

**प्रबंध अध्ययन एवं वाणिज्य विद्याशाखा**  
**School of Management Studies and Commerce**

**PROGRAMME SUMMARY & FEE STRUCTURE**

| Programme Name And Abbreviation | Prog. Code | Eligibility | Duration (Yrs)                          |        | SLM | Mode of Exam Annual /Sem | Year/ Sem | Details of Fee (Rs.)   |                       |           |           |               |            |             |   |
|---------------------------------|------------|-------------|---|--------|-----|--------------------------|-----------|--|-----------------------|-----------|-----------|---------------|------------|-------------|---|
|                                 |            |             | Mini                                    | Max    |     |                          |           | Programme  | Project/Workshon Exam | Practical | Viva-Voce | Miscellaneous | Degree Fee | Grand Total |   |
|                                 |            |             | MASTER OF BUSINESS ADMINISTRATION - MBA | MBA-21 |     |                          |           | 50% Marks at graduate or post-graduate level or 45% at Graduate or post graduate level along with 2 years' of supervisory/managerial/professional/teaching experience after completing graduation or post-graduation (even if the degree has been obtained in ODL mode or as a private student). (5% relaxation for reserved category) Admission through entrance test conducted by the University / MAT / CAT score | 2                     | 4         | English   | Sem.          | I          | 8000        | - |
|                                 |            |             |   |        |     | II                       | 7000      | -  | 1250                  | -         | -         |               |            | 8250        |   |
|                                 |            |             |   |        |     | III                      | 7000      | -  | 1500                  | -         | -         |               |            | 8500        |   |
|                                 |            |             |   |        |     | IV                       | 6000      | 1000   | 750                   | -         | 500       |               | 300        | 8550        |   |

**Note: The fee mentioned in this table (along with Rs. 100/- as registration fee) for MBA-21 shall apply only after qualifying the entrance test (Rs. 1000/- for entrance-test is payable separately at the time of test). The annual fee shall be payable in two installments. The amount of registration fee of Rs 100 shall be paid at the time of seeking admission in the first semester and shall be paid separately in the Bank Challan. The fee for the first semester shall be paid in two Bank Challans, one for the Programme Fee and the Second for the Registration Fee.**

विद्यार्थी प्रवेश के समय अपने कार्यक्रम का सम्पूर्ण शुल्क(Grand total) जमा करें। विद्यार्थी को अध्ययन सामग्री उसी माध्यम में दी जायेगी जो उसके कार्यक्रम के सामने SLM शीर्षक में निर्दिष्ट है।

प्रबंध अध्ययन एवं वाणिज्य विद्याशाखा  
School of Management Studies and Commerce  
PROGRAMME SUMMARY

MASTER OF BUSINESS ADMINISTRATION मास्टर ऑफ बिजनेस एडमिनिस्ट्रेशन  
MBA

MBA-21  
Credit-132

| PROGRAMME STRUCTURE   |   |  |
|---|---|--|
| Course Code   | Course Name   | Cre Total Marks<br>dits (Th. /Assign.) |
| <b>SEMESTER I</b>   |   |  |
| MS-101  | Principles of Management and Organizational Behaviour | 06 100 (70/30)                         |
| MS -102   | Accounting for Managers                               | 06 100 (70/30)                         |
| MS -103   | Managerial Economics                                  | 06 100 (70/30)                         |
| MS -104   | Quantitative Techniques in Management                 | 06 100 (70/30)                         |
| MS -105   | Business Environment                                  | 06 100 (70/30)                         |
| MS- 106   | IT and Management Information System                  | 06 100 (70/30)                         |
| <b>SEMESTER II</b>  |   |  |
| MS- 107   | Marketing Management                                  | 06 100 (70/30)                         |
| MS- 108   | Human Resource Management                             | 06 100 (70/30)                         |
| MS- 109   | Financial Management                                  | 06 100 (70/30)                         |
| MS-110  | Research Methodology                                  | 06 100 (70/30)                         |
| MS-111  | International Business                                | 06 100 (70/30)                         |
| <b>YEAR II: (SELECT ANY ONE SPECIALISATION)<br/>(Includes specialization papers and the Integrative papers)</b> |   |  |
| <b>HUMAN RESOURCE MANAGEMENT</b>  |   |  |
| <b>SEMESTER III</b>   |   |  |
| MS-201  | Business Policy and Strategic Management              | 06 100 (70/30)                         |
| MS-202  | Entrepreneurship Development                          | 06 100 (70/30)                         |
| MS-203  | Business Ethics & Corporate Governance                | 06 100 (70/30)                         |
| MS- 301   | Human Resource Planning                               | 06 100 (70/30)                         |
| MS -302   | Human Resource Development                            | 06 100 (70/30)                         |
| MS- 303   | Organizational Change and Development                 | 06 100 (70/30)                         |
| <b>SEMESTER IV</b>  |   |  |
| MS- 204   | Project and <i>Viva Voce</i>                          | 12 200 (120/80)                        |
| MS-306  | Industrial Relations                                  | 06 100 (70/30)                         |
| MS-307  | Compensation Management                               | 06 100 (70/30)                         |
| MS-309  | Management of Training and Development                | 06 100 (70/30)                         |
| <b>FINANCIAL MANAGEMENT</b>   |   |  |
| <b>SEMESTER III</b>   |   |  |
| MS-201  | Business Policy and Strategic Management              | 06 100 (70/30)                         |
| MS-202  | Entrepreneurship Development                          | 06 100 (70/30)                         |
| MS-203  | Business Ethics & Corporate Governance                | 06 100 (70/30)                         |
| MS-401  | Corporate Tax Planning                                | 06 100 (70/30)                         |
| MS-402  | Indian Financial System                               | 06 100 (70/30)                         |
| MS-403  | Project Finance                                       | 06 100 (70/30)                         |
| <b>SEMESTER IV</b>  |   |  |
| MS-204  | Project and <i>Viva Voce</i>                          | 12 200(120/80)                         |
| MS-404  | Security Analysis and Portfolio Management            | 06 100 (70/30)                         |
| MS-405  | International Finance                                 | 06 100 (70/30)                         |
| MS 407  | Management of Financial Services                      | 06 100 (70/30)                         |
| <b>MARKETING MANAGEMENT</b>   |   |  |

| <b>SEMESTER III</b>  |  |                |
|--|--|----------------|
| MS-201   | Business Policy and Strategic Management | 06 100 (70/30) |
| MS-202   | Entrepreneurship Development             | 06 100 (70/30) |
| MS-203   | Business Ethics & Corporate Governance   | 06 100 (70/30) |
| MS- 501  | Marketing Research                       | 06 100 (70/30) |
| MS- 502  | Advertising and Sales Promotion          | 06 100 (70/30) |
| MS -503  | Consumer Behaviour                       | 06 100 (70/30) |
| <b>SEMESTER IV</b>   |  |                |
| MS- 204  | Project and <i>Viva Voce</i>             | 12 200(120/80) |
| <b>Select any three from the following courses;</b>                            |  |                |
| MS- 505  | Services Marketing                       | 06 100 (70/30) |
| MS- 508  | Sales and Distribution Management        | 06 100 (70/30) |
| MS- 510  | Brand Management                         | 06 100 (70/30) |
| <b>Note: (As per Programme): Examination conducted on Descriptive Pattern.</b> |  |                |

**N.B.- Learners are instructed to refer to guidelines for admission to Management Programmes as given in Appendix- III included in the prospectus.**