

# **BACHELORS OF BUSINESS ADMINISTRATION**

PAPER 102 CORE 1

PRINCIPLES OF MANAGEMENT AND ORGANISATION BEHAVIOUR

COURSE OBJECTIVES:

The objectives of the course are to enable the student

1. To acquaint the students with organizational theories.
2. To introduce the concept of organizational structure and types of structures in an organization.
3. To understand the concept and nature of management and principles of management.
4. To learn what managers do and challenges and opportunities of organizational behaviour and foundation of individual and group behaviour.
5. To provide knowledge on learning, theories of learning, attitude, personality, perception and their theories.

COURSE OUTCOMES

After the completion of the course student are expected to -

1. Acquire knowledge about organisational theories

2. Describe the basic knowledge about organizational structures
3. Be familiar with what managers do and what challenges and opportunities organizational behaviour has.
4. Understand the nature and principles of management
5. Acquire knowledge on basic concepts and theories of learning, personality, attitude and perception.

Paper-103

CORE 2

## BUSINESS REGULATORY FRAMEWORK

### COURSE OBJECTIVES:

The objectives of the course are to enable the student

- To acquire knowledge about Essential Elements of Contract and Special Contracts of Bailment and Agency
- To make aware about different Category of Goods and how make use of Negotiable instruments in Business Transaction.
- To know about formation of companies, Memorandum and Articles and Registration of Companies.
- To create awareness about Partnership Business Setup with a Limited Liability.
- To stop malpractices by businessman and to protect Consumer .To Setup provision to regarding different for information.

### COURSE OUTCOMES:

After the completion of the course students are expected to:

- Acquire Knowledge about Valid ,Void and Illegal Contracts .To know the role of Consideration related to Agreements as per business law.
- Describe the Basic Consumer and Industrial Goods and Learn the Principle of Buyer's Beware .to know the Role of Negotiable Instrument in Business Transaction.

- Acquire knowledge about how Pvt and Pub Co is formed with Company Norms and how business can be formed by limited liability.
- Protect Consumer under different grievances handling method and to remove Defects and Defeciences in Business to safe guard Consumer Interest and how to get the Information about their area of Interest.

## PAPER 104 GENERAL ELECTIVE 1

### MANAGERIAL ECONOMICS

#### COURSE OBJECTIVES:

The objectives of the course are to enable the student

- To understand the two important factors of economics – demand and supply and their interactions.
- To explain various theories on consumer behavior.
- To understand the optimum level of production for the producer both in long rung and short run.
- To explain the various concepts of costs (FC, VC AND MC) and their structure both in the long run and in the short run.
- To explain the concept on various forms of market.
- To analyze the effect of changes in demand, cost and tax upon on various forms of market.

#### OUTCOMES:

After the completion of the course students are expected to ;

- Understand the concept of demand and supply, factors affecting demand and impact upon them by changes in price of the product, income of consumers and prices of related goods.
- Analyse the optimum level of production and the decisions made by a producer in different forms of market.
- Learn various types of cost and their behaviour in long run and short run.
- Distinguish between various forms of market and their characteristics and the ultimate effect upon the profits.
- have a clear picture on factor market.

Paper 301.Core 5.

### INCOME TAX LAW and PRACTICE

#### COURSE OBJECTIVES

The objectives of the course are to enable the student

- To Segregate Concept of Different Income Heads and Total Income on the Basis of Residential status.

- To know how the total Income is computed from Salary and House property after deductions under different sections provided by Income Tax.
- To make the proper segregation of Income from Profession and Business while Calculating the Total Income .
- To Consider how Income is Generated from Capital Gains differentiating Long Term assets and Short term Assets as well as the Securities .
- To Understand the Tax Liability and Deduction from Gross Total Income .

#### COURSE OUTCOMES

After the completion of the course students are expected to ;

- Know the Concept of Assessment year ,previous year and Residential Status while Calculating the Income Under different heads.
- Compute the Income from Salary after deducting the Amount provided as per the Income Bracket provided by income tax Act and the percentage of calculation to be considered
- Calculate of Income from House Property in Municipal Area and metro city with standard Deductions. .
- Acquire the Calculation of inome from differentiating Between Business and Profession.
- Compute of Income from Capital Gains Considering the Short term and Long Term Capital Asset Including securities taking into Consideration the time period which defines the Asset to be a short term or a long term.
- Acquire the Concept of Total Income and how to Carry Forward of losses
- Calculate the Tax Liabilty of Individual and the Firm.

#### PAPER 302 CORE6

#### COST AND MANAGEMENT ACCOUNTING

##### **Course objectives:**

The objectives of the course are to enable the student

- To understand Cost Accounting and Management Accounting and their importance.
- To value the inventory by various methods used in issuing stock to stores.
- To analyze the importance of various methods of Labor Costing and to realize the importance of labor as means of production.
- To make the apportionment and absorption of expenses by various bases of apportionment.
- To understand various methods of costing for different kinds of production means.
- To analyze the importance of budgeting and the impact on Cost Accounting.
- 7To analyze the importance of Standard Costing and the effect upon cost effectiveness.
- To get a clear picture upon Marginal Costing and effects on Marginal production upon fixed and variable expenses.

Outcomes:

After the completion of the course students are expected to

- Distinguish between Cost Accounting and Management Accounting and their relations.
- Highlight the importance of inventory valuation under different methods and for which firm it would be more appropriate.
- Understand the importance of Labor and how to have cost efficiency by managing this important factor of production.
- Segregate the expenses upon various overheads by using different basis.
- Use various costing methods for different types of costing.
- Prepare various types of budget and be able to compare with actual cost.
- Prepare standard costing and realize the importance of variance analysis.
- Check the effect of marginal production upon fixed cost, variable cost and profit.

PAPER 304

GE-03

### QUANTATIVE TECHNIQUES FOR MANAGEMENT

**OBJECTIVES:** To acquaint students with the construction of mathematical models for managerial decision situations and use computer software packages to obtain a solution wherever applicable. The emphasis is on understanding the concepts, formulation and interpretation.

#### **COURSE OBJECTIVES:**

The objectives of the course are to enable the student

- To formulate mathematical formulae from simple and complex business situations.
- To find out the optimum solution of a problem.
- To solve equations by replacing few variables.
- To understand transportation and networking problems and methods implemented to solve different situations.

#### **OUTCOME:**

After the completion of the course students are expected to

- Analyze the problems and identify the type and the appropriate methods to solve it.
- Distinguish between real and dummy variables and their use while calculating optimum solutions.
- Formulate linear programming problems and their solution using different methods.
- Formulate transportation problems and solve it by using different methods.
- Network analysis and its solution.

## FINANCIAL MANAGEMENT

OBJECTIVES: To acquaint students with the techniques of Financial Management and their applications for business decision making.

## COURSE OBJECTIVES:

The objectives of the course are to enable the learners

- To define meaning of various terms used in finance.
- To acquaint with the various concepts of Financial Management.
- To highlight the stages involved in Financial Management.
- To learn about the term capital and the risk of arranging capital from different sources.
- To make appropriate use of capital and have a good idea on risk and return.
- To evaluate various cost involved in investing capital through various techniques and methods like discounting and non-discounting.
- To understand the concept of capital structure and the importance of leverage.
- To get a clear concept on dividend policy and show how it affects the value of the firm.
- To understand the various theories on dividend.
- To analyze the concept of working capital management.

## OUTCOME:

After the completion of the course students are expected to

- Have a thorough knowledge on various aspects of Financial Management.
- Analyze various sources of capital and the importance of capital structure.
- Analyze and take decisions on various investment projects.
- Understand various dividend policy adopted by various firms and what impact they make on the value of the firm.
- Make a optimum working capital

## ENTREPRENEURSHIP DEVELOPMENT

OBJECTIVES: The purpose of the paper is to orient the learner toward entrepreneurship as a career option and creative thinking and behaviour

## COURSE OBJECTIVES:

The objectives of the course are to enable the learners

- To learn the elements, importance, dimensions of entrepreneurship.
- To know the dimension of entrepreneurship – intrapreneurship, netpreneurship, international entrepreneurship, technopreneurship, cultural entrepreneurship.
- To acquire knowledge on availability and access of finance, marketing assistance and technology for new ventures.
- To familiarise role of industries, entrepreneur's association and self-help groups. Concept, role and functions of business incubators, angel investors, venture capital and private equity fund
- To acquire knowledge on importance of business plan, project proposal, designing business process, preparation of project report.
- To learn how to mobilise resources for start-up. Preliminary contracts with the vendors, suppliers and basic start-up problems.

#### COURSE OUTCOMES

After the completion of the course students are expected to

- Acquire knowledge on elements, important dimensions of entrepreneur and entrepreneurship.
- Describe dimensions of entrepreneurship in intra, net, international, technology and cultural entrepreneurship.
- Acquire knowledge on financial dimensions of availability and access.
- Be familiar with industries, self-help groups, role and functions of business incubators, venture capital and private equity fund
- Prepare project report, how to conduct feasibility report and understand the importance of business plan.
- Understand how to mobilise resources for start-up and bring in vendors, suppliers and understand basic start-up problems.