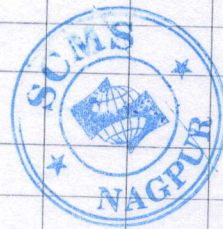


Institute Code	Institute Name	Program Code	Program Name	Catalog Course Code	Catalog Course Name	Course Type	Batch 2020	Batch 2021	Change in T-Code Yes/No	Change in course/Nature	Change in Pedagogy	Change in evaluation	Change in instruction method	Add on course	Changes Yes: Revised No: Not Revised
213	SCMS, Nagpur	21321	B.B.A.	GEN002	Project	Core	Base PS	No Change	No						
213	SCMS, Nagpur	21321	B.B.A.	GEN005	Non Catalog Courses	Core		Added	Yes						
213	SCMS, Nagpur	21321	B.B.A.	T1029	Law of Contract	Core	Base PS	Dropped	Yes						
213	SCMS, Nagpur	21321	B.B.A.	T1133	Business Laws	Core		Added	Yes						
213	SCMS, Nagpur	21321	B.B.A.	T1134	Company Law	Core	Base PS	No Change	No						
213	SCMS, Nagpur	21321	B.B.A.	T2036	Financial Management	Core	Base PS	Dropped	Yes						
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	Dropped	Yes						
213	SCMS, Nagpur	21321	B.B.A.	T2044	Security Analysis and Portfolio Management	Core	Base PS	No Change	No						
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No						
213	SCMS, Nagpur	21321	B.B.A.	T2088	Management Accounting	Core	Base PS	Dropped	Yes						
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	Dropped	Yes						
213	SCMS, Nagpur	21321	B.B.A.	T2089	Auditing	Core	Base PS	Dropped	Yes						
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	Dropped	Yes						
213	SCMS, Nagpur	21321	B.B.A.	T2092	Financial Statement Analysis	Core	Base PS	No Change	No						
213	SCMS, Nagpur	21321	B.B.A.			Elective		Added	Yes						
213	SCMS, Nagpur	21321	B.B.A.	T2099	Direct Taxation	Core	Base PS	No Change	No						
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No						
213	SCMS, Nagpur	21321	B.B.A.	T2100	Financial Regulatory Environment	Core	Base PS	Dropped	Yes						
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	Dropped	Yes						
213	SCMS, Nagpur	21321	B.B.A.	T2101	Financial Management	Core		Added	Yes						
213	SCMS, Nagpur	21321	B.B.A.	T2105	Mergers and Acquisitions	Core	Base PS	No Change	No						
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No						
213	SCMS, Nagpur	21321	B.B.A.	T2106	Project Finance and Infrastructure Financing	Core		Added	Yes						
213	SCMS, Nagpur	21321	B.B.A.			Elective		Added	Yes						
213	SCMS, Nagpur	21321	B.B.A.	T2107	Working Capital Management	Core	Base PS	No Change	No						
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No						



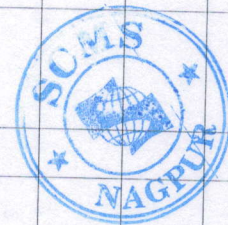
213	SCMS, Nagpur	21321	B.B.A.	T2110	Financial and Systemic Fraud	Core		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.			Elective		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2112	Indian Banking and Financial System	Core	Base PS	Dropped	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2119	Consumer Behaviour and Insights	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2135	Sales and Distributi on Manage ment	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2158	Fundame ntals of Quality Manage ment	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2202	Business Mathem atics	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2205	Business Statistics	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2207	Operatio ns Research	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2208	Research Methodo logy	Core	Base PS	Dropped	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2263	Organiza tional Behaviou r	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2264	Human Resource Manage ment	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2266	Industria l Psycholo gy	Core	Base PS	Dropped	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2268	Training and Develop ment	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2269	Organiza tional Develop ment and Change	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2270	Industria l Relations	Core	Base PS	Dropped	Yes										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	Dropped	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2273	Emotion al Intelligen ce for Personal Growth	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										



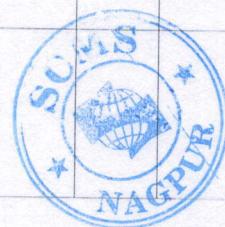
213	SCMS, Nagpur	21321	B.B.A.	T2274	Performance Management System	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2275	Compensation Management	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2276	Cross Cultural Management	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2339	Introduction to Entrepreneurship	Core		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2340	Business Entrepreneurship	Core	Base PS	Dropped	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2352	Business Modeling and Business Plan	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2384	Introduction to International Business	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2451	Introduction to Costing	Core	Base PS	Dropped	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2465	Fundamentals of Marketing	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2466	Fundamentals of B2B Marketing	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2467	Fundamentals of Brand Management	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2468	Fundamentals of Rural Marketing	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2471	Introduction to Digital Marketing	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2474	Project Business Development	Core	Base PS	Dropped	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2484	Core Environmental Studies	Core	Base PS	Dropped	Yes										



213	SCMS, Nagpur	21321	B.B.A.	T2530	Supply chain management	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2569	Strategic Management	Core	Base PS	Dropped	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2614	Integrated Marketing Communication	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2668	Management Accounting	Core		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2719	Elementary Retail Marketing	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2744	Services Marketing	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2781	Global Business Environment	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2782	Workforce Planning	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.			Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2783	Corporate Governance and Ethics	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T2825	Fundamentals of Accounting	Core		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2863	Management Essentials	Core		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2874	MSME and Family Managed Business	Core		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2883	Core Environmental Studies	Core		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2968	Introduction to Behavioral Finance	Core		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.			Elective		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T2977	Fundamentals of HR Analytics	Core		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.			Elective		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T3205	Web Development using CMS	Elective		Added	Yes										



213	SCMS, Nagpur	21321	B.B.A.	T3218	Basics of Management Information Systems	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T3258	Current Trends and Practices in IT	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T4005	Integrated Disaster Management	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T5172	Introduction to Storytelling	Elective		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T5228	Fundamentals of Photography	Elective		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	T6148	Principles of Macroeconomics	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T6156	Principles of Microeconomics	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T6191	French A-1 - Paper 1	Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T6192	French A-1 - Paper 2	Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T6193	French A-1 - Paper 3	Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T6197	German A-1 - Paper 1	Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T6198	German A-1 - Paper 2	Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T6199	German A-1 - Paper 3	Elective	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	T6375	Business Communication	Core	Base PS	Dropped	Yes										
213	SCMS, Nagpur	21321	B.B.A.	TH4095	Smart Fitness for Life	Core	Base PS	No Change	No										
213	SCMS, Nagpur	21321	B.B.A.	TH4224	Fitness and Sports - I	Elective		Added	Yes										
213	SCMS, Nagpur	21321	B.B.A.	TH4272	Certificate in COVID-19 Care for the Community	Core		Added	Yes										





**SYMBIOSIS CENTRE FOR MANAGEMENT STUDIES - NAGPUR**

**Symbiosis International (Deemed University) Pune**

(Established under Section 3 of UGC Act 1956 vide Notification No.F.9- 12/2001-U.3 of the Government of India)  
Accredited by NAAC with A Grade (3.58/4)

( Founder Prof. Dr. S.B. Mujumdar M Sc, Ph D ( Awarded Padma Bhushan and Padma Shri by President of India )

**Percentage of Programmes where syllabus was carried out during AY 2021-2022**

**Name of the Institute:** Symbiosis Centre for Management Studies

**Name of the Programme:** Bachelor of Business Administration

Academic Year	Particulars	Page No.
2021-2022	Approved Programme Structure	6-8 and 15-17

Dr. Shirang Altekar  
Professor and Director





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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2019-22**

<b>1. OBJECTIVE</b>	<p>To build the institute as a Centre of excellence for imparting high quality, relevant and contemporary management education at the undergraduate level, thus empowering the students for an early entry into the corporate world.</p> <p>To make education accessible to students across borders of religion, geography, caste or gender.</p> <p>To provide an environment that facilitates holistic development of the student personality.</p> <p>To foster thinking minds that are sensitive to societal needs and issues thus making them good human beings and responsible members of society.</p> <p>To stimulate in students an interest in research and initiate them into research methodologies.</p>					
<b>2. DURATION (IN MONTHS)</b>	36 (Full Time)					
<b>3. INTAKE</b>	120					
<b>4. RESERVATION</b>	<b>I. Within the sanctioned intake</b>	<b>a) SC (In Percentage)</b>	<b>b) ST (In Percentage)</b>	<b>c) Differently abled (In Percentage)</b>	<b>d) Domicile of Nagpur (In Percentage)</b>	
		15	7.5	3	25 ( Includes i. Scheduled Caste (percentage) - 15 ii. Scheduled Tribes (percentage) - 7.5 iii. Differently Abled (percentage) - 3 )	
	<b>II. Over and above the sanctioned intake</b>	<b>a) Kashmiri Migrants (In Seats)</b>		<b>b) International Students (In Percentage)</b>		
		2		15		
<b>5. ELIGIBILITY</b>	Std. XII (10+2) pass or equivalent examination from any recognised Board with a minimum of 50% marks or equivalent grade (45% Marks or equivalent grade for Scheduled Caste / Scheduled Tribes).					
<b>6. SELECTION PROCEDURE</b>	1. Symbiosis Entrance Test (SET) 2. Personal Interaction and Written Ability Test (PI-WAT) for shortlisted					



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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2019-22**

		candidates based on SET						
7.	<b>MEDIUM OF INSTRUCTION</b>	English						
8.	<b>PROGRAMME PATTERN</b>	Semester						
9.	<b>COURSE &amp; SPECIALIZATION</b>	As per Annexure A						
10.	<b>FEE</b>		<b>Academic Fee p.a</b>	<b>Institute Deposit</b>	<b>Total</b>			
		<b>Indian Students</b>	280000	10000	290000			
		<b>International Students (USD equivalent to INR)</b>	420000	10000	430000			
11.	<b>ASSESSMENT</b>	All internal courses will have 100% component as internal evaluation at the institute level. All external courses will have 40% internal component and 60% external component [University] examination.						
12.	<b>STANDARD OF PASSING</b>	The assessment of students for each examination is done, based on relative performance. Maximum Grade Point (GP) is 10.000 corresponding to O. For all courses, a student is required to pass both internal and external examination separately with a minimum Grade Point of 4 corresponding to Grade P. Students securing less than 40% absolute marks in each head of passing will be declared FAIL. The University awards a degree to the student who has achieved a minimum CGPA of 4 out of maximum of 10 CGPA for the program.						
13.	<b>AWARD OF DEGREE/ DIPLOMA/ CERTIFICATE</b>	Bachelor of Business Administration (BBA) will be awarded at the end of semester VI examination by taking into consideration the performance of all semester examinations after obtaining minimum 4 CGPA out of 10CGPA.						
14.	<b>NATURE WISE DISTRIBUTION OF CREDITS</b>							
	<b>Semester</b>	<b>Generic Core</b>	<b>Generic Elective</b>	<b>Specialization Core</b>	<b>Specialization Elective</b>	<b>Open Elective</b>	<b>Audit</b>	<b>Total</b>
	1	29	0	0	0	0	0	29
	2	28	4	0	0	0	0	32
	3	12	7	6	0	0	0	25
	4	20	7	6	0	0	1*	33
	5	8	3	6	0	0	0	17
	6	5	3	6	0	0	0	14
	<b>Total</b>	<b>102</b>	<b>24</b>	<b>24</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>150</b>
* Satisfactory completion of the non letter grade course 'Integrated Disaster Management' is mandatory for award of degree.								



The revised programme structure supersedes the previously approved programme structure dated 04/11/2020 for the programme.

**This Programme Structure is aligned with the norms laid down by the University and is approved by the Academic Council. Hereafter changes (if any) which conform to the policy on "Curriculum Development and Review" would be permissible, subject to revision of the Programme Structure, following the specified processes.**

**Head - Academics**

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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2019-22**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
<b>Semester : 1</b>							
<b>Generic Core Courses</b>							
T3218	021321101	Basics of Management Information Systems		4	40	60	100
T2465	021321102	Fundamentals of Marketing		4	40	60	100
T2264	021321103	Human Resource Management		4	40	60	100
T6375	021321104	Business Communication		4	40	60	100
T6156	021321105	Principles of Microeconomics		4	40	60	100
T1029	021321106	Law of Contract		4	40	60	100
T2092	021321107	Financial Statement Analysis		3	30	45	75
T2202	021321108	Business Mathematics		2	20	30	50
<b>Total</b>				<b>29</b>	<b>290</b>	<b>435</b>	<b>725</b>
<b>Semester : 2</b>							
<b>Generic Core Courses</b>							
T2205	021321201	Business Statistics		4	40	60	100
T2484	021321202	Core Environmental Studies		4	40	60	100
T2451	021321203	Introduction to Costing		4	40	60	100
T2263	021321204	Organizational Behaviour		4	40	60	100
T6148	021321205	Principles of Macroeconomics		4	40	60	100
T2384	021321206	Introduction to International Business		3	30	45	75
T2135	021321207	Sales and Distribution Management		3	30	45	75
T2474	021321208	Project Business Development		2	50	0	50
<b>Total</b>				<b>28</b>	<b>310</b>	<b>390</b>	<b>700</b>
<b>Generic Elective Courses Group</b>							
T6191	021321209	French A-1 - Paper 1		4	40	60	100
T6197	021321210	German A-1 - Paper 1		4	40	60	100
<b>Total Required Credits</b>				<b>4</b>	<b>40</b>	<b>60</b>	<b>100</b>
<b>Semester : 3</b>							
<b>Generic Core Courses</b>							
T2781	021321301	Global Business Environment		4	40	60	100
T2112	021321302	Indian Banking and Financial System		4	40	60	100
T2207	021321303	Operations Research		4	40	60	100
<b>Total</b>				<b>12</b>	<b>120</b>	<b>180</b>	<b>300</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2119	021321304	Consumer Behaviour and Insights	Marketing Management	3	30	45	75



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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2019-22**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2468	021321305	Fundamentals of Rural Marketing	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2270	021321306	Industrial Relations	Human Resource Management	3	30	45	75
T2268	021321307	Training and Development	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2100	021321308	Financial Regulatory Environment	Financial Management	3	30	45	75
T2088	021321309	Management Accounting	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Generic Elective Courses Group</b>							
T6192	021321310	French A-1 - Paper 2		4	40	60	100
T6198	021321311	German A -1 - Paper 2		4	40	60	100
<b>Total Required Credits</b>				<b>4</b>	<b>40</b>	<b>60</b>	<b>100</b>
<b>Generic Elective Courses Group</b>							
T2119	021321304	Consumer Behaviour and Insights		3	30	45	75
T2468	021321305	Fundamentals of Rural Marketing		3	30	45	75
T2270	021321306	Industrial Relations		3	30	45	75
T2268	021321307	Training and Development		3	30	45	75
T2100	021321308	Financial Regulatory Environment		3	30	45	75
T2088	021321309	Management Accounting		3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>
<b>Semester : 4</b>							
<b>Generic Core Courses</b>							
T2158	021321401	Fundamentals of Quality Management		4	40	60	100
T2208	021321402	Research Methodology		4	40	60	100
T1134	021321403	Company Law		3	75	0	75
T2266	021321404	Industrial Psychology		3	75	0	75
T5226	021321405	Introduction to Photography		2	50	0	50
T1233	021321406	Intellectual Property Laws		2	50	0	50
T8000	021321407	Service Learning		2	50	0	50



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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2019-22**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T4005	021321408	Integrated Disaster Management *		0	0	0	Non Letter Grade
<b>Total</b>				<b>20</b>	<b>380</b>	<b>120</b>	<b>500</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2471	021321409	Introduction to Digital Marketing	Marketing Management	3	30	45	75
T2744	021321410	Services Marketing	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2274	021321411	Performance Management System	Human Resource Management	3	30	45	75
T2782	021321412	Workforce Planning	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2099	021321413	Direct Taxation	Financial Management	3	30	45	75
T2036	021321414	Financial Management	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Generic Elective Courses Group</b>							
T6193	021321415	French A-1 - Paper3		4	40	60	100
T6199	021321416	German A-1 - Paper 3		4	40	60	100
<b>Total Required Credits</b>				<b>4</b>	<b>40</b>	<b>60</b>	<b>100</b>
<b>Generic Elective Courses Group</b>							
T2471	021321409	Introduction to Digital Marketing		3	30	45	75
T2744	021321410	Services Marketing		3	30	45	75
T2274	021321411	Performance Management System		3	30	45	75
T2782	021321412	Workforce Planning		3	30	45	75
T2099	021321413	Direct Taxation		3	30	45	75
T2036	021321414	Financial Management		3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>
<b>GIP</b>							
G2030	021321417	Global Immersion Programme		30	0	750	750



**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2019-22**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
<p>Note: For students under Global Immersion Programme (021321417), courses "Fundamentals of Quality Management" (021321401), "Research Methodology" (021321402), "Company Law" (021321403), "Introduction to Photography" (021321405), "Intellectual Property Laws" (021321406), "Service Learning" (021321407), "Introduction to Digital Marketing" (021321409), "Services Marketing" (021321410), "Performance Management System" (021321411), "Workforce Planning" (021321412), "Direct Taxation" (021321413), "Financial Management" (021321414), "French A-1 - Paper3" (021321415), "German A-1 - Paper 3" (021321416) will be waived off.</p>							
<b>GIP</b>							
G2029	021321418	Global Immersion Programme		29	0	725	725
<p>Note: For students under Global Immersion Programme (021321418), courses "Fundamentals of Quality Management" (021321401), "Research Methodology" (021321402), "Company Law" (021321403), "Industrial Psychology" (021321404), "Introduction to Photography" (021321405), "Intellectual Property Laws" (021321406), "Service Learning" (021321407), "Introduction to Digital Marketing" (021321409), "Services Marketing" (021321410), "Performance Management System" (021321411), "Workforce Planning" (021321412), "Direct Taxation" (021321413), "Financial Management" (021321414) will be waived off.</p>							
<b>GIP</b>							
G2033	021321419	Global Immersion Programme		33	0	825	825
<p>Note: For students under Global Immersion Programme (021321419), all courses of the semester will be waived off except for the mandatory non-letter grade course "Integrated Disaster Management"(021321408).</p>							
<b>GIP</b>							
G2027	021321420	Global Immersion Programme		27	0	675	675
<p>Note: For students under Global Immersion Programme (021321420), courses "Fundamentals of Quality Management" (021321401), "Research Methodology" (021321402), "Introduction to Photography" (021321405), "Intellectual Property Laws" (021321406), "Service Learning" (021321407), "Introduction to Digital Marketing" (021321409), "Services Marketing" (021321410), "Performance Management System" (021321411), "Workforce Planning" (021321412), "Direct Taxation" (021321413), "Financial Management" (021321414), "French A-1 - Paper3" (021321415), "German A-1 - Paper 3" (021321416) will be waived off.</p>							
<b>Semester : 5</b>							
<b>Generic Core Courses</b>							
T2783	021321501	Corporate Governance and Ethics		2	20	30	50
T2340	021321502	Business Entrepreneurship		4	40	60	100
T2530	021321503	Supply Chain Management		2	20	30	50
<b>Total</b>				<b>8</b>	<b>80</b>	<b>120</b>	<b>200</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2467	021321504	Fundamentals of Brand Management	Marketing Management	3	30	45	75
T2614	021321505	Integrated Marketing Communication	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2275	021321506	Compensation Management	Human Resource Management	3	30	45	75



Celebrating 50 Years of Excellence

**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2019-22**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2269	021321507	Organizational Development and Change	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2089	021321508	Auditing	Financial Management	3	30	45	75
T2044	021321509	Security Analysis and Portfolio Management	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Generic Elective Courses Group</b>							
T2467	021321504	Fundamentals of Brand Management		3	30	45	75
T2614	021321505	Integrated Marketing Communication		3	30	45	75
T2275	021321506	Compensation Management		3	30	45	75
T2269	021321507	Organizational Development and Change		3	30	45	75
T2089	021321508	Auditing		3	30	45	75
T2044	021321509	Security Analysis and Portfolio Management		3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>
<b>Semester : 6</b>							
<b>Generic Core Courses</b>							
T2802	021321601	Project I		2	50	0	50
T2569	021321602	Strategic Management		3	30	45	75
<b>Total</b>				<b>5</b>	<b>80</b>	<b>45</b>	<b>125</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2719	021321603	Elementary Retail Marketing	Marketing Management	3	30	45	75
T2466	021321604	Fundamentals of B2B Marketing	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2276	021321605	Cross Cultural Management	Human Resource Management	3	30	45	75
T2273	021321606	Emotional Intelligence for Personal Growth	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2105	021321607	Mergers and Acquisitions	Financial Management	3	30	45	75



Celebrating 50 Years of Excellence

**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2019-22**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2107	021321608	Working Capital Management	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Generic Elective Courses Group</b>							
T2719	021321603	Elementary Retail Marketing		3	30	45	75
T2466	021321604	Fundamentals of B2B Marketing		3	30	45	75
T2276	021321605	Cross Cultural Management		3	30	45	75
T2273	021321606	Emotional Intelligence for Personal Growth		3	30	45	75
T2105	021321607	Mergers and Acquisitions		3	30	45	75
T2107	021321608	Working Capital Management		3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>



Celebrating 50 Years of Excellence

**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2019-22**

Semester	Internal Credits	External Credits	Total Credits	Total Marks
<b>Marketing Management</b>				
Semester 1	0	29	29	725
Semester 2	2	30	32	800
Semester 3	0	25	25	625
Semester 4	12	21	33	825
Semester 5	0	17	17	425
Semester 6	2	12	14	350
<b>Total</b>	<b>16</b>	<b>134</b>	<b>150</b>	<b>3750</b>
<b>Human Resource Management</b>				
Semester 1	0	29	29	725
Semester 2	2	30	32	800
Semester 3	0	25	25	625
Semester 4	12	21	33	825
Semester 5	0	17	17	425
Semester 6	2	12	14	350
<b>Total</b>	<b>16</b>	<b>134</b>	<b>150</b>	<b>3750</b>
<b>Financial Management</b>				
Semester 1	0	29	29	725
Semester 2	2	30	32	800
Semester 3	0	25	25	625
Semester 4	12	21	33	825
Semester 5	0	17	17	425
Semester 6	2	12	14	350
<b>Total</b>	<b>16</b>	<b>134</b>	<b>150</b>	<b>3750</b>





Celebrating 50 Years of Excellence

**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2020-23**

<b>1. OBJECTIVE</b>	<p>To build the institute as a Centre of excellence for imparting high quality, relevant and contemporary management education at the undergraduate level, thus empowering the students for an early entry into the corporate world.</p> <p>To make education accessible to students across borders of religion, geography, caste or gender.</p> <p>To provide an environment that facilitates holistic development of the student personality.</p> <p>To foster thinking minds that are sensitive to societal needs and issues thus making them good human beings and responsible members of society.</p> <p>To stimulate in students an interest in research and initiate them into research methodologies.</p>					
<b>2. DURATION (IN MONTHS)</b>	36 (Full Time)					
<b>3. INTAKE</b>	180					
<b>4. RESERVATION</b>	<b>I. Within the sanctioned intake</b>	<b>a) SC (In Percentage)</b>	<b>b) ST (In Percentage)</b>	<b>c) Differently abled (In Percentage)</b>	<b>d) Domicile of Nagpur (In Percentage)</b>	
		15	7.5	3	25 ( Includes i. Scheduled Caste (percentage) - 15 ii. Scheduled Tribes (percentage) - 7.5 iii. Differently Abled (percentage) - 3 )	
	<b>II. Over and above the sanctioned intake</b>	<b>a) Kashmiri Migrants (In Seats)</b>		<b>b) International Students (In Percentage)</b>		
		2		15		
<b>5. ELIGIBILITY</b>	Passed Standard XII (10+2) or equivalent examination from any recognised Board with a minimum of 50% marks or equivalent grade (45% Marks or equivalent grade for Scheduled Caste / Scheduled Tribes).					
<b>6. SELECTION PROCEDURE</b>	1. Symbiosis Entrance Test (SET) 2. Personal Interaction and Written Ability Test (PI-WAT) for shortlisted					



Celebrating 50 Years of Excellence

**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2020-23**

		candidates based on SET						
7.	<b>MEDIUM OF INSTRUCTION</b>	English						
8.	<b>PROGRAMME PATTERN</b>	Semester						
9.	<b>COURSE &amp; SPECIALIZATION</b>	As per Annexure A						
10.	<b>FEE</b>		<b>Academic Fee p.a</b>	<b>Institute Deposit</b>	<b>Total</b>			
		<b>Indian Students</b>	300000	10000	310000			
		<b>International Students (USD equivalent to INR)</b>	450000	10000	460000			
15 % Concession in the academic fees to the students admitted under 25 % quota for Nagpur domicile students to all programmes to be offered at Nagpur Centre, from the Academic Year 2020-2021								
11.	<b>ASSESSMENT</b>	All internal courses will have 100% component as internal evaluation at the institute level. All external courses will have 40% internal component and 60% external component [University] examination.						
12.	<b>STANDARD OF PASSING</b>	The assessment of students for each examination is done, based on relative performance. Maximum Grade Point (GP) is 10.000 corresponding to O. For all courses, a student is required to pass both internal and external examination separately with a minimum Grade Point of 4 corresponding to Grade P. Students securing less than 40% absolute marks in each head of passing will be declared FAIL. The University awards a degree to the student who has achieved a minimum CGPA of 4 out of maximum of 10 CGPA for the program.						
13.	<b>AWARD OF DEGREE/ DIPLOMA/ CERTIFICATE</b>	Bachelor of Business Administration (BBA) will be awarded at the end of semester VI examination by taking into consideration the performance of all semester examinations after obtaining minimum 4 CGPA out of 10CGPA.						
14.	<b>CLASSIFICATION OF CREDITS</b>							
	<b>Semester</b>	<b>Generic Core</b>	<b>Generic Elective</b>	<b>Specialization Core</b>	<b>Specialization Elective</b>	<b>Open Elective</b>	<b>Audit</b>	<b>Total</b>
	1	29	0	0	0	0	0	29
	2	28	4	0	0	0	0	32
	3	14	3	6	0	0	2*	23
	4	23	0	6	0	0	1*	29
	5	8	3	6	0	0	0	17
	6	8	3	6	0	0	0	17
	<b>Total</b>	<b>110</b>	<b>13</b>	<b>24</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>147</b>
* Satisfactory completion of the non letter grade courses 'Integrated Disaster Management', 'Fitness for Life', 'Certificate in COVID-19 Care for the Community' is mandatory for the award of degree.								

The revised programme structure supersedes the previously approved programme structure dated 15/07/2021 for the programme.

**This Programme Structure is aligned with the norms laid down by the University and is approved by the Academic Council. Hereafter changes (if any) which conform to the policy on "Curriculum Development and Review" would be permissible, subject to revision of the Programme Structure, following the specified processes.**

**Head - Academics**

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Celebrating 50 Years of Excellence

**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2020-23**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
<b>Semester : 1</b>							
<b>Generic Core Courses</b>							
T3218	0213210101	Basics of Management Information Systems		4	40	60	100
T2465	0213210102	Fundamentals of Marketing		4	40	60	100
T2264	0213210103	Human Resource Management		4	40	60	100
T6375	0213210104	Business Communication		4	40	60	100
T6156	0213210105	Principles of Microeconomics		4	40	60	100
T1029	0213210106	Law of Contract		4	40	60	100
T2092	0213210107	Financial Statement Analysis		3	30	45	75
T2202	0213210108	Business Mathematics		2	20	30	50
<b>Total</b>				<b>29</b>	<b>290</b>	<b>435</b>	<b>725</b>
<b>Semester : 2</b>							
<b>Generic Core Courses</b>							
T2205	0213210201	Business Statistics		4	40	60	100
T2484	0213210202	Core Environmental Studies		4	40	60	100
T2451	0213210203	Introduction to Costing		4	40	60	100
T2263	0213210204	Organizational Behaviour		4	40	60	100
T6148	0213210205	Principles of Macroeconomics		4	40	60	100
T2384	0213210206	Introduction to International Business		3	30	45	75
T2135	0213210207	Sales and Distribution Management		3	30	45	75
T2474	0213210208	Project Business Development		2	50	0	50
<b>Total</b>				<b>28</b>	<b>310</b>	<b>390</b>	<b>700</b>
<b>Generic Elective Courses Group</b>							
T6191	0213210209	French A-1 - Paper 1		4	40	60	100
T6197	0213210210	German A-1 - Paper 1		4	40	60	100
<b>Total Required Credits</b>				<b>4</b>	<b>40</b>	<b>60</b>	<b>100</b>
<b>Semester : 3</b>							
<b>Generic Core Courses</b>							
T1134	0213210301	Company Law		3	75	0	75
T2112	0213210302	Indian Banking and Financial System		4	40	60	100
T2207	0213210303	Operations Research		4	40	60	100
TH4095	0213210312	Fitness for Life *		0	0	0	Non Letter Grade
T3258	0213210313	Current Trends and Practices in IT		3	30	45	75



Celebrating 50 Years of Excellence

**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2020-23**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
TH4272	0213210314	Certificate in COVID-19 Care for the Community *		0	0	0	Non Letter Grade
<b>Total</b>				<b>14</b>	<b>185</b>	<b>165</b>	<b>350</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2119	0213210304	Consumer Behaviour and Insights	Marketing Management	3	30	45	75
T2468	0213210305	Fundamentals of Rural Marketing	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2270	0213210306	Industrial Relations	Human Resource Management	3	30	45	75
T2268	0213210307	Training and Development	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2100	0213210308	Financial Regulatory Environment	Financial Management	3	30	45	75
T2088	0213210309	Management Accounting	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Generic Elective Courses Group</b>							
T2119	0213210304	Consumer Behaviour and Insights		3	30	45	75
T2468	0213210305	Fundamentals of Rural Marketing		3	30	45	75
T2270	0213210306	Industrial Relations		3	30	45	75
T2268	0213210307	Training and Development		3	30	45	75
T2100	0213210308	Financial Regulatory Environment		3	30	45	75
T2088	0213210309	Management Accounting		3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>
<b>Generic Elective Courses Group</b>							
T6192	0213210310	French A-1 - Paper 2		4	40	60	100
T6198	0213210311	German A -1 - Paper 2		4	40	60	100
<b>Total Required Credits</b>				<b>4</b>	<b>40</b>	<b>60</b>	<b>100</b>
<b>Semester : 4</b>							
<b>Generic Core Courses</b>							
T2158	0213210401	Fundamentals of Quality Management		4	40	60	100



Celebrating 50 Years of Excellence

**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2020-23**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2208	0213210402	Research Methodology		4	40	60	100
T2803	0213210403	Project - I		3	75	0	75
T8000	0213210404	Service Learning		4	100	0	100
T4005	0213210405	Integrated Disaster Management *		0	0	0	Non Letter Grade
<b>Total</b>				<b>15</b>	<b>255</b>	<b>120</b>	<b>375</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2471	0213210406	Introduction to Digital Marketing	Marketing Management	3	30	45	75
T2744	0213210407	Services Marketing	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2274	0213210408	Performance Management System	Human Resource Management	3	30	45	75
T2782	0213210409	Workforce Planning	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2099	0213210410	Direct Taxation	Financial Management	3	30	45	75
T2036	0213210411	Financial Management	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Generic Elective Courses Group</b>							
T6193	0213210412	French A-1 - Paper3		4	40	60	100
T6199	0213210413	German A-1 - Paper 3		4	40	60	100
<b>Total Required Credits</b>				<b>4</b>	<b>40</b>	<b>60</b>	<b>100</b>
<b>Generic Elective Courses Group</b>							
T2471	0213210406	Introduction to Digital Marketing		3	30	45	75
T2744	0213210407	Services Marketing		3	30	45	75
T2274	0213210408	Performance Management System		3	30	45	75
T2782	0213210409	Workforce Planning		3	30	45	75
T2099	0213210410	Direct Taxation		3	30	45	75
T2036	0213210411	Financial Management		3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>
<b>GIP</b>							
G2020	0213210414	Global Immersion Programme		20	0	500	500



**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2020-23**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
Note: For students under Global Immersion Programme (0213210414), courses "Fundamentals of Quality Management" (0213210401),"Project - I" (0213210403),"Service Learning" (0213210404),"Introduction to Digital Marketing" (0213210406),"Services Marketing" (0213210407),"Financial Management" (0213210411) will be waived off.							
<b>GIP</b>							
G2020	0213210415	Global Immersion Programme		20	0	500	500
Note: For students under Global Immersion Programme (0213210415), courses "Fundamentals of Quality Management" (0213210401),"Project - I" (0213210403),"Service Learning" (0213210404),"Introduction to Digital Marketing" (0213210406),"Direct Taxation" (0213210410),"Financial Management" (0213210411) will be waived off.							
<b>GIP</b>							
G2018	0213210416	Global Immersion Programme		18	0	450	450
Note: For students under Global Immersion Programme (0213210416), courses "Fundamentals of Quality Management" (0213210401),"Research Methodology" (0213210402),"Project - I" (0213210403),"Service Learning" (0213210404),"Workforce Planning" (0213210409) will be waived off.							
<b>GIP</b>							
G2020	0213210417	Global Immersion Programme		20	0	500	500
Note: For students under Global Immersion Programme (0213210417), courses "Fundamentals of Quality Management" (0213210401),"Project - I" (0213210403),"Service Learning" (0213210404),"Introduction to Digital Marketing" (0213210406),"Services Marketing" (0213210407),"Workforce Planning" (0213210409) will be waived off.							
<b>GIP</b>							
G2018	0213210418	Global Immersion Programme		18	0	450	450
Note: For students under Global Immersion Programme (0213210418), courses "Fundamentals of Quality Management" (0213210401),"Project - I" (0213210403),"Service Learning" (0213210404),"Introduction to Digital Marketing" (0213210406),"French A-1 - Paper3" (0213210412) will be waived off.							
<b>Semester : 5</b>							
<b>Generic Core Courses</b>							
T2783	0213210501	Corporate Governance and Ethics		2	20	30	50
T2804	0213210502	Project II		4	100	0	100
T2530	0213210503	Supply Chain Management		2	20	30	50
<b>Total</b>				<b>8</b>	<b>140</b>	<b>60</b>	<b>200</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2467	0213210504	Fundamentals of Brand Management	Marketing Management	3	30	45	75
T2614	0213210505	Integrated Marketing Communication	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2275	0213210506	Compensation Management	Human Resource Management	3	30	45	75
T2269	0213210507	Organizational Development and Change	Human Resource Management	3	30	45	75



**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2020-23**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2089	0213210508	Auditing	Financial Management	3	30	45	75
T2044	0213210509	Security Analysis and Portfolio Management	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Generic Elective Courses Group</b>							
T2467	0213210504	Fundamentals of Brand Management		3	30	45	75
T2614	0213210505	Integrated Marketing Communication		3	30	45	75
T2275	0213210506	Compensation Management		3	30	45	75
T2269	0213210507	Organizational Development and Change		3	30	45	75
T2089	0213210508	Auditing		3	30	45	75
T2044	0213210509	Security Analysis and Portfolio Management		3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>
<b>Semester : 6</b>							
<b>Generic Core Courses</b>							
T2781	0213210601	Global Business Environment		4	40	60	100
T2352	0213210602	Business Modeling and Business Plan Fundamentals		4	40	60	100
<b>Total</b>				<b>8</b>	<b>80</b>	<b>120</b>	<b>200</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2719	0213210603	Elementary Retail Marketing	Marketing Management	3	30	45	75
T2466	0213210604	Fundamentals of B2B Marketing	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2276	0213210605	Cross Cultural Management	Human Resource Management	3	30	45	75
T2273	0213210606	Emotional Intelligence for Personal Growth	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2105	0213210607	Mergers and Acquisitions	Financial Management	3	30	45	75





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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2020-23**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2107	0213210608	Working Capital Management	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Generic Elective Courses Group</b>							
T2719	0213210603	Elementary Retail Marketing		3	30	45	75
T2466	0213210604	Fundamentals of B2B Marketing		3	30	45	75
T2276	0213210605	Cross Cultural Management		3	30	45	75
T2273	0213210606	Emotional Intelligence for Personal Growth		3	30	45	75
T2105	0213210607	Mergers and Acquisitions		3	30	45	75
T2107	0213210608	Working Capital Management		3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>



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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2020-23**

Semester	Internal Credits	External Credits	Total Credits	Total Marks
<b>Marketing Management</b>				
Semester 1	0	29	29	725
Semester 2	2	30	32	800
Semester 3	3	24	27	675
Semester 4	7	21	28	700
Semester 5	4	13	17	425
Semester 6	0	17	17	425
<b>Total</b>	<b>16</b>	<b>134</b>	<b>150</b>	<b>3750</b>
<b>Human Resource Management</b>				
Semester 1	0	29	29	725
Semester 2	2	30	32	800
Semester 3	3	24	27	675
Semester 4	7	21	28	700
Semester 5	4	13	17	425
Semester 6	0	17	17	425
<b>Total</b>	<b>16</b>	<b>134</b>	<b>150</b>	<b>3750</b>
<b>Financial Management</b>				
Semester 1	0	29	29	725
Semester 2	2	30	32	800
Semester 3	3	24	27	675
Semester 4	7	21	28	700
Semester 5	4	13	17	425
Semester 6	0	17	17	425
<b>Total</b>	<b>16</b>	<b>134</b>	<b>150</b>	<b>3750</b>



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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2021-24**

<b>1. OBJECTIVE</b>	<p>To build the institute as a Centre of excellence for imparting high quality, relevant and contemporary management education at the undergraduate level, thus empowering the students for an early entry into the corporate world.</p> <p>To make education accessible to students across borders of religion, geography, caste or gender.</p> <p>To provide an environment that facilitates holistic development of the student personality.</p> <p>To foster thinking minds that are sensitive to societal needs and issues thus making them good human beings and responsible members of society.</p> <p>To stimulate in students an interest in research and initiate them into research methodologies.</p>					
<b>2. DURATION (IN MONTHS)</b>	36 (Full Time)					
<b>3. INTAKE</b>	180					
<b>4. RESERVATION</b>	<b>I. Within the sanctioned intake</b>	<b>a) SC (In Percentage)</b>	<b>b) ST (In Percentage)</b>	<b>c) Differently abled (In Percentage)</b>	<b>d) Domicile of Nagpur (In Percentage)</b>	
		15	7.5	3	25 ( Includes i. Scheduled Caste (percentage) - 15 ii. Scheduled Tribes (percentage) - 7.5 iii. Differently Abled (percentage) - 3 )	
	<b>II. Over and above the sanctioned intake</b>	<b>a) Kashmiri Migrants (In Seats)</b>		<b>b) International Students (In Percentage)</b>		
		2		15		
<b>5. ELIGIBILITY</b>	Passed Standard XII (10+2) or equivalent examination from any recognised Board with a minimum of 50% marks or equivalent grade (45% Marks or equivalent grade for Scheduled Caste / Scheduled Tribes).					
<b>6. SELECTION PROCEDURE</b>	1. Symbiosis Entrance Test (SET) 2. Personal Interaction and Written Ability Test (PI-WAT) for shortlisted					



**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2021-24**

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		candidates based on SET						
7.	<b>MEDIUM OF INSTRUCTION</b>	English						
8.	<b>PROGRAMME PATTERN</b>	Semester						
9.	<b>COURSE &amp; SPECIALIZATION</b>	As per Annexure A						
10.	<b>FEE</b>		<b>Academic Fee p.a</b>	<b>Institute Deposit</b>	<b>Total</b>			
	<b>Indian Students</b>	<b>Other than Nagpur Domicile</b>	300000	10000	310000			
		<b>Nagpur Domicile</b>	255000	10000	265000			
	<b>International Students (USD equivalent to INR)</b>		450000	10000	460000			
11.	<b>ASSESSMENT</b>	All internal courses will have 100% component as internal evaluation at the institute level. All external courses will have 40% internal component and 60% external component [University] examination.						
12.	<b>STANDARD OF PASSING</b>	The assessment of students for each examination is done, based on relative performance. Maximum Grade Point (GP) is 10.000 corresponding to O. For all courses, a student is required to pass both internal and external examination separately with a minimum Grade Point of 4 corresponding to Grade P. Students securing less than 40% absolute marks in each head of passing will be declared FAIL. The University awards a degree to the student who has achieved a minimum CGPA of 4 out of maximum of 10 CGPA for the program.						
13.	<b>AWARD OF DEGREE/ DIPLOMA/ CERTIFICATE</b>	Bachelor of Business Administration (BBA) will be awarded at the end of semester VI examination by taking into consideration the performance of all semester examinations after obtaining minimum 4 CGPA out of 10CGPA.						
14.	<b>NATURE WISE DISTRIBUTION OF CREDITS</b>							
	<b>Semester</b>	<b>Generic Core</b>	<b>Generic Elective</b>	<b>Specialization Core</b>	<b>Specialization Elective</b>	<b>Open Elective</b>	<b>Audit</b>	<b>Total</b>
	1	25	0	0	0	0	0	25
	2	24	4	0	0	0	1*	28
	3	17	4	6	0	3	1*	30
	4	12	6	6	0	3	1*	27
	5	14	0	6	0	3	0	23
	6	8	0	6	0	3	0	17
	<b>Total</b>	<b>100</b>	<b>14</b>	<b>24</b>	<b>0</b>	<b>12</b>	<b>0</b>	<b>150</b>

\* Satisfactory completion of the non letter grade courses 'Integrated Disaster Management' and 'Fitness for Life' and 'Core Environmental Studies' is mandatory for the award of degree.

**This Programme Structure is aligned with the norms laid down by the University and is approved by the Academic Council.  
Hereafter changes (if any) which conform to the policy on "Curriculum Development and Review" would be permissible, subject to revision of the Programme Structure, following the specified processes.**

**Head - Academics**

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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2021-24**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
<b>Semester : 1</b>							
<b>Generic Core Courses</b>							
T3218	0213210101	Basics of Management Information Systems		4	40	60	100
T2465	0213210102	Fundamentals of Marketing		4	40	60	100
T2263	0213210103	Organizational Behaviour		4	40	60	100
T2863	0213210104	Management Essentials		4	40	60	100
T6156	0213210105	Principles of Microeconomics		4	40	60	100
T2825	0213210106	Fundamentals of Accounting		3	30	45	75
T2202	0213210107	Business Mathematics		2	20	30	50
<b>Total</b>				<b>25</b>	<b>250</b>	<b>375</b>	<b>625</b>
<b>Semester : 2</b>							
<b>Generic Core Courses</b>							
T2668	0213210201	Management Accounting		4	40	60	100
T3258	0213210202	Current Trends and Practices in IT		3	75	0	75
T2264	0213210203	Human Resource Management		4	40	60	100
T1134	0213210204	Company Law		3	30	45	75
T6148	0213210205	Principles of Macroeconomics		4	40	60	100
T2384	0213210206	Introduction to International Business		3	30	45	75
T2135	0213210207	Sales and Distribution Management		3	30	45	75
TH4095	0213210208	Fitness for Life *		0	0	0	Non Letter Grade
<b>Total</b>				<b>24</b>	<b>285</b>	<b>315</b>	<b>600</b>
<b>Generic Elective Courses Group</b>							
T6191	0213210209	French A-1 - Paper 1		4	40	60	100
T6197	0213210210	German A-1 - Paper 1		4	40	60	100
<b>Total Required Credits</b>				<b>4</b>	<b>40</b>	<b>60</b>	<b>100</b>
<b>Semester : 3</b>							
<b>Generic Core Courses</b>							
T2783	0213210301	Corporate Governance and Ethics		2	20	30	50
T1133	0213210302	Business Laws		4	40	60	100
T2207	0213210303	Operations Research		4	40	60	100
T2101	0213210304	Financial Management		3	30	45	75
T2205	0213210305	Business Statistics		4	40	60	100
T2883	0213210306	Core Environmental Studies *		0	0	0	Non Letter Grade



**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2021-24**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
<b>Total</b>				<b>17</b>	<b>170</b>	<b>255</b>	<b>425</b>
<b>Generic Elective Courses Group</b>							
T6192	0213210307	French A-1 - Paper 2		4	40	60	100
T6198	0213210308	German A -1 - Paper 2		4	40	60	100
<b>Total Required Credits</b>				<b>4</b>	<b>40</b>	<b>60</b>	<b>100</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2119	0213210309	Consumer Behaviour and Insights	Marketing Management	3	30	45	75
T2468	0213210310	Fundamentals of Rural Marketing	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2275	0213210311	Compensation Management	Human Resource Management	3	30	45	75
T2268	0213210312	Training and Development	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2099	0213210313	Direct Taxation	Financial Management	3	30	45	75
T2092	0213210314	Financial Statement Analysis	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Open Elective Courses</b>							
T2119	0213210309	Consumer Behaviour and Insights	Marketing Management	3	30	45	75
T2468	0213210310	Fundamentals of Rural Marketing	Marketing Management	3	30	45	75
T2275	0213210311	Compensation Management	Human Resource Management	3	30	45	75
T2268	0213210312	Training and Development	Human Resource Management	3	30	45	75
T2099	0213210313	Direct Taxation	Financial Management	3	30	45	75
T2092	0213210314	Financial Statement Analysis	Financial Management	3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>
<b>Semester : 4</b>							



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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2021-24**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
<b>Generic Core Courses</b>							
T8000	0213210401	Service Learning		4	100	0	100
T2803	0213210402	Project - I		3	75	0	75
TL003	0213210403	Liberal Arts		3	75	0	75
T2339	0213210404	Introduction to Entrepreneurship		2	20	30	50
T4005	0213210405	Integrated Disaster Management *		0	0	0	Non Letter Grade
<b>Total</b>				<b>12</b>	<b>270</b>	<b>30</b>	<b>300</b>
<b>Generic Elective Courses Group</b>							
T6193	0213210406	French A-1 - Paper3		4	40	60	100
T6199	0213210407	German A-1 - Paper 3		4	40	60	100
<b>Total Required Credits</b>				<b>4</b>	<b>40</b>	<b>60</b>	<b>100</b>
<b>Generic Elective Courses Group</b>							
TH4224	0213210408	Fitness and Sports - I		2	50	0	50
T3205	0213210409	Web Development using CMS		2	50	0	50
T5228	0213210410	Fundamentals of Photography		2	50	0	50
T5172	0213210411	Introduction to Storytelling		2	50	0	50
<b>Total Required Credits</b>				<b>2</b>	<b>50</b>	<b>0</b>	<b>50</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2471	0213210412	Introduction to Digital Marketing	Marketing Management	3	30	45	75
T2744	0213210413	Services Marketing	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2274	0213210414	Performance Management System	Human Resource Management	3	30	45	75
T2782	0213210415	Workforce Planning	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2044	0213210416	Security Analysis and Portfolio Management	Financial Management	3	30	45	75
T2968	0213210417	Introduction to Behavioral Finance	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>





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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2021-24**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
<b>Open Elective Courses</b>							
T2471	0213210412	Introduction to Digital Marketing	Marketing Management	3	30	45	75
T2744	0213210413	Services Marketing	Marketing Management	3	30	45	75
T2274	0213210414	Performance Management System	Human Resource Management	3	30	45	75
T2782	0213210415	Workforce Planning	Human Resource Management	3	30	45	75
T2044	0213210416	Security Analysis and Portfolio Management	Financial Management	3	30	45	75
T2968	0213210417	Introduction to Behavioral Finance	Financial Management	3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>
<b>Semester : 5</b>							
<b>Generic Core Courses</b>							
T2781	0213210501	Global Business Environment		4	40	60	100
T2805	0213210502	Project II		5	125	0	125
T2530	0213210503	Supply Chain Management		2	20	30	50
T2874	0213210504	MSME and Family Managed Business		3	30	45	75
<b>Total</b>				<b>14</b>	<b>215</b>	<b>135</b>	<b>350</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2467	0213210505	Fundamentals of Brand Management	Marketing Management	3	30	45	75
T2614	0213210506	Integrated Marketing Communication	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2977	0213210507	Fundamentals of HR Analytics	Human Resource Management	3	30	45	75
T2269	0213210508	Organizational Development and Change	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							
T2107	0213210509	Working Capital Management	Financial Management	3	30	45	75



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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2021-24**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2110	0213210510	Financial and Systemic Fraud	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Open Elective Courses</b>							
T2467	0213210505	Fundamentals of Brand Management	Marketing Management	3	30	45	75
T2614	0213210506	Integrated Marketing Communication	Marketing Management	3	30	45	75
T2977	0213210507	Fundamentals of HR Analytics	Human Resource Management	3	30	45	75
T2269	0213210508	Organizational Development and Change	Human Resource Management	3	30	45	75
T2107	0213210509	Working Capital Management	Financial Management	3	30	45	75
T2110	0213210510	Financial and Systemic Fraud	Financial Management	3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>
<b>Semester : 6</b>							
<b>Generic Core Courses</b>							
T2158	0213210601	Fundamentals of Quality Management		4	40	60	100
T2352	0213210602	Business Modeling and Business Plan		4	40	60	100
<b>Total</b>				<b>8</b>	<b>80</b>	<b>120</b>	<b>200</b>
<b>Specialization Core Courses : Marketing Management</b>							
T2719	0213210603	Elementary Retail Marketing	Marketing Management	3	30	45	75
T2466	0213210604	Fundamentals of B2B Marketing	Marketing Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Human Resource Management</b>							
T2276	0213210605	Cross Cultural Management	Human Resource Management	3	30	45	75
T2273	0213210606	Emotional Intelligence for Personal Growth	Human Resource Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Specialization Core Courses : Financial Management</b>							



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**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2021-24**

**Annexure A**

Catalog Course Code	Course Code	Course Title	Specialization	Credit	Internal Marks	External Marks	Total Marks
T2105	0213210607	Mergers and Acquisitions	Financial Management	3	30	45	75
T2106	0213210608	Project Finance and Infrastructure Financing	Financial Management	3	30	45	75
<b>Total</b>				<b>6</b>	<b>60</b>	<b>90</b>	<b>150</b>
<b>Open Elective Courses</b>							
T2719	0213210603	Elementary Retail Marketing	Marketing Management	3	30	45	75
T2466	0213210604	Fundamentals of B2B Marketing	Marketing Management	3	30	45	75
T2276	0213210605	Cross Cultural Management	Human Resource Management	3	30	45	75
T2273	0213210606	Emotional Intelligence for Personal Growth	Human Resource Management	3	30	45	75
T2105	0213210607	Mergers and Acquisitions	Financial Management	3	30	45	75
T2106	0213210608	Project Finance and Infrastructure Financing	Financial Management	3	30	45	75
<b>Total Required Credits</b>				<b>3</b>	<b>30</b>	<b>45</b>	<b>75</b>



Celebrating 50 Years of Excellence

**Symbiosis Centre for Management Studies, Nagpur**  
**Bachelor of Business Administration**  
**Programme Structure 2021-24**

Semester	Internal Credits	External Credits	Total Credits	Total Marks
<b>Marketing Management</b>				
Semester 1	0	25	25	625
Semester 2	3	25	28	700
Semester 3	0	30	30	750
Semester 4	12	15	27	675
Semester 5	5	18	23	575
Semester 6	0	17	17	425
<b>Total</b>	<b>20</b>	<b>130</b>	<b>150</b>	<b>3750</b>
<b>Human Resource Management</b>				
Semester 1	0	25	25	625
Semester 2	3	25	28	700
Semester 3	0	30	30	750
Semester 4	12	15	27	675
Semester 5	5	18	23	575
Semester 6	0	17	17	425
<b>Total</b>	<b>20</b>	<b>130</b>	<b>150</b>	<b>3750</b>
<b>Financial Management</b>				
Semester 1	0	25	25	625
Semester 2	3	25	28	700
Semester 3	0	30	30	750
Semester 4	12	15	27	675
Semester 5	5	18	23	575
Semester 6	0	17	17	425
<b>Total</b>	<b>20</b>	<b>130</b>	<b>150</b>	<b>3750</b>