

# MASTER OF BUSINESS ADMINISTRATION

Duration: 24 Months (2 Years) Eligibility: Graduate in Management

## COURSE STRUCTURE OF MBA Ist SEMESTER

Course Details				External Assessment		Internal Assessment				Credit Distribution			Allotted Credits
Course Code	Course Type	Course Title	Total Marks	Major		Minor		Sessional		L	T	P	Subject wise Distribution
				Max Marks	Min Marks	Max Marks	Min Marks	Max Marks	Min Marks				
<b>Theory Group</b>													
6MMBA 101	<b>Core Course</b>	Management Process and Organizational Behavior	100	50	17	20	08	30	12	3	1	-	4
6MMBA 102	<b>Core Course</b>	Quantitative Method	100	50	17	20	08	30	12	3	1	-	4
6MMBA 103	<b>Core Course</b>	Managerial Economics	100	50	17	20	08	30	12	3	1	-	4
6MMBA 104	<b>Core Course</b>	Environment Analysis and Management	100	50	17	20	08	30	12	3	1	-	4
6MMBA 105	<b>Core Course</b>	Managerial Skill Development	100	50	17	20	08	30	12	3	1	-	4
6MMBA 106	<b>Core Course</b>	Accounting for Managers	100	50	17	20	08	30	12	3	1	-	4
6MMBA 107	<b>Core Course</b>	Computer Application for Managers	100	50	17	20	08	30	12	3	1	-	4
6MMBA 108	<b>Core Course</b>	Business ethics & CSR	100	50	17	20	08	30	12	3	1	-	4
<b>Practical Group</b>				<b>Term End Practical Exam</b>				<b>Sectional</b>					
6MMBA 107	<b>Practical</b>	Computer Application for Managers	50	25	8	-	-	25	8	-	-	2	2
<b>Grand Total</b>			<b>850</b>							<b>24</b>	<b>8</b>	<b>2</b>	<b>34</b>

Minimum Passing Marks are equivalent to Grade D

L- Lectures T- Tutorials P- Practical

Major- Term End Theory Exam

Minor- Pre University Test

Sessional weightage – Attendance 50%, Three Class Tests/Assignments 50%

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Course Code	Course Type	Course Title	Total Marks	Major		Minor		Sessional		L	T	P	Subject wise Distribution
				Max Marks	Min Marks	Max Marks	Min Marks	Max Marks	Min Marks				
<b>Theory Group</b>													
6MMBA 201	<b>Core Course</b>	Business policy and Strategic analysis	100	50	17	20	08	30	12	3	1	-	4
6MMBA 202	<b>Core Course</b>	Management science	100	50	17	20	08	30	12	3	1	-	4
6MMBA 203	<b>Core Course</b>	Human Resource Management	100	50	17	20	08	30	12	3	1	-	4
6MMBA 204	<b>Core Course</b>	Financial Management	100	50	17	20	08	30	12	3	1	-	4
6MMBA 205	<b>Core Course</b>	Marketing Management	100	50	17	20	08	30	12	3	1	-	4
6MMBA 206	<b>Core Course</b>	Production & operation Management	100	50	17	20	08	30	12	3	1	-	4
6MMBA 207	<b>Core Course</b>	Research Methodology	100	50	17	20	08	30	12	3	1	-	4
6MMBA 208	<b>Core Course</b>	International Business	100	50	17	20	08	30	12	3	1	-	4
<b>Skill Course</b>								<b>Sectional</b>					
*	<b>Skill Enhancement</b>	Skill Enhancement Elective Course-1	50	-	-	-	-	50	20	1	-	1	2
	<b>Grand Total</b>		<b>850</b>							<b>25</b>	<b>8</b>	<b>1</b>	<b>34</b>

Minimum Passing Marks are equivalent to Grade D

Major- Term End Theory Exam/ Practical Exam

Minor- Pre University Test

Sessional weightage – Attendance 50%, Three Class Tests/Assignments 50%

Skill Elective I – Any other course being offered in this semester as per the list given at the end of course structure.

L- Lectures T- Tutorials P- Practical

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## COURSE STRUCTURE OF MBA IIIrd SEMESTER

Course Details				External Assessment		Internal Assessment				Credit Distribution			Allotted Credits
Course Code	Course Type	Course Title	Total Marks	Major		Minor		Sessional		L	T	P	Subject wise Distribution
				Max Marks	Min Marks	Max Marks	Min Marks	Max Marks	Min Marks				
<b>Theory Group</b>													
6MMBA 301	<b>Core Course</b>	Business legislation	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 1 - Paper I	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 1 - Paper II	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 1 - Paper III	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 2 - Paper I	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 2 - Paper II	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 2 - Paper III	100	50	17	20	08	30	12	3	1	-	4
<b>Practical Group</b>				<b>Term End Practical Exam</b>				<b>Sectional</b>					
6MMBA 342	<b>Project/Dissertation/Internships &amp; Viva Voce</b>	Summer Training Project & Viva	100	50	17	-	-	50	20	-	-	4	4
<b>Skill Course</b>								<b>Sectional</b>					
*	<b>Skill Enhancement</b>	Skill Enhancement Elective Course-II	50	-	-	-	-	50	20	1	-	1	2
<b>Grand Total</b>			<b>850</b>							<b>22</b>	<b>07</b>	<b>5</b>	<b>34</b>

**Minimum Passing Marks are equivalent to Grade D**

**L- Lectures T- Tutorials P- Practical**

**Major- Term End Theory Exam/ Practical Exam**

**Minor- Pre University Test**

**Sessional weightage – Attendance 50%, Three Class Tests/Assignments 50%**

**Skill Elective II – Any other course being offered in this semester as per the list given at the end of course structure.**

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## COURSE STRUCTURE OF MBA IVth SEMESTER

Course Details				External Assessment		Internal Assessment				Credit Distribution			Allotted Credits
Course Code	Course Type	Course Title	Total Marks	Major		Minor		Sessional		L	T	P	Subject wise Distribution
				Max Marks	Min Marks	Max Marks	Min Marks	Max Marks	Min Marks				
<b>Theory Group</b>													
6MMBA 401	<b>Core Course</b>	MIS & Decision Support System	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 1 - Paper IV	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 1 - Paper V	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 1 - Paper VI	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 2 - Paper IV	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 2 - Paper V	100	50	17	20	08	30	12	3	1	-	4
#	<b>Core Course</b>	Group 2 - Paper VI	100	50	17	20	08	30	12	3	1	-	4
<b>Practical Group</b>				<b>Term End Practical Exam</b>				<b>Sectional</b>					
6MMBA 442	<b>Project/Dissertation/Internships &amp; Viva Voce</b>	Final Project & Viva Voce	100	50	17	-	-	50	20	-	-	4	4
<b>Grand Total</b>			<b>800</b>							<b>21</b>	<b>07</b>	<b>4</b>	<b>32</b>

Minimum Passing Marks are equivalent to Grade D

L- Lectures T- Tutorials P- Practical

Major- Term End Theory Exam/ Practical Exam

Minor- Pre University Test

Sessional weightage – Attendance 50%, Three Class Tests/Assignments 50%

Compulsory Project/Dissertation & Viva Voce in Disciplinary specific elective. Compulsory one paper presentation certificate in related discipline.

# 3rd Semester Specialization - Choose any two group from the following

<b>(Marketing Group)</b>	
6MMBA302	Consumer Behaviour
6MMBA303	Advertisement & Sales Promotion
6MMBA304	Marketing of Non-Profit Organization
6MMBA305	Industrial Marketing
6MMBA306	Product and Brand Management
<b>(HR Group)</b>	
6MMBA307	Management Training and Development
6MMBA308	Human Resource Planning and Development
6MMBA309	Legal Framework governing Human Relations
6MMBA310	Compensation Management
6MMBA311	Performance Management
<b>(Finance Group)</b>	
6MMBA312	Security Analysis and portfolio Management
6MMBA313	Tax Management & Planning
6MMBA314	Financial Institution & Services
6MMBA315	Management Control System
6MMBA316	Behavioural Finance
<b>(IT Group)</b>	
6MMBA317	Enterprise Resource Planning
6MMBA318	System Analysis and Design
6MMBA319	Technology Assessment & Forecasting
6MMBA320	Technology Commercialization & Transfer
6MMBA321	Research & Development Management
<b>(Agri Business Group)</b>	
6MMBA322	Seed Production Technology
6MMBA323	Technology & Management of Livestock Products
6MMBA324	Technology & Management of Agro Chemicals
6MMBA325	Problematic soils and Their Management
6MMBA326	Fundamentals of Agronomy
<b>(Retail Group)</b>	
6MMBA327	Retail Practices
6MMBA328	Retail Marketing
6MMBA329	Stores Management
6MMBA330	Brand Management
6MMBA331	Retail Techniques & Skill
<b>(Production Group)</b>	
6MMBA332	Operation Planning and Control
6MMBA333	Supply Chain Management
6MMBA334	Quality Management
6MMBA335	Logistics Management
6MMBA336	Maintenance Management
<b>(Travel &amp; Tourism Group)</b>	
6MMBA337	Tourism Principles & Practices
6MMBA338	Tourism Product of India
6MMBA339	Destination Planning & Development
6MMBA340	Travel Agency & Tour Operations Management
6MMBA341	Event Management

# 4th Semester Specialization – Choose any two group from the following

<b>(Marketing Group)</b>	
6MMBA402	Service Marketing
6MMBA403	International Marketing
6MMBA404	Digital marketing
6MMBA405	Retail Management
6MMBA406	Agriculture and Rural Marketing
<b>(HR Group)</b>	
6MMBA407	Management of Industrial Relations
6MMBA408	Organizational Change And Intervention Strategies
6MMBA409	International Human Resource Management
6MMBA410	Stress Management
6MMBA411	Indian philosophy and Leadership Excellence
<b>(Finance Group)</b>	
6MMBA412	Working Capital Management
6MMBA413	Financial Derivatives
6MMBA414	Banking & Finance
6MMBA415	Risk Management
6MMBA416	Entrepreneurial Finance
<b>(IT Group)</b>	
6MMBA417	Intellectual Property Rights
6MMBA418	Managing Technological Innovation
6MMBA419	E-Business Management
6MMBA420	Software Project & Quality Management
6MMBA421	Data Mining & Business Intelligence
<b>(Agri Business Group)</b>	
6MMBA422	Management of Floriculture & Landscaping
6MMBA423	Fundamentals of Soil Science
6MMBA424	Rainfed Agriculture & Watershed Management
6MMBA425	Farming System and Sustainable Agriculture
6MMBA426	Crop Production Tech. ( kharif Crop)
<b>(Retail Group)</b>	
6MMBA427	Retail Strategies
6MMBA428	Retail Information Technology
6MMBA429	Global Retailing
6MMBA430	Mall & Risk Management
6MMBA431	Customer Relationship Management
<b>(Production Group)</b>	
6MMBA432	Manufacturing Strategy
6MMBA433	Product Design & Development
6MMBA434	Materials Management
6MMBA435	World Class Manufacturing
6MMBA436	Project Management
<b>(Travel &amp; Tourism Group)</b>	
6MMBA437	Room Division Management
6MMBA438	Food & Beverage Management
6MMBA439	Facility & Security Management
6MMBA440	Food Safety & Quality
6MMBA441	E-Tourism Management

## SKILL ENHANCEMENT ELECTIVE COURSES

<b>Non-Technical</b>			
<b>Elective No.</b>	<b>Department/ Faculty Name</b>		
	<b>Faculty of Information Technology</b>		
I	SCIT 201	Data Entry Operation	2(1+0+1)
II	SCIT 301	Multimedia	2(1+0+1)
III	SCIT 501	Web Designing with HTML	2(1+0+1)
IV	SCMIT 201	Web Development	2(1+0+1)
V	SCMIT 301	LINUX	2(1+0+1)
	<b>Faculty of Management</b>		
I	SMGT 201	Briefing and Presentation Skills	2(1+0+1)
II	SMGT 301	Resolving Conflicts and Negotiation Skills	2(1+0+1)
III	SMGT 802	Entrepreneurship Development	2(1+0+1)
	<b>Faculty of Commerce</b>		
I	SCOM 201	Tally ERP 9	2(1+0+1)
II	SCOM 302	Multimedia	2(1+0+1)
III	SCOM 803	Data Analyst	2(1+0+1)
	<b>Faculty of Humanities</b>		
I	SHBA 301	Pursuing Happiness	2(1+0+1)
II	SHBA302	Communication Skill and Personality Development	2(1+0+1)
III	SHMA301	Tourism in M.P	2(1+0+1)
	<b>Faculty of Science</b>		
I	SSBI 301	Mushroom Cultivation	2(1+0+1)
II	SSPH 301	House Hold Wiring	2(1+0+1)
III	SSPH 301	Basic Instrumentation	2(1+0+1)
IV	SSPH 301	DTP Operator	2(1+0+1)
V	SSCH 301	Graphic Designing	2(1+0+1)
	<b>Faculty of Education</b>		
I	SCBE 403	Understanding of ICTC (Information Communication Technology)	2(1+0+1)
II	SCPE 201	Yoga Education	2(1+0+1)