credits and marks would be given after the end of each Semester.

## 1. Vision

To create a transformative learning environment that develops ethical global leaders, entrepreneurial thinkers, and strategic decision-makers, empowering students to excel in diverse and dynamic business landscapes.

## 2. Mission

**Ethical Leadership and Integrity-** Nurture ethically responsible leaders with integrity and accountability, equipping them with the skills to excel in global business environments.

**Innovation and Entrepreneurship-** Inculcate creativity, innovation, and entrepreneurial thinking, enabling students to identify opportunities, develop sustainable solutions, and drive positive societal impact.

**Transformative Learning Experience-** Provide a transformative learning experience by integrating academic excellence, industry exposure, and technological proficiency, ensuring students are prepared for the digital and global economy.

**Adaptability and Continuous Learning-** Cultivate adaptability, resilience, and lifelong learning, empowering students to navigate dynamic business landscapes and contribute meaningfully to society.

**Strategic Thinking and Growth-** Equip students with analytical, problem-solving, and strategic decision-making skills, enabling them to drive sustainable business growth and innovation in a competitive global market place.

## 3. Program Educational Objectives (PEO's)

**PEO1:** To develop students to handle issues related to business and solve problems.

**PEO2:** To develop leadership qualities in students to lead a team as well as work as member of team.

**PEO3:** To bridge the gap between theoretical and practical knowledge of the students by adopting innovative teaching pedagogy.

## 4. Programme Outcomes (PO's)

After the completion of this program students will be able to:

**PO1 Exhibit** memory of previously learned management knowledge by correlating facts and terminologies.

**PO2. Understand** the impact of societal and environmental factors on business and corporate world and explain its relationship with sustainable development.

**PO3. Demonstrate** knowledge and understanding of the management principles to explore different functional aspects of business world.

**PO4. Develop** technical competence in domestic and global business through the study of major disciplines within the fields of business.

**PO5**. **Apply** the knowledge of business concepts and functions in an integrated manner to solve business problems.

**PO6. Make use of** ethical principles and commit to professional ethics and responsibilities and norms of the Management practice.

**PO7. Organize** a complex issue into a coherent written statement and plan its effective presentation.

**PO8. Function** effectively as an individual, and as a member or leader in diverse teams, and in multidisciplinary settings.

**PO9. Analyze, and devise solutions** for structured and unstructured business, problems of law and issues using structured, cohesive, and logical reasoning.

**PO10. Create and manage** innovations, new business development, and high-growth potential entities. They will be able to create an additional avenue of self-employment andalsotobenefitindustrybyprovidingthemwithsuitabletrainedperson.

**PO11. Examine** and break information into parts to manage projects in multidisciplinary environments.

**PO12. Build** the ability to engage in independent and life-long learning in the broadest context of technological change.

## 5. Program Specific Outcome (PSO's)

**PSO1: Demonstrate understanding of** arrange of disciplines of Management, business, accounting, economics, finance, and marketing.

**PSO2: Develop** the proficiency to adopt critical thinking by analysis & interpretation of the situations, cases & construct feasible solutions to solve problems and use decision making skills in business decisions.

**PSO3: Apply** the knowledge of academics in Industry and get trained to exhibit the relevance of conceptual knowledge gained in academics in real professional world through Internship and projects.

**PSO4**: **Adapt** business practices based on the opportunities and challenges of a growing business environment.

| 6. Course outcomes: Semester – IV | |
|---|---|
| **Course Code & Course Name** | **After completion of these courses' students should be able to** |
| BBAC21250– Corporate Law | **CO1:** How different laws related to Corporate Sector & explain the structure of the company from its formation to its working to its winding up provisions regarding auditor, director, their remuneration.<br>**CO2:** Explain Company Act 2013 and the Depositories Act 1996.<br>**CO3:** Identify company contracts and become confident therein.<br>**CO4:** Analyse & prepare & maintain corporate contracts.<br>**CO5:** Evaluate the learnings of the students about the different laws and understand its applications. |
| BBAC22200 - Business Environment | **CO1:** Understand Political and Legal environment, Social and Cultural Environment, Technological environment, and Competitive Environment<br>**CO2:** Understand the latest developments in business Environment.<br>**CO3:** Apply national & international laws & policies to evaluate the complexities of business environment and their impact on business.<br>**CO4:** Analyze the relationship between Government and business and understand the Political, Economic, legal, and social policies of the country. Analyze current economic conditions in developing emerging markets, and evaluate present and future opportunities.<br>**CO1:** Analyze current economic conditions in developing emerging markets and evaluate present and future opportunities. |
| BBAC21252– Management Accounting | **CO1:** Understand the basic management accounting concepts and their applications in managerial decision making. Gain the knowledge about the difference between cost accounting, financial accounting, and Management accounting<br>**CO2:** Make use of cost volume profit analysis technique to take decision about make or buy product, shut down or continue business or alternative decisions by buying.<br>**CO3:** Classify the budgets and preparation of budget to control the costs and improve the profitability. of specific to overall objects of business organisation.<br>**CO4:** Analyze the variance to control over cost and wastage of resources leads to enhance efficiency.<br>**CO5:** Evaluate the techniques of Management Accounting in managerial decision making. |
| BBAC22300 – Management Information System | **CO1:** Explain the Information Systems used in Business.<br>**CO2:** Make use of design, development, and security of Management Information System & its utility.<br>**CO3:** Classify the ethical and social issues in using information system.<br>**CO4:** Compile the utility of Decision Support System.<br>**CO5:** Prioritise the use and analysis of data and information for decision making. |

| | |
|---|---|
| GEC066013– Entrepreneurship<br>(from the pool of GE – Group B) | **CO1:** Define entrepreneurial behavior and its constituents list out the qualities of entrepreneur.<br>**CO2:** Relate various theories and concepts of entrepreneurship in their working & interpret the various government policies for Start-ups and SME sector.<br>**CO3:** Make use of entrepreneurial knowledge & process in the economic development.<br>**CO4:** Discover the obstacles in the way of women entrepreneurship and analyze the feasibility of any business project.<br>**CO1:** Select an industry for perusing entrepreneurial venture. |
| AECE55002– Biodiversity & Environmental Conservation (EVS-II) | **CO1:** Understand theoretical & Practical aspect of environment studies.<br>**CO2:** Acquire knowledge about environmental pollution sources, effects, and control measures of environmental pollution.<br>**CO3:** Analyze causes of environmental degradation<br>**CO4:** Apply innovations in business- an environmental Perspective<br>**CO5:** Explain different Environmental laws and policies. |
| SEC077004 – Ability and Skill Enhancement-IV | **CO1:** Design the resume and know about different format<br>**CO2:** Know and classify the different types of interviews i.e. Mock Interview, HR Expert Mock Interview, Telephonic Interviews.<br>**CO3:** Examine the Company Specific Research and Presentation.<br>**CO4:** Build conversation skill<br>**CO5:** Find out Industry suitable for internship or job. |
| VAC088015 – Business & Managerial Ethics (from the pool of VAC – Group B) | **CO1:** Understand the role of moral philosophy in shaping ethical decision-making processes.<br>**CO2:** Understand the arguments for and against ethics in business, including the ethical relativism perspective.<br>**CO3:** Understand how globalization poses challenges to ethical decision-making in businesses.<br>**CO4:** Analyze the ethical dimensions of hierarchical organizational structures and their impact on decision-making.<br>**CO5:** Evaluate the challenges and opportunities of integrating ethical values into global business operations. |

## 7. CO PO Mapping: Semester – IV

| BBAC21250 | PO1 | PO2 | PO3 | PO4 | PO5 | PO6 | PO7 | PO8 | PO9 | PO10 | PO11 | PO12 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CO1 | 2 | 2 | 3 | - | 2 | - | 2 | 2 | - | 2 | 3 | 3 |
| CO2 | - | 2 | 3 | 3 | 2 | - | - | - | 2 | 3 | - | 2 |
| CO3 | 2 | - | - | 3 | 3 | 2 | - | 3 | 2 | - | 3 | 3 |
| CO4 | 3 | 2 | 2 | 3 | 1 | - | 2 | - | - | 2 | 2 | 2 |
| CO5 | 3 | - | 3 | 3 | 3 | 3 | 2 | - | - | 3 | 2 | 3 |

| BBAC22200 | PO1 | PO2 | PO3 | PO4 | PO5 | PO6 | PO7 | PO8 | PO9 | PO10 | PO11 | PO12 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CO1 | 2 | 2 | 3 | 2 | - | - | 2 | 2 | - | 2 | 2 | 2 |
| CO2 | - | 3 | 2 | 2 | 2 | 2 | - | 2 | 2 | 3 | 2 | 3 |
| CO3 | 2 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 2 |
| CO4 | - | - | 2 | 3 | 3 | - | 3 | 3 | 2 | 2 | 3 | 3 |
| CO5 | 3 | - | 2 | 2 | 3 | - | 3 | 2 | 2 | 2 | 2 | 2 |

| BBAC21252 | PO1 | PO2 | PO3 | PO4 | PO5 | PO6 | PO7 | PO8 | PO9 | PO10 | PO11 | PO12 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CO1 | 3 | 2 | - | 2 | 3 | 3 | - | - | 2 | - | 3 | 3 |
| CO2 | 3 | - | - | 2 | - | 2 | 2 | 2 | 3 | 2 | 2 | 3 |
| CO3 | - | - | 2 | 2 | 3 | - | - | 2 | - | 2 | 2 | - |
| CO4 | 3 | 2 | 2 | - | 2 | - | 3 | - | 3 | - | - | 3 |
| CO5 | 3 | - | 2 | 3 | 3 | 3 | 3 | 3 | 3 | - | 3 | 3 |

| BBAC22300 | PO1 | PO2 | PO3 | PO4 | PO5 | PO6 | PO7 | PO8 | PO9 | PO10 | PO11 | PO12 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CO1 | - | 2 | 3 | 2 | 1 | - | 3 | 3 | 3 | 3 | 2 | - |
| CO2 | 2 | - | - | - | 2 | - | 3 | 3 | - | 3 | - | - |
| CO3 | 3 | 2 | 2 | 3 | 2 | 3 | - | 1 | 3 | 1 | 3 | 3 |
| CO4 | - | 2 | - | 2 | - | 3 | 3 | - | 3 | 2 | 3 | 3 |
| CO5 | 3 | 3 | 3 | 3 | 3 | - | 3 | - | 3 | - | 3 | 3 |

| GEC066013 | PO1 | PO2 | PO3 | PO4 | PO5 | PO6 | PO7 | PO8 | PO9 | PO10 | PO11 | PO12 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CO1 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 3 | 3 | 2 | - |
| CO2 | 3 | 2 | 2 | - | 3 | 2 | - | 3 | 3 | 3 | - | 3 |
| CO3 | 3 | - | 2 | 3 | 2 | 3 | 3 | 2 | - | 3 | 2 | 2 |
| CO4 | - | 2 | 2 | 3 | 2 | - | 2 | 2 | 3 | 3 | 2 | - |
| CO5 | 2 |  | 2 | - | 2 | 2 | - | 3 | 2 | 2 | 3 | 3 |

| AECE55002 | PO1 | PO2 | PO3 | PO4 | PO5 | PO6 | PO7 | PO8 | PO9 | PO10 | PO11 | PO12 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CO1 | - | - | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 2 | 3 | 3 |
| CO2 | 2 | 2 | 2 | - | - | 2 | - | 3 | - | - | - | - |
| CO3 | - | - | 3 | 2 | - | 3 | 3 | - | 3 | 2 | 3 | - |
| CO4 | 3 | - | - | 2 | 2 | 2 | 3 | - | - | 2 | - | - |
| CO5 | 2 | 3 | 2 | - | 2 | - | 2 | 3 | - | - | 2 | 2 |

| SEC077004 | PO1 | PO2 | PO3 | PO4 | PO5 | PO6 | PO7 | PO8 | PO9 | PO10 | PO11 | PO12 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CO1 | 3 | - | 2 | 3 | - | - | - | 3 | 3 | 3 | 2 | - |
| CO2 | - | 3 | - | 3 | 3 | 2 | - | 2 | 2 | - | - | 2 |
| CO3 | 2 | 2 | - | - | - | - | - | - | - | 3 | 2 | 2 |
| CO4 | 3 | 3 | 2 | 3 | 2 | 2 | - | 1 | 2 | - | - | - |
| CO5 | 3 | - | 3 | - | 3 | 2 | 3 | - | 2 | 2 | 2 | 2 |

| VAC088015 | PO1 | PO2 | PO3 | PO4 | PO5 | PO6 | PO7 | PO8 | PO9 | PO10 | PO11 | PO12 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CO1 | 3 | 2 | - | 2 | 1 | 2 | 3 | 3 | 3 | 3 | 2 | 3 |
| CO2 | 2 | - | 2 | 3 | - |  | 3 | - | 2 | - | 2 | - |
| CO3 | 3 | 2 | - | - | 2 | 3 |  | 1 | - | 1 | - | 3 |
| CO4 |  | 2 | - | 2 | 3 | - | - | 3 | 3 | - | 2 | 2 |
| CO5 | - | 3 | 3 | 3 | 3 | - | 3 | 3 | 3 | 3 | - | 3 |

# 8. Curriculum

## Course Name: Corporate Law
## Course Code: BBAC21250

**Objectives**

- To provide knowledge of different laws Related to corporate sector.
- To know about the structure of company from its formation to its working to its winding up provision regarding auditor, director, their remuneration.
- The objective of the course is to impart basic knowledge of the provisions of the Companies Act 2013 and the Depositories Act, 1996. Case studies involving issues in corporate laws are required to be discussed.

**Course Outline**

**Unit I: Introduction**
Administration of Company Law [including National Company Law Tribunal (NCLT), National Company Law Appellate Tribunal (NCLAT), Special Courts]; Characteristics of a company; lifting of corporate veil; types of companies including one person company, small company, and dormant company; association not for profit; illegal association; formation of company, on-line filing of documents, promoters, their legal position, pre-incorporation contract; on-line registration of a company.

**Unit II: Documents**
Memorandum of association, Articles of association, Doctrine of constructive notice and indoor management, prospector-shelf and red herring prospectus, misstatement in prospectus, GDR; book-building; issue, allotment and forfeiture of share, transmission of shares, buyback, and provisions regarding buyback; issue of bonus shares.

**Unit III: Management**
Classification of directors, women directors, independent director, small shareholder's director; disqualifications, director identity number (DIN); appointment; Legal positions, powers, and duties; removal of directors; Key managerial personnel, managing director, manager; Meetings: Meetings of shareholders and board of directors; Types of meetings, Convening and conduct of meetings, Requisites of a valid meeting, postal ballot, meeting through video conferencing, e-voting. Committees of Board of Directors - Audit Committee, Nomination and Remuneration Committee, Stakeholders Relationship Committee, Corporate Social Responsibility Committee.

**Unit IV: Dividends**
Dividends, Accounts, Audit: Provisions relating to payment of Dividend, Provisions relating to Books of Account, Provisions relating to Audit, Auditors' Appointment, Rotation of Auditors, Auditors' Report, Secretarial Audit. Winding Up: Concept and modes of Winding Up, Insider Trading, Whistle Blowing: Insider Trading; meaning & legal provisions; Whistle blowing: Concept and Mechanism.

**Unit V: Depositories Law**
The Depositories Act 1996 – Definitions; rights and obligations of depositories; participants issuers and beneficial owners; inquiry and inspections, penalty.

**Suggested Readings:**


1. MC Kuchhal, Modern Indian Company Law, Shri Mahavir Book Depot (Publishers), Delhi.
2. GK Kapoor and Sanjay Dhamija, Company Law, Bharat Law House, Delhi. 3. Anil Kumar, Corporate Laws, Indian Book House, Delhi.


## Course Name: Business Environment
## Course Code: BBAC22200

**Objectives**

- The objective of teaching the subject is to achieve recall and recognition abilities. To provide appropriate learning experience. An application objective is to achieve the abilities of reasoning, hypothesizing, inferring, and prediction. The perception and expectancies of the students play the significant role in predicting the Business Environment and to earn a living.
- To study the latest developments in business environment.
- The basic objective of this course is to familiarize the students with the nature and dimensions of evolving business environment in India to influence managerial decisions.

**Course Outline**

**Unit I: Introduction**
Overview of Indian Business Environment, Complexity and Diversity of Business Environment due to Globalization, Concept of Business Cycle, Need to scan the business environment and techniques of scanning the business environment.

**Types of Business and its Role:** Public Sector in India: Concepts, Philosophy and Objectives, Performance, Problems and Constraints. Disinvestment and Privatization, Joint sector and Cooperative sector in India.

**Unit II: Political Environment**
Three political institutions: Legislature, Executive and Judiciary; Fundamental rights and Directive Principles of state policy, Rationale and extent of state intervention.

**Legal Environment**: Company Regulatory Legislations in India, FEMA, EXIM policy. Competition Law, Consumer Protection Act 1986, Right to Information Act 2005.

**Unit III: Economic Environment**
Concept and Salient features of various economic system**,** New Industrial policy and industrial licensing; New Economic policies, Aspects of economic reforms and its effects on business, Emerging Economies specially focus on BRICS. Effect of recession on Business and remedies for that, Economic Planning in India: Objectives, Strategies and Evaluation of five year plan; Monetary and Fiscal Policy; Role of RBI, Stock Exchange and Role of SEBI.

**Unit IV: Social- Cultural Environment**
Cross-Cultural Business Environment due to globalization, Demographic conditions in India, change in buying pattern; **Technological Changes:** Innovation and technological changes and shorter span of Product Life Cycle is a challenge to the business.

**Ecological Environment:** Environment Protection: Green Management, Global Warming, Carbon Foot Printing, **Global Business Environment:** Impact of Multinational Corporation and Global Competitiveness.

**Suggested Readings**


1. Dr Francis Cherunilam, Business Environment Text & Cases, Himalaya Publishing.
2. S.K. Mishra, and V.K Puri, Economic Environment of Business, Himalaya Publishing
3. Paul Justine, Business Environment- Text and Cases, TATA McGraw Hill.
4. Aswathappa, Essential of Business Environment, Himalaya Publishing
5. P. K. Ghosh; Business Environment; Oxford University Press
6. V.K. Bhalla; Business Environment, Sultan Chand
7. SeikhSalim ; Business Environment. Pearson
8. Economic Survey, Government of India (Latest)


## Course Name: Management Accounting
## Course Code: BBAC21252

**Objectives**

- Management accounting is decision making course therefore a mix approach of Theory and Practical understanding will be used during the delivery of lectures so that the analytical skills of students is improved.
- The objective of the course is to familiarize the students with the basic management accounting concepts and their applications in managerial decision making.

**Course Outline**

**Unit I: Introduction**
Meaning, Nature, Scope, Functions, Relevance, Relationship of Management Accounting with Financial Accounting and Cost Accounting.

**Unit II: Marginal Costing**
Marginal Costing versus Absorption Costing, Cost-Volume-Profit Analysis and P/V Ratio Analysis and their implications, Concept and uses of Contribution & Breakeven Point and their analysis.

**Unit III: Budgeting**
Concept of Budget and Budgeting, Advantages and Limitations of Budget formation, Procedure of budget formation, Types of Budgets, Static and Flexible Budgeting, Preparation of Cash Budget, Sales Budget, Production Budget, Materials Budget, Capital Expenditure Budget, and Master Budget.

**Unit IV: Standard Costing**
Concept of standard costs, establishing various cost standards, calculation of Material Variance, Labor Variance and its applications and implications.

**Unit V: Responsibility Accounting**
Concept and various approaches to Responsibility Accounting, concept of investment center, cost center, profit center and responsibility center and its managerial implications, Transfer Pricing: concept, types & importance.

**Suggested Readings:**

1. Management Accounting, Tata McGraw-Hill, 2000, 3rd Ed).
2. Management Accounting, Pandey I M, Vikas Publications, 2004, 3rd Ed.)
3. Introduction to Management Accounting, Horngren et al: Pearson, 2002, 12th edition.
4. Management Accounting, S.N. Maheshwari, Sultan Chand & Sons.

## Course Name: Management Information Systems
## Course Code: BBAC22300

**Objectives**

- To impart conceptual knowledge of Information system used in Business.
- The objective of the course is to acquaint the students about the concept of information system in business organizations, and the management control systems.
- To learn the design, development, and security of Management Information Systems.
- To understand the various ethical and social issues in using Information Systems.
- To gain knowledge in various Decision Support Systems.

**Course Outline**

**Unit I: Introduction**
Definition, Purpose, Objectives and Role of MIS in Business Organization with reference to Management Levels, MIS in the Organization, Transaction Processing System, Decision Support System, Executive Information system, Expert System.

**Unit II: Information Concepts**
Data and Information – meaning and importance, Sources and Types of Information, Cost Benefit Analysis –Quantitative and Qualitative Aspects, Assessing Information needs of the Organization.

**Unit III: Concept of Decision**
Relevance of Information in Decision Making, Decision Types, Decision Structure, Decision Making Process, Decision Support System.

**Unit IV: System Development**
Concept of System, Types of Systems – Open, Closed, Deterministic, Probabilistic, etc. System Development Life Cycle, System Analysis, Design and Implementation, MIS Applications in Business.

**Unit V: Information Technology**
Recent Developments in the Field of Information Technology, Choice of appropriate IT Systems – Database, Data warehousing & Data mining Concepts, Centralized and Distributed Processing.

**Suggested Readings:**
1. Information Systems for Managers Arora, Ashok and Akshaya Bhatia, Excel Books, New Delhi.
2. Management Information Systems Basandra, Suresh K. Wheeler Publishing, New Delhi.
3. Javadekar, W.S.; *Management Information System,* Tata MacGraw Hill Publication, 2003.

# Course Name: Entrepreneurship
# (From the Pool of GE- Group B)
# Course Code: GEC066013

## Course Objectives

- To know about the importance of startups and government subsidies available for entrepreneur.
- The purpose of the paper is to orient the learner toward entrepreneurship as a career option and creative thinking and behavior.

## Course Outline

**Unit I: Introduction**
Meaning, elements, determinants and importance of entrepreneurship and creative behavior; Entrepreneurship and creative response to the society' problems and at work; Dimensions of entrepreneurship: intrapreneurship, technopreneurship, cultural entrepreneurship, international entrepreneurship, netpreneurship, ecopreneurship, and social entrepreneurship.

**Unit II: Entrepreneurship and Micro, Small and Medium Enterprises**
Concept of business groups and role of business houses and family business in India; The contemporary role models in Indian business: their values, business philosophy and behavioral orientations; Conflict in family business and its resolution.

**Unit III**
Public and private system of stimulation, support and sustainability of entrepreneurship. Requirement, availability and access to finance, marketing assistance, technology, and industrial accommodation, Role of industries/entrepreneur's associations and self-help groups, The concept, role and functions of business incubators, angel investors, venture capital and private equity fund.

**Unit IV: Sources of business ideas and tests of feasibility**
Significance of writing the business plan/ project proposal; Contents of business plan/ project proposal; Designing business processes, location, layout, operation, planning & control; preparation of project report (various aspects of the project report such as size of investment, nature of product, market potential may be covered); Project submission/ presentation and appraisal thereof by external agencies, such as financial/non-financial institutions.

**Unit V: Mobilizing Resource**
Mobilizing resources for start-up. Accommodation and utilities; Preliminary contracts with the vendors, suppliers, bankers, principal customers; Contract management: Basic start-up problems.

## Suggested Readings:


1. Kuratko and Rao, *Entrepreneurship: A South Asian Perspective,* Cengage Learning.
2. Robert Hisrich, Michael Peters, Dean Shepherd, *Entrepreneurship,* McGraw-Hill Education.
3. Desai, Vasant. *Dynamics of Entrepreneurial Development and Management*.

4. Mumbai, Himalaya Publishing House.

5. Dollinger, Mare J. *Entrepreneurship: Strategies and Resources*. Illinois, Irwin.
6. Holt, David H. *Entrepreneurship: New Venture Creation*. Prentice-Hall of India, New Delhi.
7. Plsek, Paul E. *Creativity, Innovation and Quality*. (Eastern Economic Edition), New Delhi: Prentice-Hall of India. ISBN-81-203-1690-8.
8. Singh, Nagendra P. *Emerging Trends in Entrepreneurship Development*. New Delhi: ASEED.
9. SS Khanka, *Entrepreneurial Development,* S. Chand & Co, Delhi.
10. K Ramachandran, *Entrepreneurship Development,* McGraw-Hill Education
11. SIDBI Reports on Small Scale Industries Sector.

## Course Name: Biodiversity & Environmental Conservation (EVS-II)

## Course Code: AECE55002

**Objectives:**

- To gain knowledge about the environment and its conservation along with sustainable development.
- To apply the concepts and principles of environmental science to propose solutions to specific environmental problems.
- To analyse environmental writings and predictions and their impact on subsequent developments in human relationship with the environment.
- To evaluate the adequacy of conclusions about environmental phenomena.

**Course Outline:**

**Unit I: Biodiversity and Conservation**
Levels of biological diversity: genetic, species and ecosystem diversity; Biogeographic zones of India; Biodiversity patterns and global biodiversity hot spots India as a mega-biodiversity nation; Endangered and endemic species of India. Threats to biodiversity: Habitat loss, poaching of wildlife, man-wildlife conflicts, biological invasions; Conservation of biodiversity: In-situ and Ex-situ conservation of biodiversity. Ecosystem and biodiversity services: Ecological, economic, social, ethical, aesthetic, and Informational value.

**Unit II: Environmental Pollution**
**Environmental Pollution:** types, causes, effects, and controls; Air, water, soil, and noise pollution nuclear hazards and human health risks, Solid waste management: Control measures of urban and industrial waste. Pollution case studies.

**Environmental Policies & Practices:** Sustainability and sustainable development. Climate change, global warming, ozone layer depletion, acid rain, and impacts on human communities and agriculture. Environment Laws: Environment Protection Act; Air (Prevention & Control of Pollution) Act; Water (Prevention and Control of Pollution) Act; Wildlife Protection Act; Forest Conservation Act. Nature reserves, tribal populations and rights, and human-wildlife conflicts in the Indian context.

**Unit III: Human Communities and the Environment**
**Human population growth:** Impacts on environment, human health, and welfare. Resettlement and rehabilitation of project-affected persons; case studies. Disaster management: floods, earthquakes, cyclones, and landslides. Environmental movements: Chipko, Silent Valley, Bishnoi's of Rajasthan. Environmental ethics: Role of Indian and other

religions and cultures in environmental conservation. Environmental communication and public awareness, case studies (e.g., CNG vehicles in Delhi).

**Fieldwork:** Visit an area to document environmental assets: river/ forest/ flora/fauna, etc. Visit to a local polluted site-Urban/Rural/Industrial/Agricultural. Study of common plants, insects, birds, and basic principles of identification. Study of simple ecosystems-pond, river, Delhi Ridge, etc.

**Suggested Readings:**


1. Pepper, I.L., Gerba, C.P. &Brusseau, M.L. 2011. Environmental and Pollution Science. Academic press, 2011.
2. Rao MN and Datta AK, 1987. Waste Water Treatment. Oxford and IBH Publishing Co. Pvt. Ltd.
3. Raven, P.H., Hassenzahl, D.M. & Berg, L.R. 2012. Environment. 8th edition. John Wiley & Sons.
4. Ricklefs, R. E., & Miller, G.L. 2000. Ecology. W. H. Freeman, New York.
5. Robbins, P. 2012. Political ecology: A critical introduction. John Wiley & Sons.
6. Rosencranz, A., Divan, S. & Noble, M.L. Environmental law, and policy in India. 2001. Tripathi 1992.
7. Sengupta, R. 2003. Ecology and economics (OUP): An approach to sustainable development." OUP Catalogue.
8. Singh, J.S., Singh, S.P. and Gupta, S.R. 2006. Ecology, Environment and Resource Ecology, Environment and Resource Conservation. Anamaya Publishers.
9. Sodhi, N.S., Gibson, L. & Raven, P.HG. (eds). 2013. Conservation biology: voices from the Tropics. John Wiley & Sons.
10. Van Leeuwen, C. J., &Vermeire, T. G. 2007. Risk assessment of chemicals.
11. World Commission on Environment and Development. 1987. Our Common Future. Oxford: Oxford University Press.


## Course Name: Ability & Skill Enhancement IV
## Course Code: SEC077004

**Objectives**

The objectives of the module are to make students self-confident individuals by developing leadership and organising skills; to guide students in making appropriate and responsible decisions; to give each student a realistic perspective of work-related skills and to help students prepare effective interview questions to conduct effective interviews.

**Course Outline - Final Assessment – Mock Interviews & PI Kit Submission**

**Unit I: Tele – Etiquettes**
Receiving Calls, placing a call, Ending Calls, transferring calls, Taking Message/ Voice Mails, Placing call on hold, Handling Complaints.

**Unit II: Confidence Building & Brain Storming**
How to build confidence by positive thinking, identifying negative thoughts, how to control negative thoughts entering our mind, identifying personal talents, and its ways to improve, how to develop good habits and having principles and always follow them.

Need to learn new things, ideas, and skills, what is brain storming, why do we need it, what are the different ways of brain storming through logics and reasoning, Brain Storming Session.

**Unit III: PI Kit**
What is resume, Format of Resume, Formatting, Resume Preparation, Covering Letter, PI Kit.

**Unit IV: Interview Skills**
Mastering the art of giving interviews in - selection or placement interviews, web /video conferencing, Mock Interview, HR Expert Mock Interview, Telephonic Interviews.

**Unit V: Internship Preparation: Company Specific Research and Presentation**
Identifying domain specific industries, researching the industry, Industry analysis, Presentation on specific industry/company.

## Course Name: Business & Managerial Ethics
## (From the pool of VAC Group B)
## Course Code: VAC088015

**Course Objective**

- Understand the role of moral philosophy in shaping ethical decision-making processes.
- Understand the arguments for and against ethics in business, including the ethical relativism perspective.
- Understand how globalization poses challenges to ethical decision-making in businesses.
- Analyze the ethical dimensions of hierarchical organizational structures and their impact on decision-making.
- Evaluate the challenges and opportunities of integrating ethical values into global business operations.

**Course Outline**

**Unit I: CSR in Business**
Concept of CSR; Changing expectation of society; Models of CSR: - Carroll's Model; Ackerman's Model. Importance of Social Responsibility of Business

**Unit II: Ethical Issues in Business: Marketing**
Characteristics of Free and Perfect competitive market, Monopoly oligopoly, Corruption and Bribery; Ethics in Advertising (Truth in Advertising).

**Unit III:**
**Finance:** Fairness and Efficiency in Financial Market, Insider Trading, Greenmail, Golden Parachute. **HR:** Workers Right and Duties: Workplace safety, sexual harassment, whistles blowing.

**Unit IV: Managerial Ethics**

Ethical Decision Making. Role of Moral philosophy in decision making; Argument for and against of Ethics in Business. The challenge of ethical issues due to Globalization. Power and Politics in Organization. Hierarchism as an organizational value. Indian ethos in Management.

**Suggested Readings**

1. Business Ethics Text and Cases, C.S.V. Murthy, Himalaya Publishing House.
2. Business Ethics, Francis & Mishra, TMH.
3. Business Ethics, Fernando A. C., Pearson.

**Note:** The review of syllabus happens on periodic basis for the benefit of the students and in case there are changes in curriculum due to review students would be intimated in writing.

## 9. Lesson Plans

**BBAC21250 –Corporate Law**

| Unit | Particulars | Class No. | Pedagogy of Class |
|---|---|---|---|
| | Introduction to Syllabus, CO's & PO's | C-1 | Lecture |
| Unit-I | Lifting of corporate veil, Types of company | C-2 | Lecture |
| Unit-I | One person Company, Small Company | C-3 | Lecture |
| Unit-I | NPA | C-4 | Lecture |
| Unit-I | Illegal Association | C-5 | Lecture |
| Unit-I | Dormant Company | C-6 | Lecture |
| Unit-I | Formation of company | C-7 | Lecture |
| Unit-I | Online filling documents | C-8 | Lecture |
| Unit-I | Promoter and their legal position | C-9 | Lecture |
| Unit-I | Pre incorporation contract | C-10 | Lecture |
| Unit-I | Online registration of company | C-11 | Lecture |
| Unit-I | Presentation I | C-12 | Presentation |
| Unit-I | NCLT, NCLAT | C-13 | Lecture |
| Unit-I | Clarification Class I | C-14 | Clarification Class |
| Unit-I | Memorandum of association | C-15 | Lecture |
| Unit-I | Article of association | C-16 | Lecture |
| Unit-I | Class Room Assignment I | C-17 | Class Room Assignment |
| Unit-II | Doctrine of constructive Notice | C-18 | Lecture |
| Unit-II | Doctrine of indoor management | C-19 | Lecture |
| Unit-II | Prospectus Meaning | C-20 | Lecture |
| Unit-II | Red Hiring Prospectus | C-21 | Lecture |
| Unit-II | Misstatement in prospectus | C-22 | Lecture |
| Unit-II | GDR, Book building | C-23 | Lecture |
| Unit-II | Issue, allotment and forfeiture of share | C-24 | Lecture |
| Unit-II | Transmission of share , Buyback Meaning | C-25 | Lecture |
| Unit-II | Provision Regarding Buy Back | C-26 | Lecture |
| Unit-II | Issue of Bonus Share | C-27 | Lecture |
| Unit-II | Provision regarding Bonus Share | C-28 | Lecture |
| Unit-II | Presentation II | C-29 | Presentation |
| Unit-II | Clarification Class II | C-30 | Clarification class |
| Unit-II | Classification of director, Women director | C-31 | Lecture |
| Unit-II | Class room Assignment II | C-32 | Class Room Assignment |
| Unit-III | DIN Appointment, Disqualification | C-33 | Lecture |
| Unit-III | Power of director | C-34 | Lecture |
| Unit-III | Legal position of director duties of director, Removal of director | C-35 | Lecture |
| Unit-III | KMP Managing director, manager | C-36 | Lecture |
| Unit-III | Meeting of shareholder and board of director | C-37 | Lecture |
| Unit-III | Types of meeting, Conduct of meeting, Requisites of valid meeting, Meeting through video conferencing, E- Voting | C-38 | Lecture |

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|---|---|---|---|
| Unit-III | Provision of meeting AGM, Committees of BOD | C-39 | Lecture |
| Unit-III | Quiz | C-40 | Quiz |
| Unit-III | Audit committee, Nomination Committee, Remuneration Committee | C-41 | Lecture |
| Unit-III | Class Assignment III | C-42 | Class Assignment |
| Unit-III | stakeholder relationship committee, CSR Committee | C-43 | Lecture |
| Unit-III | Clarification Class | C-44 | Clarification Class |
| Unit-IV | Dividend, Accounts: Meaning | C-45 | Lecture |
| Unit-IV | Presentation III | C-46 | Lecture |
| Unit-IV | Audit Meaning, Provision Related to dividend | C-47 | Presentation |
| Unit-IV | Provision Related to Books of accounts | C-48 | Lecture |
| Unit-IV | Provision Related to Audit, auditors' appointment | C-49 | Lecture |
| Unit-IV | Provision Related to Rotation of Auditor | C-50 | Lecture |
| Unit-IV | Auditor Report, Provision Regarding Auditor Report, Secretarial audit | C-51 | Lecture |
| Unit-IV | Winding up: Meaning, modes of winding up | C-52 | Lecture |
| Unit-IV | Class Room Assignment IV | C-53 | Classroom Assignment |
| Unit-IV | Insider trading, Provision for Insider trading | C-54 | Lecture |
| Unit-IV | Whistle blowing policy: Concept & Meaning, Whistle blowing Mechanism | C-55 | Lecture |
| Unit-IV | Clarification Class IV | C-56 | Clarification Class |
| Unit-V | Depository Act 1996, Rights of depository, Depository Act: Obligation of depository | C-57 | Lecture |
| Unit-V | Participant issuers, Beneficial Owner | C-58 | Lecture |
| Unit-V | Inquiry, inspection, Penalty | C-59 | Lecture |
| Unit-V | Clarification Class | C-60 | Clarification class |

**BBAC22200 –Business Environment**

| Unit | Particulars | Class No. | Pedagogy of Class |
|---|---|---|---|
| Unit-I | Introduction About the Subject & Basics about-Business: meaning, Characteristics, | C-1 | Lecture |
| Unit-I | Overview of Indian Business Environment, Complexity and Diversity of Business | C-2 | Lecture |
| Unit-I | Business Environment, Complexity and Diversity of Business | C-3 | Lecture |
| Unit-I | Environment due to Globalization | C-4 | Lecture |
| Unit-I | Concept of Business Cycle, need to scan the business environment | C-5 | Lecture |
| Unit-I | Techniques of scanning the business environment. | C-6 | Lecture |
| Unit-I | Class Room Assignment I | C-7 | Class Room Assignment |
| Unit-I | Types of Business and its Role: Public Sector in India: Concepts, Philosophy and Objectives | C-8,10 | Lecture |
| Unit-I | Activity | C-9 | Activity |
| Unit-I | Performance, Problems and Constraints. Disinvestment and Privatization, | C-11 | Lecture |
| Unit-I | Quiz I | C-12 | Quiz |
| Unit-I | Joint sector in India. | C-13 | Lecture |
| Unit-I | Cooperative sector in India. | C-14 | Lecture |
| Unit-I | Presentation I | C-15 | Presentation |
| Unit-I | Clarification Class I | C-16 | Clarification Class |
| Unit-II | Meaning of Political Institutions: Legislative, Executive and Judiciary | C-17 | Lecture |
| Unit-II | The Constitution of India: Preamble | C-18 | Lecture |
| Unit-II | The Fundamental Rights | C-19 | Lecture |
| Unit-II | Class Room Assignment II | C-20 | Class Room Assignment |
| Unit-II | The Directive Principles of State Policy | C-21 | Lecture |
| Unit-II | Rational and Extent of State Intervention | C-22 | Lecture |
| Unit-II | Legal Environment: Regulatory Legislations in India, FEMA, | C-23 | Lecture |
| Unit-II | Webinar | C-24 | Webinar |
| Unit-II | Export Import Policy of India | C-25 | Lecture |
| Unit-II | Competition Law, Competition Commission of India | C-26 | Lecture |
| Unit-II | Consumer protection Act 1986 | C-27 | Lecture |
| Unit-II | Right to Information Act 2005 | C-28 | Lecture |
| Unit-II | Take Home Assignment I | | Take Home Assignment |
| Unit-II | Activity Class | C-29 | Activity |
| Unit-II | Clarification Class II | C-30 | Clarification Class |
| Unit-III | Economic Environment: Concept and salient features of various economic systems | C-31 | Lecture |
| Unit-III | New Industrial Policy | C-32 | Lecture |
| Unit-III | Industrial Licensing Policy | C-33 | Lecture |
| Unit-III | New Economic Policy: Economic Reforms and its impact on Business | C-34 | Lecture |
| Unit-III | Emerging economies: BRICS | C-35 | Lecture |
| Unit-III | Policies to deal with economic Recession | C-36 | Lecture |

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|---|---|---|---|
| Unit-III | Presentation II | C-37 | Presentation |
| Unit-III | Webinar | C-38 | Webinar |
| Unit-III | Economic Planning in India: Strategies Evaluation of Five-Year plan | C-39 | Lecture |
| Unit-III | Activity Class | C-40 | Activity |
| Unit-III | Monetary and Fiscal Policy, Role of RBI, Stock Exchange, and SEBI | C-41 | Lecture |
| Unit-III | Take Home Assignment II | | Take Home Assignment |
| Unit-III | Activity Class | C-42 | Activity |
| Unit-III | Class Room Assignment III | C-43 | Class Room Assignment |
| Unit-III | Clarification Class III | C-44 | Clarification Class |
| Unit-IV | Socio Cultural Environment Cross cultural environment due to globalization | C-45 | Lecture |
| Unit-IV | Demographic conditions in India, change in buying pattern | C-46 | Lecture |
| Unit-IV | Quiz II | C-47 | Quiz |
| Unit-IV | Technological Environment, Definition Change, and shorter span of Product | C-48 | Lecture |
| Unit-IV | Ecological Environment: Environment Protection | C-49,50 | Lecture |
| Unit-IV | Green Management, Global Warming | C-51 | Lecture |
| Unit-IV | Carbon Foot Printing | C-52 | Lecture |
| Unit-IV | Activity Class | C-53 | Activity |
| Unit-IV | Global Business Environment: Meaning of Globalization | C-54 | Lecture |
| Unit-IV | MNCs and Global competitiveness | C-55,56 | Lecture |
| Unit-IV | Revision | C-57 | Lecture |
| Unit-IV | Take Home Assignment III | | Take Home Assignment |
| Unit-IV | Revision | C-58 | Lecture |
| Unit-IV | Revision | C-59 | Lecture |
| Unit-IV | Clarification Class IV | C-60 | Clarification Class |

**BBAC21252–Management Accounting**

| Unit | Particulars | Class No. | Pedagogy of Class |
|---|---|---|---|
| | Introduction to Syllabus, CO's & PO's | C-1 | Lecture |
| Unit-I | Management Accounting- Meaning, Nature, Characteristics and Scope | C-2,3 | Lecture |
| Unit-I | Functions and Relevance of Management Accounting | C-4 | Lecture |
| Unit-I | Relationship of Management Accounting with Financial Accounting | C-5 | Lecture |
| Unit-I | Relationship of Management Accounting with Cost Accounting. | C-6 | Lecture |
| Unit-I | Clarification Class | C-7 | Clarification Class |
| Unit-I | Take Home Assignments | | Take Home Assignments |
| Unit-II | Marginal Costing versus Absorption Costing | C-8 | Lecture |
| Unit-II | Cost-Volume-Profit Analysis and P/V Ratio Analysis | C-9,10,11 | Lecture |
| Unit-II | Breakeven Point and their analysis | C-12,13,14 | Lecture |
| Unit-II | Tutorial | C-15 | Tutorial |
| Unit-II | Class Room Assignment | C-16 | Class Room Assignment |
| Unit-II | Clarification Class | C-17 | Clarification Class |
| Unit-II | Presentation | C-18 | Presentation |
| Unit-II | Activity | C-19 | Activity |
| Unit-III | Concept of Budget and Budgeting, Advantages and Limitations of Budget formation, | C-20,21 | Lecture |
| Unit-III | Procedure of budget formation | C-22 | Lecture |
| Unit-III | Types of Budgets, Static and Flexible Budgeting | C-23,24,25,26 | Lecture |
| Unit-III | Preparation of Cash Budget | C-27,28,29 | Lecture |
| Unit-III | Production Budget | C-30,31,32 | Lecture |
| Unit-III | Materials Budget | C-33,34 | Lecture |
| Unit-III | Capital Expenditure Budget | C-35 | Lecture |
| Unit-III | Master Budget | C-36 | Lecture |
| Unit-III | Tutorial | C-37 | Tutorial |
| Unit-III | Class Room Assignment | C-38 | Class Room Assignment |
| Unit-III | Clarification Class | C-39 | Clarification Class |
| Unit-III | Take Home Assignments | | Take Home Assignments |
| Unit-IV | Standard Costing | C-40 | Lecture |
| Unit-IV | Concept of standard costs | C-41 | Lecture |
| Unit-IV | Establishing various cost standards | C-42 | Lecture |
| Unit-IV | Calculation of Material Variance, | C-43,44,45 | Lecture |
| Unit-IV | Labor Variance and its applications and implications | C-46,47,48 | Lecture |
| Unit-IV | Tutorial | C49 | Tutorial |
| Unit-IV | Class Room Assignment | C-50 | Class Room Assignment |
| Unit-IV | Clarification Class | C-51 | Clarification Class |
| Unit-IV | Take Home Assignments | | Take Home Assignments |
| Unit-IV | Activity | C-52 | Activity |

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| Unit-IV | Presentation | C-53 | Presentation |
| Unit-V | Responsibility Accounting | C-54 | Lecture |
| Unit-V | Concept and various approaches to Responsibility Accounting, | C-55 | Lecture |
| Unit-V | Concept of investment center, cost center, | C-56 | Lecture |
| Unit-V | Responsibility center and its managerial implications, | C-57 | Lecture |
| Unit-V | Transfer Pricing: concept, types & importance. | C-58 | Lecture |
| Unit-V | Tutorial | C-59 | Tutorial |
| Unit-V | Clarification Class | C-60 | Clarification Class |

**BBAC22300 –Management Information System**

| Unit | Particulars | Class No. | Pedagogy of Class |
|---|---|---|---|
| | Introduction to Syllabus, CO's & PO's | C-1 | Lecture |
| Unit-I | Definition, Purpose, Objectives and Role of MIS in Business Organization | C-2 | Lecture |
| Unit-I | Reference to Management Levels | C-3 | Lecture |
| Unit-I | MIS in the Organization | C-4 | Lecture |
| Unit-I | Transaction Processing System | C-5 | Lecture |
| Unit-I | Decision Support System | C-6,7 | Lecture |
| Unit-I | Executive Information system | C-8 | Lecture |
| Unit-I | Expert System | C-9 | Lecture |
| Unit-I | Clarification Class I | C-10 | Clarification Class |
| Unit-I | Class Room Assignment I | C-11 | Class Assignment |
| Unit-I | Presentation I | C-12 | Presentation |
| Unit-I | Quiz I | C-13 | Quiz |
| Unit-II | Data and Information | C-14 | Lecture |
| Unit-II | Meaning and importance of MIS | C-15 | Lecture |
| Unit-II | Sources and Types of Information | C-16 | Lecture |
| Unit-II | Cost Benefit Analysis | C-17,18 | Lecture |
| Unit-II | Quantitative and Qualitative Aspects | C-19,20 | Lecture |
| Unit-II | Assessing Information needs of the Organization | C-21,22 | Lecture |
| Unit-II | Clarification Class II | C-23 | Clarification Class |
| Unit-II | Class Room Assignment II | C-24 | Class Assignment |
| Unit-II | Presentation II | C-25 | Presentation |
| Unit-II | Quiz II | C-26 | Quiz |
| Unit-II | Take Home Assignments I | | Home Assignments |
| Unit-III | Relevance of Information in Decision Making | C-27,28 | Lecture |
| Unit-III | Decision Types | C-29,30 | Lecture |
| Unit-III | Decision Structure, Decision Making Process | C-31,32,33 | Lecture |
| Unit-III | Decision Support System | C-34,35 | Lecture |
| Unit-III | Clarification Class III | C-36 | Clarification Class |
| Unit-III | Class Room Assignment III | C-37 | Class Assignment |
| Unit-III | Presentation III | C-38 | Presentation |
| Unit-III | Take Home Assignments II | | Home Assignments |
| Unit-IV | Concept of System: Types of Systems | C-39 | Lecture |
| Unit-IV | Open, Closed, Deterministic, Probabilistic, etc. | C-40,41 | Lecture |
| Unit-IV | System Development Life Cycle | C-42,43 | Lecture |
| Unit-IV | System Analysis, Design, and Implementation | C-44,45 | Lecture |
| Unit-IV | MIS Applications in Business | C-46,47 | Lecture |
| Unit-IV | Clarification Class IV | C-48 | Clarification Class |
| Unit-IV | Activity I | C-49 | Activity |

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|---|---|---|---|
| Unit-V | Recent Developments in the Field of IT | C-50,52 | Lecture |
| Unit-V | Choice of appropriate IT Systems | C-53,54 | Lecture |
| Unit-V | Database, Data warehousing & Data mining Concepts | C-55,56 | Lecture |
| Unit-V | Centralized and Distributed Processing | C-57,58 | Lecture |
| Unit-V | Class Room Assignment IV | C-59 | Class Assignment |
| Unit-V | Clarification Class V | C-60 | Clarification Class |

**GEC066013– Entrepreneurship (From the pool of GE - Group B)**

| Unit | Particulars | Class No. | Pedagogy of Class |
|---|---|---|---|
| Unit-I | Meaning, elements and determinants | C-1 | Lecture |
| Unit-I | Creative behaviour & Entrepreneur | C-2 | Lecture |
| Unit-I | Creative response to society, Problems at work | C-3 | Lecture |
| Unit-I | Dimension of entrepreneurship | C-4 | Lecture |
| Unit-I | Importance of entrepreneurship | C-5 | Lecture |
| Unit-I | Class Room Assignment | C-6 | Lecture |
| Unit-I | Entrepreneurship | C-7 | Lecture |
| Unit-I | Technopreneurship, Social Entrepreneurship | C-8 | Lecture |
| Unit-I | Culture and international entrepreneurship | C-9 | Lecture |
| Unit-I | Webinar | C-10 | Webinar |
| Unit-I | Clarification class | C-11 | Clarification class |
| Unit-I | Presentation | C-12 | Presentation |
| Unit-II | MSME | C-13 | Lecture |
| Unit-II | Case- Lecture | C-14 | Lecture |
| Unit-II | Concept of business group, Role of Business house and family business in India | C-15 | Lecture |
| Unit-II | Contemporary role model in Indian business & their business philosophy | C-16 | Lecture |
| Unit-II | Contemporary role model in Indian business& Their Values | C-17 | Lecture |
| Unit-II | Behavioural orientation | C-18 | Lecture |
| Unit-II | Guest Lecture | C-19 | Guest Lecture |
| Unit-II | Conflicts in Family Business | C-20 | Lecture |
| Unit-II | Conflicts in Family Business & Resolution | C-21 | Lecture |
| Unit-II | Take Home Assignment | | Home Assignment |
| Unit-II | Clarification class | C-22 | Clarification class |
| Unit-III | Public /Private system of stimulation | C-23 | Lecture |
| Unit-III | Class Room Assignment | C-24 | Class Room Assignment |
| Unit-III | Support and Sustainability of entrepreneurship | C-25 | Lecture |
| Unit-III | Availability and access to finance, Marketing assistance | C-26 | Lecture |
| Unit-III | Marketing assistance, Technology and industrial accommodation | C-27 | Lecture |
| Unit-III | Seminar | C-28 | Seminar |
| Unit-III | Role of Industries/association/Self-help group | C-29 | Lecture |
| Unit-III | concept, Role & Function of business incubators | C-30 | Lecture |
| Unit-III | Class Room Assignment | C-31 | Class Assignment |
| Unit-III | Angel investors | C-32 | Lecture |
| Unit-III | venture Capital, Private Equity Fund | C-33 | Lecture |
| Unit-III | Clarification class | C-34 | Clarification class |
| Unit-IV | Sources of Business Idea | C-35 | Lecture |
| Unit-IV | Significance of writing the business plan | C-36 | Lecture |
| Unit-IV | Project proposal: Content of business plan | C-37 | Lecture |
| Unit-IV | Clarification Class | C-38 | Clarification class |
| Unit-IV | Take Home Assignment | | Home Assignment |
| Unit-IV | Designing of business process | C-39 | Lecture |
| Unit-IV | Preparation of project (Market potential) | C-40 | Lecture |
| Unit-IV | Quiz | C-41 | Quiz |
| Unit-IV | Project submission | C-42 | Lecture |

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| Unit-IV | Appraisal by external agency | C-43 | Lecture |
| Unit-IV | Appraisal by external agency | C-44 | Lecture |
| Unit-IV | Appraisal by non-financial institution | C-45 | Lecture |
| Unit-IV | Clarification Class | C-46 | Clarification Class |
| Unit-IV | Presentation | C-47 | Presentation |
| Unit-V | Mobilizing resources for start up | C-48 | Lecture |
| Unit-V | Guest Lecture | C-49 | Guest Lecture |
| Unit-V | Start up Accommodation | C-50 | Lecture |
| Unit-V | Start up utilities | C-51 | Lecture |
| Unit-V | Class Room Assignment | C-52 | Class Assignment |
| Unit-V | Clarification Class | C-53 | Clarification Class |
| Unit-V | Preliminary contract with Suppliers, Vendor | C-54 | Lecture |
| Unit-V | Preliminary Contract with Banker, Principal Customer | C-55 | Lecture |
| Unit-V | Preliminary Contract with Banker, Principal Customer | C-56 | Lecture |
| Unit-V | Contract management | C-57 | Lecture |
| Unit-V | Basic start up problem | C-58 | Lecture |
| Unit-V | Presentation | C-59 | Presentation |
| Unit-V | Clarification Class | C-60 | Clarification Class |

**AECE55002– Biodiversity & Environmental Conservation (EVS-II)**

| Unit | Particulars | Class No. | Pedagogy of Class |
|---|---|---|---|
| | Introduction to Syllabus, CO's & PO's | C-1 | Lecture |
| Unit-I | Introduction to Biodiversity and Conservation | C-2 | Lecture |
| Unit-I | Biogeographic zones of India, Levels of biological diversity: genetic, species and ecosystem diversity | C-3 | Lecture |
| Unit-I | Biodiversity patterns and global biodiversity hot spots India as a mega-biodiversity nation | C-4 | Lecture |
| Unit-I | Endangered and endemic species of India | C-5 | Lecture |
| Unit-I | Threats to biodiversity: Habitat loss, poaching of wildlife, man-wildlife conflicts, biological invasions; | C-6 | Lecture |
| Unit-I | Conservation of biodiversity: In-situ and Ex-situ conservation of biodiversity | C-7 | Lecture |
| Unit-I | Ecosystem and biodiversity services: Ecological, economic, social, ethical, aesthetic and Informational value | C-8 | Lecture |
| Unit-I | Take Home Assignment I | | Take Home Assignment |
| Unit-I | Clarification Class I | C-9 | Clarification Class |
| Unit-II | Environmental Pollution: Introduction | C-10 | Lecture |
| Unit-II | Environmental Pollution: types, causes, effects, and controls; Air, water, soil, and noise pollution | C-11 | Lecture |
| Unit-II | Presentation I | C-12 | Presentation |
| Unit-II | Classroom Assignment I | C-13 | Classroom Assignment |
| Unit-II | Nuclear hazards and human health risks | C-14 | Lecture |
| Unit-II | Solid waste management: Control measures of urban and industrial waste | C-15 | Lecture |
| Unit-II | Pollution case studies, Environmental Policies & Practices: Sustainability and sustainable development | C-16 | Lecture |
| Unit-II | Classroom Assignment II | C-17 | Classroom Assignment |
| Unit-II | Climate change, global warming, ozone layer depletion, acid rain, and impacts on human communities and agriculture | C-18 | Lecture |
| Unit-II | Environment Laws: Environment Protection Act; Air (Prevention & Control of Pollution) Act; | C-19 | Lecture |
| Unit-II | Take Home Assignment II | | Take Home Assignment |
| Unit-II | Clarification Class II | C-20 | Clarification Class |
| Unit-III | Human Communities and the Environment-Introduction | C-21 | Lecture |
| Unit-III | Human population growth: Impacts on environment, human health and welfare | C-22 | Lecture |
| Unit-III | Resettlement and rehabilitation of project-affected persons | C-23 | Lecture |
| Unit-III | Classroom Assignment III | C-24 | Classroom |

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| | | | Assignment |
| Unit-III | Presentation II | C-25 | Presentation |
| Unit-III | Case studies (e.g., CNG vehicles in Delhi). | C-26 | Lecture |
| Unit-III | Take Home Assignment III | | Take Home Assignment |
| Unit-III | Fieldwork; Visit an area to document environmental assets: river/ forest/ flora/fauna, etc. | C-27 | Lecture |
| Unit-III | Visit to a local polluted site-Urban/Rural/Industrial/Agricultural. Study of common plants, insects, birds, and basic principles of identification | C-28 | Activity |
| Unit-III | Study of simple ecosystems-pond, river, Delhi Ridge, etc. | C-29 | Activity |
| Unit-III | Clarification Class III | C-30 | Clarification Class |

**SEC077004 –Ability and Skill Enhancement-IV**

| Unit | Particulars | Class No. | Pedagogy of Class |
|---|---|---|---|
| | Introduction to Syllabus, CO's & PO's | C-1 | Lecture |
| Unit-I | Receiving Calls, placing a call, Ending Calls, transferring calls, Taking Message/ Voice Mails, Placing call on hold | C-2 | Lecture |
| Unit-I | Handling Complaints | C-3 | Lecture |
| Unit-I | Telephonic Conversation | C-4 | Class Assignment |
| Unit-II | How to build confidence by positive thinking, | C-5 | Lecture |
| Unit-II | Identifying negative thoughts, how to control negative thoughts entering our mind, identifying personal talents, and its ways to improve | C-6 | Lecture |
| Unit-II | How to develop good habits and having principles and always follow them | C-7 | Lecture |
| Unit-II | Need to learn new things, ideas and skills | C-8 | Lecture |
| Unit-II | what is brain storming, why do we need it, | C-9 | Lecture |
| Unit-II | what are the different ways of brain storming through logics and reasoning | C-10 | Lecture |
| Unit-II | Brain Storming Session - Assignment | C-11 | Activity |
| Unit-II | Presentation | C-12 | Presentation |
| Unit-III | What is resume | C-13 | Lecture |
| Unit-III | Format of Resume, Formatting | C-14 | Lecture |
| Unit-III | Resume Preparation | | Lecture |
| Unit-III | Covering Letter, PI Kit | C-15 | Lecture |
| Unit-IV | Mastering the art of giving interviews in | C-16 | Lecture |
| Unit-IV | Selection or placement interviews | C-17 | Lecture |
| Unit-IV | Web /video conferencing | C-18 | Activity |
| Unit-IV | Mock Interview (Questions) | C-19,20 | Lecture |
| Unit-IV | HR Expert Mock Interview | C-21 | Class Assignment |
| Unit-IV | Telephonic Interviews | C-22 | Activity |
| Unit-IV | Class Room Assignment | C-23 | Class Assignment |
| Unit-V | Identifying domain specific industries | C-24 | Lecture |
| Unit-V | Identifying domain specific industries – Assignment | C-25 | Activity |
| Unit-V | Take Home Assignment | | Home Assignments |
| Unit-V | Industry analysis | C-26 | Lecture |
| Unit-V | Presentation on specific industry/company | C-27 | Presentation |
| Unit-V | Webinar | C-28 | Webinar |
| Unit-V | Guest Lecture | C-29 | Guest lecture |
| Unit-V | Home Assignment | | Home Assignments |
| Unit-V | Clarification Class | C-30 | Clarification Class |

**VAC088015–Business & Managerial Ethics (From the pool of VAC Group B)**

| Unit | Particulars | Class No. | Pedagogy of Class |
|---|---|---|---|
| | Introduction to Syllabus, CO's & PO's | C-1 | Lecture |
| Unit-I | Concept of CSR; Changing expectation of society | C-2 | Lecture |
| Unit-I | Models of CSR: - Carroll's Model | C-3 | Lecture |
| Unit-I | Models of CSR Ackerman's Model | C-4 | Lecture |
| Unit-I | Quiz | C-5 | Quiz |
| Unit-I | Importance of Social Responsibility of Business | C-6 | Lecture |
| Unit-I | Clarification Class I | C-7 | Clarification Class |
| Unit-II | Ethical Issues in Business: Marketing | C-8 | Lecture |
| Unit-II | Characteristics of Free and Perfect competitive market, Monopoly Market, Oligopoly Market | C-9 | Lecture |
| Unit-II | Classroom Assignment I | C-10 | Classroom Assignment |
| Unit-II | Corruption and Bribery | C-11 | Presentation |
| Unit-II | Presentation I | C-12 | Quiz |
| Unit-II | Ethics in Advertising (Truth in Advertising) | C-13 | Lecture |
| Unit-II | Truthfulness in Vyavahār (Business Dealings) from Arthashastra & Manusmriti | C-14 | Lecture |
| Unit-II | Quiz II | C-15 | Lecture |
| Unit-II | Classroom Assignment II | C-17 | Classroom Assignment |
| Unit-II | Clarification Class II | C-18 | Clarification Class |
| Unit-III | Finance: Fairness and Efficiency in Financial Market, Insider Trading | C-19 | Lecture |
| Unit-III | Greenmail, Golden Parachute | C-20 | Lecture |
| Unit-III | HR: Workers Right and Duties: Workplace safety, sexual harassment, whistles blowing. | C-21 | Lecture |
| Unit-III | Presentation II | C-22 | Presentation |
| Unit-III | Clarification Class III | C-23 | Clarification Class |
| Unit-IV | Managerial Ethics-Ethical Decision Making; Role of Moral philosophy in decision making | C-24 | Lecture |
| Unit-IV | Argument for and against of Ethics in Business | C-25 | Lecture |
| Unit-IV | Power and Politics in Organization | C-26 | Lecture |
| Unit-IV | Classroom assignment-III | C-27 | Classroom assignment |
| Unit-IV | Hierarchism as an organizational value. Indian ethos in Management | C-28 | Lecture |
| Unit-IV | Application of Yamas and Niyamas from Patanjali's Yoga Sutras in personal and professional ethical conduct. | C-29 | Lecture |
| Unit-IV | Clarification Class IV | C-30 | Clarification Class |

**Note:**
This is a tentative lesson plan. The same may change from faculty to faculty as per the teaching pedagogy adopted by the faculty.

**---------- End of document----------**

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