

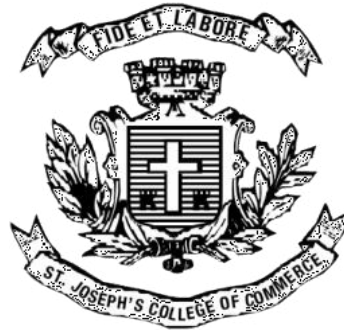
St. Joseph's College of Commerce
(Autonomous)

163, Brigade Road, Bengaluru - 560 025

Accredited with 'A++' Grade (4th Cycle) by the National Assessment
and Accreditation Council (NAAC)

Recognized by the UGC as

"COLLEGE WITH POTENTIAL FOR EXCELLENCE"



Bachelor of Business Administration
(Entrepreneurship)
Semesters I & II

Syllabus as per Karnataka State Education Policy 2024

Curriculum Framework w.e.f., 2024 - 2025

Academic Year 2024 - 2025

Batch 2024 - 2027

St. Joseph's College of Commerce
(Autonomous)
Affiliated to Bengaluru City University

St. Joseph's College of Commerce (SJCC) was formerly a part of St. Joseph's College, established in the year 1882. The Commerce Department was established in the year 1949 and it became an independent college with its own building in Brigade Road in the year 1972.

The college has in its Vision a model for higher education which encourages individuals to dream of a socially just world and in its Mission a strategy to empower individuals in realizing that dream.

With an objective of imparting quality education in the field of Commerce and Management, the college has been innovating in all aspects of higher education over a long period of time. These innovations were further bolstered with the granting of autonomous status to the college by UGC in September 2005. From then on, the college has taken a lead in reforming curriculum and syllabus, examination and evaluation pattern and teaching and learning methods through the Board of Studies, the Academic Council and the Governing Council comprising of eminent academicians, industry representatives and notable alumni.

The college has undergone four cycles of NAAC accreditation starting from the year 2000 in which it secured 'five stars', next in the year 2007 an 'A' grade, in the year 2012 again an 'A' grade and recently in February 2021 an 'A++'. It is one of the very few institutions in the country to have secured A++ grade in the fourth cycle under the Revised Accreditation Framework (RAF) and the first college in Karnataka to do so. The college was declared as a 'College with Potential for Excellence' in the year 2010. In 2011, SJCC was recognized as a Research Centre by Bangalore University. The college has been ranked 55th in the National Institutional Ranking Framework (NIRF) ratings of Ministry of Education, Government of India, in 2024 and it has been the only institution from Karnataka to make it consistently to the top 100 in the country.

The college offers diverse programmes in Commerce, Business Administration Arts and Science. Under Commerce Studies it offers B.Com, B.Com (Professional-International Accounting and Finance), B.Com (BPM- Industry Integrated), B.Com (Travel and Tourism), B.Com (Analytics), B.Com (Professional - Strategic Finance), M.Com (Finance & Taxation/ Marketing & Analytics), M.Com (International Business) & M.Com (Financial Analysis). Under Business Administration it offers BBA, BBA (Entrepreneurship) and BBA (Professional- Finance and Accountancy). Under Arts it offers BA (English, Communicative English and Psychology) and Under Science it offers B.Sc (Economics, Mathematics and Data Analytics). The college also offers five one-year Post Graduate Diploma programmes.

THE DEPARTMENT OF BUSINESS ADMINISTRATION

With the world of business constantly changing and a strong base created for technology in the country, it is of utmost importance to augment management talent and resources at all levels. Strategies and goals of any educational institution has to be constantly redefined to keep in pace with the external environment. All this led to the birth of the BBA department at St. Joseph's College of Commerce in the year 2004-2005. Within a short period of time, the department has emerged as a promising centre in the field of management studies at the undergraduate level. This department aims at motivating students to take up higher studies in management, so that they may blossom into effective entrepreneurs who would not be afraid of taking risk, or teachers and researchers who would contribute positively towards the betterment of the society or to take up consultation to help business units leverage on management knowledge.

BBA (ENTREPRENEURSHIP) PROGRAMME

The BBA (Entrepreneurship) Programme at St Joseph's College of Commerce, established in the academic year 2017-2018, under the Department of Business Administration. The programme is specially designed to cultivate entrepreneurial talent and foster a culture of innovation to drive sustainable growth and adaptability in an ever-changing market. The programme provides a unique and dynamic combination of hands-on business creation experience, cutting-edge entrepreneurial education, and a globally focused perspective. Students acquire the skills and confidence to ideate, launch, and scale their own ventures, with a solid grasp of business management fundamentals. Taught by faculties with proven entrepreneurial experience and academic credentials, the programme involves opportunity recognition, business model innovation, start-up financing, and venture growth strategies. This comprehensive curriculum aims to motivate students to identify business opportunities, develop innovative solutions, and become effective entrepreneurs or entrepreneurship educators and researchers, contributing to a vibrant start-up ecosystem.

OBJECTIVES OF THE PROGRAMME

- To impart knowledge to students in functional areas of business so that they may pursue careers in management and excel in different fields of management.
- To incorporate extensively – along with theoretical knowledge sharing – various skills (viz., Presentations, rapid reading, geo political awareness, time management) needed for managerial effectiveness.
- To promote knowledge through research – applied and conceptual, relevant to management studies.
- To enhance the decision-making skills and administrative competence of students.
- To motivate students to apply management techniques to new and innovative areas of management.

I. ELIGIBILITY FOR ADMISSION

Candidates who have completed the two-year Pre-University course of Karnataka State or its equivalent are eligible for admission into this Programme.

II. DURATION OF THE PROGRAMME

The duration of the programme is three (03) years of Six Semesters. A candidate shall complete his/her degree within five (5) academic years from the date of his/her admission to the first semester. Students successfully completing three (03) years of the course will be awarded Bachelor's Degree in Business Administration.

III. MEDIUM OF INSTRUCTION

The medium of instruction shall be in English.

IV. ATTENDANCE

- a. A student shall be considered to have satisfied the requirement of attendance for the semester, if he/she has attended not less than 75% in aggregate of the number of working periods in each of the courses, compulsorily.
- b. A student who fails to complete the course in the manner stated above shall not be permitted to take the End Semester Examination.

V. TEACHING AND EVALUATION

M.Com/MBA/MFA/MBS/MTA/MA/M.Sc graduates with B.Com, B.B.A, B.B.S,BA and B.Sc as basic degree from a recognized university are only eligible to teach and to evaluate the courses including part - B courses of I and II semesters except languages, compulsory additional courses and core Information Technology related courses, Skill based, Value Based and Foundation courses, mentioned in this regulation. These courses shall be taught by the Post graduates as recognized by the respective Board of Studies.

VI. SCHEME OF EXAMINATION

Academic Evaluation under State Education Policy (SEP) (**Effective from Academic Year 2024-2025**):
The academic evaluation of both undergraduate (UG) and postgraduate (PG) programmes consists of two components: Continuous Internal Assessment (Formative Assessment) and End-Semester Examination (Summative Assessment).

Assessment for UG Students under SEP will be as follows:

Type of Assessment	Assessment Component	Allotted Marks
Continuous Internal Assessment / Formative Assessment	CIA I (Test)	10 Marks
	CIA II (Skill-based Assessment)	10 Marks
	Mid-Term Exam	20 Marks
Total	40 marks (scaled down to 20 marks)	
End-Semester Examination / Summative Assessment	End-Semester Examination (For three hours duration)	80 Marks
TOTAL		100 Marks

A. Additional Details

- **Mid-Term Exam:** The mid-term exam covers at least 40-50% of the syllabus and has duration of one hour.

- **Continuous Internal Assessment (CIA) Activities:** CIA activities are designed with clear objectives, modalities, assessment rubrics, and outcomes.

B. CIA Improvement

There is **no provision for enhancing CIA marks** for UG students once the semester ends.

Attendance requirement for taking ESE

- The University Grants Commission (UGC) mandates a minimum of 75% attendance in each course to be eligible to write the End Semester Examinations (ESE).
- There is no provision for condonation of attendance under the UGC Act.

VII. Minimum for a Pass

- **Minimum Pass Marks in Final Examination:** A minimum of 40 percent is required in each course in the End Semester Exams. The student must score at least 32 marks out of 80 in the End Semester Examination (ESE).
- **Overall Pass Requirement:** The aggregate of Continuous Internal Assessment (CIA) and End Semester Examination (ESE) should also be a minimum of 40 percent. Out of 100 marks, a student must secure at least 40 marks in each course to qualify as passed inclusive of minimum 32 marks out of 80 in End Semester Exam.

VIII. GRADING SYSTEM FOR CHOICE BASED CREDIT SYSTEM (CBCS)

The modalities and operational details are given below:

- **Grade Points:** The College adopts a ten-point grading system. The papers are marked in a conventional way for 100 marks. The marks obtained are converted to grade point according to the following table. If a student is absent for the paper the grade point assigned is 0.

% Marks	95 - 100	90 - 94	85 - 89	80 - 84	75 - 79	70 - 74	65 - 69	60 - 64	55 - 59	50 - 54	45 - 49	40 - 44	Below 40
Grade Point	10	9.5	9	8.5	8	7.5	7	6.5	6	5.5	5	4.5	0

- **Credits:** Credits are assigned to courses based on the following broad classification:

Courses Category	Instruction Hours/week	Credits
Languages	3 Hours	3
Major Core	4 Hours	4
Skill Enhancement Courses	1-4 Hours	1-4
Compulsory Courses	1-2 Hours	1-2

- **Grade Point Calculation**

- **Semester Grade Point Average (SGPA):** The SGPA is calculated as the sum of

the product of the credits and the grade points scored in all courses, divided by the total credits.

- Minimum SGPA required for a pass is 4.5.
 - If a student has not passed in all courses or is absent, the SGPA is not assigned.
 - Cumulative Grade Point Average (CGPA): The CGPA is the weighted average of all the courses taken by a student across all semesters of a programme.
- **Cumulative Grade Point Average (CGPA):** The CGPA is the weighted average of all the courses taken by a student across all six semesters of a programme.

$$\text{CGPA} = \frac{\sum \text{Total Credits in the Semester} \times \text{SGPA}}{\text{Total Credits of the Courses}}$$

Note: SGPA and CGPA will be rounded off to two decimal places.

• **Interpretation of SGPA/CGPA and Classification of Final Result**

Grade Points	% of Marks	Grade	Result/Class Description
9.00-10.00	85 - 100	O	Outstanding
8.00-8.99	75 - 85	A+	First Class Exemplary
7.00-7.99	65 - 75	A	First Class Distinction
6.00-6.99	55 - 65	B+	First Class
5.50-5.99	50 -55	B	High Second Class
5.00-5.49	45 - 50	C	Second Class
4.50 -4.99	40 - 45	P	Pass Class
Below 4.5	Below 40	RA	To Re-Appear

IX. PATTERN OF ESE QUESTION PAPER UNDER SEP

The End Semester Examination (ESE) question paper under SEP will include questions that assess both Lower Order Thinking Skills (LOTS) and Higher Order Thinking Skills (HOTS). The difficulty level of the question paper will be distributed as follows: 40% easy, 30% difficult, and 30% very challenging.

- **Duration:** 3 Hours
- **Maximum Marks:** 80

The question paper pattern will be as follows:

Sections	Marks per Question	Number of Questions	Total Marks
Section A	2 marks	5 questions (out of 7)	10 Marks

Section B	5 marks	4 questions (out of 6)	20 Marks
Section C	12 marks	3 questions (out of 5)	36 Marks
Section D	14 marks	1 question (Case Study)	14 Marks
Total			80 Marks

X. REVALUATION AND RETOTALING

Requests for **revaluation, retotaling, and photocopies of the answer book** for the End-Semester Examination (ESE) must be submitted to the Controller of Examination along with the prescribed fee within two weeks from the declaration of results.

XI. ABSENCE DURING END SEMESTER EXAMINATION

If a student misses the End Semester Examination, they will be marked as "Absent" and will be required to take the supplementary examination for that course during the next available opportunity only.

XII. MALPRACTICE

Students will be dealt severely in case if they are found guilty of any malpractices during examination. The college has zero tolerance towards any kind of unethical means adopted to secure marks in the exams.

OUTCOME BASED EDUCATION (OBE)

Our BBA programmes will produce graduates who will be capable of the following:

PROGRAMME EDUCATIONAL OBJECTIVES (PEOs)

- PE O1** **Develop** professional competence to become successful managers and entrepreneurs in the academia, industry or government.
- PE O2** **Adapt** to a rapidly changing environment with newly learnt and applied skills and competencies, become socially responsible and value driven citizens, committed to sustainable development
- PE O3** **Act** with conscience of global, ethical, societal, ecological and commercial awareness with sustainable values as is expected of practicing management professionals contributing to the country
- PE O4** **Able** to continue their professional development by obtaining advanced degrees in Management or other professional fields

PROGRAMME OUTCOMES (POS)

PO 1 **Disciplinary and Inter-disciplinary Knowledge**

Demonstrate the understanding of relevant business, management and organization knowledge, both academic and professional, in line with industry standards.

PO 2 **Decision Making Skill**

Apply underlying concepts, principles, and techniques of analysis, both within and outside the discipline to generate all the possible solutions and pick one that shows their understanding of the problem and the outcomes.

PO 3 **Integrated Problem-Solving and Research**

Analyze how parts of a whole interact with each other to produce overall outcomes in complex systems by analyzing key managerial issues in a particular industry or company and propose appropriate managerial solutions to the situation.

PO 4 **Critical Thinking Skill**

Evaluate evidence, arguments, claims and beliefs by using right type of reasoning as appropriate to the situation and Analyze how parts of a whole interact with each other to produce overall outcomes in complex systems.

PO 5 **Creative Thinking Skill**

Develops, implements and communicates new and worthwhile ideas using both incremental and radical concepts to make a real and useful contribution to their work.

PO 6 **Usage of Modern Technology and Tools**

Use tools and technologies of digital nature, communication/networking tools and social networks appropriately to access, manage, integrate, evaluate and create information to successfully function in a knowledge economy.

PO 7 **Leadership and Team Work**

Develop a vision, translate that vision into shared goals, and effectively work with others to achieve these goals.

PO 8 Ethical Conduct

Act responsibly and sustainably at local, national, and global levels.

PO 9 Collaboration

Work collaboratively and respectfully as members and leaders of diverse teams.

PO 10 Self-Directed and Life-Long Learning

Create goals and monitor progress toward them by developing an awareness of the personal, environmental and task-specific factors that affect the attainment of the goals.

PROGRAMME SPECIFIC OUTCOMES (PSOs)

PO 11 Entrepreneurial Perspectives

Evaluate entrepreneurial opportunities for new business ventures, evaluate the potential for business success and consider implementation issues including financial, legal, operational and administrative procedures involved in starting a new business venture.

PO 12 Development of a Sustainable Business Model

Develop a Sustainable business plan and a model and investigate viability, applicability and suitability in the context of emerging environmental and socio-economic challenges.

BBA (ENTREPRENEURSHIP)							
PROGRAMME MATRIX AS PER STATE EDUCATION POLICY (SEP)							
Category/Semester	I	II	III	IV	V	VI	Total Credits
PART A: LANGUAGES							
Languages 3 Hrs - 3 Crs	Lang I	Lang I	Lang I	Lang I	-	-	
	Lang II	Lang II	Lang II	Lang II	-	-	
Part A Credits	6	6	6	6			24

PART B: DISCIPLINE SPECIFIC COURSES							
Major Core Courses 4 Hrs - 4 Crs	Perspectives in Management	Organisational Behaviour	Human Resource Management	Costing for Business Decisions	Taxation I	Taxation II	
	Business Environment	Managerial Economics	Production and Operations Management	Marketing Management	Business Law & Ethics	Innovation & Design Thinking	
	Fundamentals of Entrepreneurship	Entrepreneurship Planning & Development	Entrepreneurial Finance	Venture Establishment & Sustainability	Global Entrepreneurship	Social Entrepreneurship	
	Business Mathematics and Statistics	Fundamentals of Accounting	Indian Financial System	Operations Research	-	Management Accounting	
Major Elective Courses 4 Hrs - 4 Crs	-	-	-	-	Elective I	Elective II	
4 Hrs - 4 Crs	16	16	16	16	16	20	100
PART C: SKILL ENHANCEMENT COURSES/ACTIVITIES							
Skill Based Courses/Activities	-	MOOCs/ Certificate Courses 1 Cr	Decision Making using Spreadsheets 2 Crs	MOOCs/ Certificate Courses 1 Cr	Research Methodology 4 Crs	Social Internship 2 Crs	
				Technology for Entrepreneurship 2 Crs	Project 4 Crs	Start-up Internship 2 Crs	
Value Based Activities		Extra-Curricular Activities 1 Cr	-	Extra-Curricular Activities 1 Cr	-	Extension Activities 1 Cr	
Part C Credits		2	2	4	8	5	21
PART D: FOUNDATION/COMPULSORY COURSES							
Foundation/ Compulsory Courses	Constitutional Values I 2 Crs	Constitutional Values II 2 Crs	-	-	-	-	
	Psychological Wellbeing 1 Cr						
Part D Credits	3	2					5
Total Credits	25	26	24	26	24	25	150

BBA (Entrepreneurship)
Course Structure as per SEP
SEMESTER I

Course Code	Title of the Course	Category of Course	Teaching Hours Per Week	CIA	ESE	Total Marks	Credits
M3 24 GE 101	General English	Language I	3	20	80	100	3

M3 24 KN 101	Kannada	Language II	3	20	80	100	3
M3 24 HN 101	Hindi						
M3 24 AE 101	Additional English						
M3 24 MC 101	Perspectives in Management	Major Core	4	20	80	100	4
M3 24 MC 102	Business Environment	Major Core	4	20	80	100	4
M3 24 MC 103	Fundamentals of Entrepreneurship	Major Core	4	20	80	100	4
M3 24 MC 104	Business Mathematics and Statistics	Major Core	4	20	80	100	4
UG 24 CC 101	Constitutional Values I	Compulsory Course	2	10	40	50	2
UG 24 FC 101	Psychological Wellbeing	Compulsory Course	1	25	-	25	1
Total Credits							25

Department of Business Administration BBA (Entrepreneurship)						
Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per week	Credits
I	M3 24 MC 101	PERSPECTIVES IN MANAGEMENT	60 Hours	Major Core	4 Hours	4
Course Objectives	The course content is designed with a view to acquaint students with the concepts and principles of management required for the management of any					

	given business entity.	
Course Outcomes	CO1	Describe the forms of organisation and evolution of management thought.
	CO2	Integrate the planning, forecasting with decision making process of a given organization.
	CO3	Relate the function of organizing with staffing in consideration of their effort on individual actions.
	CO4	Identify the range of leadership theories, Directing and controlling tools available in the management.
	CO5	Compare and contrast the traditional and modern controlling techniques used in management.
	CO6	Illustrate the recent trends in management and factors affecting ethical practices in Business and social responsibilities of management towards all the stake holders.
Module 1	Forms of Organisation & Management	15 Hours
<p>Organisation: Meaning, Characteristics, Merits and Limitations of: Proprietary concerns, Partnership firms, Companies - Government undertakings- Non Business Organization - Trusts - Cooperative Society - Clubs and Associations. Introduction to Management - Meaning, Definition, its nature, purpose, importance & Functions, Management as an Art, Science & Profession- Management as social System. Concepts of management - Administration - Organization Levels of Business Management - Need for Managers - Types of Managers - Managerial Roles.</p> <p>Evolution of Management Thought: Contribution of F.W.Taylor, Taylor's scientific management - Fayol's Principles of Management - Elton Mayo (hawthorne studies), Chester Bernard, and Peter Ducker to the management thought -various approaches to management (i.e. Schools of management thought). 3 stage differentiation of management theories (classical, neo classical, modern theories)</p>		
Module 2	Planning	10 Hours
<p>Planning: Nature - Planning Process - Objectives, Meaning - Need & Importance, levels, advantages & limitations, Types of Plans.</p> <p>Forecasting: Meaning and purpose of forecasting - Techniques of forecasting - Qualitative and quantitative.</p> <p>Decision Making: Meaning - Steps in decision-making</p>		
Module 3	Organizing and Staffing	8 Hours
<p>Organizing: Nature and purpose of organization, Elements of organizing & process.</p> <p>Principles of organization - Organization structure and types, Delegation of authority - Principles of Delegation, Importance and difficulties in delegation - Departmentation - Committees - Centralization v/s Decentralization of Authority - Span of Control.</p> <p>Staffing: Nature -Process of staffing- Importance of staffing.</p>		
Module 4	Directing	12 Hours
<p>Directing: Meaning - Principles and techniques of directing</p> <p>Leadership: Meaning. Leadership styles-Formal and informal leadership. Theories of leadership</p> <p>Motivation: Meaning, Nature, Purpose and Significance of Motivation.</p>		

<p>Morale: Meaning, Nature, Purpose and Significance of Morale, Difference between Morale and Motivation, Morale and performance, Developing High Morale, Measurement of Morale. Communication: Principles and Process of communication – Barriers to effective communication. Co-ordination: Meaning – Principles and process of co-ordination.</p>		
Module 5	Controlling	8 Hours
<p>Meaning -- Steps in controlling -- Essentials of a Sound Control System – Methods of Establishing Control, Techniques of controlling – Budgetary and non-budgetary.</p>		
Module 6	Social Responsibility of Management and Contemporary Trends in Business	7 Hours
<p>Social Responsibilities of Management – Meaning, Social responsibilities of business towards various stakeholders- Meaning of business ethics- need and importance – Profits and Ethics – Factors affecting ethical practices in Business. Recent Trends in Management: Management of Change, Management of Crisis, International Management, Community involvement.</p>		
Self-Learning Topics		
1		
2		
3		
Skill Development		
1	Take different types of organisation of your choice and make a chart of the type of organisation structure followed at the institution. Also create a chart on Media of Communication followed at the organisations.	
2	Take a company of your choice and create a chat on the hierarchy that exists in the company or create a graphical representation of Maslow’s Theory and present it in class.	
3	Critically analyze the corporate strategies that are adopted by Indian Companies to face the challenges of competition. Make a report of your findings.	
4	Select a successful retail store and give details of factors leading to its success or Select a failed venture, if any known to you, and bring out reasons for its failure. Make a presentation of the same in class.	
5	Select a company of your choice and prepare a SWOT analysis for the same also Mention the characteristics and skills of managers in the 21st century that them successful.	
6	Identify some unethical and ethical practices prevailing in an organization. Make a report of the same.	
Books for Reference		
1	<i>Bhat, A., & Kumar, A. (2019). Learning Management Principles, Processes and Practices (2nd ed.). Bengaluru: Oxford University Press.</i>	
2	<i>Bhushan, Y. K. (2016). Fundamentals of Business Organization and Management (19th ed.). New Delhi: Sultan Chand & Sons.</i>	
3	<i>Chandan, J. S. (1997). Management Concepts and Strategies (1st ed.). Delhi: Vikas Publishing House Pvt. Limited.</i>	

4	Koontz, H., & O'Donnell, C. (1986). <i>Essentials of Management (4th ed.)</i> . New Delhi: McGraw Hill.
5	Kanagasabapathi, P. (2012). <i>Indian Models of Economy, Business and Management (3rd ed.)</i> . Delhi: PHI Learning.
6	Prasad, L. M. (2019). <i>Principles of Management (8th ed.)</i> . New Delhi: Sultan Chand & Sons.
7	Griffin, R. W. (2012). <i>Management Principles and Applications (10th ed.)</i> . Delhi: Cengage Learning.
8	Sharma, R. K., & Gupta, S. K. (2016). <i>Principles of Management (1st ed.)</i> . New Delhi: Kalyani Publishers.
9	Srinivasan, R., & Chunawalla, S. A. (2014). <i>Management Principles and Practice (1st ed.)</i> . Kolkata: Himalaya Publishing House.
10	Tripathi, P. C., & Reddy, P. N. (2017). <i>Principles of Management (5th ed.)</i> . New Delhi: McGraw Hill Education.

Mapping of CO and PO

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

Department of Business Administration BBA (Entrepreneurship)

Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per week	Credits
I	M3 24 MC 102	BUSINESS ENVIRONMENT	60 Hours	Major Core	4	4
Course Objectives	The course enables students to recognize the micro and macro environmental factors influencing business decisions and consider the implications of economic variables in business decision making.					
Course Outcomes	CO1	Conduct the Environmental analysis that influences Business decisions.				

	CO2	Examine the implications of Economic variables in selective business decision making.	
	CO3	Evaluate the implication of Global Environment variables in the context of Indian Economy.	
	CO4	Illustrate the factors of the political environment that influence Business decision making.	
	CO5	Examine the impact of Technological, Socio-cultural and Natural environmental factors affecting Business decision making.	
	CO6	Outline the Legal framework regulating to Competition, Information and Cyber Offences.	
PART-A	ECONOMIC ENVIRONMENT		
Module 1	An Overview of Business Environment		10 Hours
<p>Meaning and Definition, Objectives, Importance and Uses of Study of business environment</p> <p>Environmental Analysis - Meaning, Process of Environmental Analysis, Limitations of environmental Analysis, environmental factors - The Micro environment of business and the macro environment of business.</p>			
Module 2	Economic Environment		12 Hours
<p>Meaning - Characteristics of Indian Economy - Features affecting Economy - Impact of Liberalization Privatization & Globalization of Indian Business Monetary policy - Meaning, objectives</p> <p>Fiscal policy - Meaning, objectives, budget and its importance</p> <p>EXIM policy - Meaning, objectives Industrial policy - Meaning, objectives - Latest Policy Measures</p>			
Module 3	Global Environment		8 Hours
<p>Meaning, nature of globalisation, causes of globalization, strategies for globalization, Challenges of International Business, GATT and WTO and its implications on Indian economy.</p>			
PART-B	LEGAL ENVIRONMENT		
Module 4	Political Environment		10 Hours
<p>Meaning, Political institutions, The Constitution of India, The Preamble, The fundamental rights, The relationship between business and government, Responsibilities of business towards government, Responsibilities of government towards business, Extent of state intervention in business.</p>			
Module 5	Technological, Social and Natural Environment		12 Hours
<p>Technological Environment - Meaning and definition, components of technology, features of technology, Impact of Technology, Limitations in technological development, Current trends in technological environment.</p> <p>Social and cultural Environment - Meaning and definition of society, Culture - elements of culture, business and culture</p> <p>Natural Environment - Meaning of Natural Environment, Natural Environment and its impact on business.</p>			
Module 6	Legal Environment		8 Hours
<p>Committee on Competition Law and Policy 2000 - Competition Commission of India -</p>			

**Department of Business Administration
BBA (Entrepreneurship)**

Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per week	Credits
I	M3 24 MC 103	FUNDAMENTALS OF ENTREPRENEURSHIP	60 Hours	Major Core	4	4
Course Objectives	The course aims to equip the students with entrepreneurial skills so that they are inspired to look at entrepreneurship as a viable, lucrative, and preferred option of life.					
Course Outcomes	CO1	Articulate the evolution of entrepreneurship and its role in economic development.				
	CO2	Students will demonstrate an understanding of different forms of business ownership and their suitability for various entrepreneurial ventures.				
	CO3	Assess the components of the entrepreneurial ecosystem and analyze the support systems available for entrepreneurs.				

	CO4	Evaluate the functions of institutions involved in entrepreneurial development and understand their impact on fostering entrepreneurship.	
	CO5	Identify and evaluate various sources of financing for startups and SMEs, considering their capital needs and financing challenges.	
	CO6	Gain insights into the global dimensions of entrepreneurship, including cross-cultural challenges, international market entry strategies, and the impact of globalization and technology on entrepreneurial opportunities.	
Module 1	Introduction to Entrepreneurship		12 Hours
Entrepreneurship – concept and meaning-Evolution, benefits and risks of entrepreneurship, Key elements of entrepreneurship, role of entrepreneurship in economic growth and development - Factors affecting entrepreneurial growth, Concept of entrepreneur and traits of successful entrepreneur, Classification of entrepreneur, Importance of Entrepreneurial Mindset and Innovation, Entrepreneur and Intrapreneur, Women Entrepreneurs – Challenges.			
Module 2	Business Ownership		6 Hours
Forms of business ownership – Franchising – Buying an existing business- Family Business – Succession – Best practices-Emerging Trends – Entrepreneurial process – pitfalls of entrepreneurship.			
Module 3	Entrepreneurial Ecosystem		12 Hours
Entrepreneurial Ecosystem- meaning - Entrepreneurial Support Organizations (ESOs)- accelerators, incubators, co-working spaces, and other startup development programs- Role of Government Support in Entrepreneurial Ecosystem- startup India Initiative of GOI, Entrepreneurial Support Systems: Incubation, Financing, Mentoring.			
Module 4	Entrepreneurial Development		14 Hours
Entrepreneurship Training and Development - Role and Functions of Institutions: - Functions of Department of Industries and Commerce (DIC) - Activities of Small Industrial Development Corporation (SIDCO)- Functions of National Small Industries Corporation(NSIC)- Functions of Small Industries Development Bank of India (SIDBI) - Khadi Village Industry Commission (KVIC)-Small Industries Service Institute (SISI)- Strategies of National entrepreneurship Development Board (NEDB) -Objectives of National Institute for entrepreneurship and small business development (NIESBUD) - Role of MSME in the entrepreneurship development.			
Module 5	Sources of Financing		8 Hours
Planning for Capital needs, Typology of financing - Debt verses Equity, Short term Vs long term finance, Early stage Vs expansion finance, Financing challenges for startups and innovative SMEs; Debt finance- types- Bank Overdraft, trade credit, term loan, leasing; Equity Finance- types- Owners equity, Family and friends, Business Angels, Venture Capital, Publicly raised equity; Alternative sources of finance- Debt factoring and discounting, Government backed schemes and subsidies, Crowd Funding, SHGs, Micro Finance, Bootstrapping, credit cards.			
Module 6	Global aspects of Entrepreneurship		8 Hours

Cross Cultural Entrepreneurship, International market entry strategies- Global Entrepreneurial Ecosystems- Globalization and Technology -Emerging Markets and Opportunities: Concepts Only.	
Self-Learning Topics	
1	
2	
3	
Skill Development	
1	Draw up a business idea and draft a business plan for the same and carefully evaluate the possible business opportunities.
2	Prepare a brief case study based on any successful and failed local entrepreneurs by analyzing the failures and success factors of the business.
3	Analyze the profiles of any three new age Entrepreneur with special reference to entrepreneurial failures and success make a report of the same.
4	Visit the DIC, list and analyze various schemes proposed by the institutions supporting Entrepreneurs in Karnataka and analyze the facilities provided by them for budding entrepreneurs.
5	Arrange for a guest lecture by an entrepreneur of your choice.
6	Analyze the scope of Angel Investing and Venture Capital in India and also make a list of entrepreneurs who started of their business with the help of angel investors and venture capitalist. Present your understanding in the form of a report or a presentation.
Books for Reference	
1	<i>Coulson Thomas, C. The knowledge entrepreneur: Illustrated. New York: Kogan Page Publications.</i>
2	<i>Kuratko, D. F., & Hodgetts, R. M. (Revised ed.). Entrepreneurship: Theory, process, and practice. Ohio: Thomson South Western Publications.</i>
3	<i>Government of India. Report of the Committee on Development of Small and Medium Entrepreneurs.</i>
4	<i>Sharma, S., Singh, B., & Singhal, S. (Revised ed.). Entrepreneurship development. New Delhi: Wisdom Publications.</i>
5	<i>Khanka, S. S. (Revised ed.). Entrepreneurship development. New Delhi: S. Chand Publications.</i>
6	<i>Dollinger, M. J. (Revised ed.). Entrepreneurship: Strategies and resources. Illinois: Irwin Professional Publishing.</i>
7	<i>Jain, P. C. (Revised ed.). Handbook for entrepreneurs: Entrepreneurship development of India. New Delhi: Oxford Publications.</i>
8	<i>Hisrich, R. D., Peters, M. P., & Shepherd, D. A. (Revised ed.). Entrepreneurship. Delhi: Tata McGraw Hill Publications.</i>
Mapping of CO and PO	

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

Department of Business Administration BBA (Entrepreneurship)						
Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per week	Credits
I	M3 24 MC 104	BUSINESS MATHEMATICS AND STATISTICS	60 Hours	Major Core	4	4
Course Objectives	This aims to provide students with a firm grasp of financial mathematics concepts and some descriptive statistical concepts. Through theoretical learning and practical applications, students will develop an essential problem-solving skill relevant to financial mathematics and statistics and real-world data analysis and interpretation, with a focus on applications in commerce and business.					
Course Outcomes	CO1	Apply the concept of Interest and Annuity for computing the present and future value of single and series of cash outflows and inflows.				
	CO2	Illustrate the significance of statistics in analysing business problems.				

	CO3	Use the concept of measures of central tendency and dispersion for decision making.	
	CO4	Apply the concept of Correlation and Regression to analyse the data.	
	CO5	Analyse the time series data using moving averages and least square methods.	
	CO6		
Module 1	Basic Mathematical Concepts		10 Hours
Theory of equations -Linear, Quadratic, and system of Simultaneous linear equations - Application of concept of equations to business and commerce. Ratios and Proportions - Basic laws of ratios, proportions - continued, direct, inverse, compound, and mixed proportions - applications. Percentage - profit & loss, and discount -Applications in business and commerce.			
Module 2	Interest & Annuities		12 Hours
Concept of Time value of money - Simple Interest & Compound Interest PV and FV of single principal amount, PV & FV of uneven series of interest rates (single principal amount), doubling period (Rule of 72 & Rule of 69), effective & nominal rates of interest and depreciation. Annuity - Annuity Immediate & Annuity Due - FV of Annuity - Applications, PV of Annuity - Applications, Deferred Annuity, loan amortization table, PV of perpetuity, and Intra-year compounding and discounting.			
Module 3	Introduction to Statistics		8 Hours
Definition of Statistics, Characteristic of Statistics, Scope and Limitations of Statistics. Classification and Tabulation of Data. Diagrammatic and Graphical representation of data using Excel.			
Module 4	Measures of Central Tendency and Dispersion		12 Hours
Central Tendency -Arithmetic Mean, Combined Mean, Weighted Mean, Median and Mode (Direct method only). Dispersion Range, Quartile Deviation, Mean Deviation, Standard Deviation (Direct method only) and their Coefficients - Applications.			
Module 5	Correlation and Regression		12 Hours
Correlation: definition, scatter diagram, Karl Pearson's Coefficient of Correlation (Direct method only) and Spearman's Correlation Coefficient. Regression: Concept, simple linear regression analysis (Direct method only) - Applications.			
Module 6	Time series		6 Hours
Introduction to time series, Components of time series, Trend analysis by Moving Averages and Least Square Methods - Applications.			
Self-Learning Topics			
1			
2			
3			
Skill Development			
1	Preparation of Loan Amortization Table - EMI Calculation on Excel		
2	Preparation of Future value of Annuity Table on Excel.		
3	Correlation and Regression Analysis on Excel.		

**Department of Business Administration
BBA (Entrepreneurship)**

Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per Week	Credits
I	UG 24 CC 101	CONSTITUTIONAL VALUES - I	30 Hours	Compulsory Course	2	2
Course Objectives	This course aims to provide a comprehensive understanding of constitutional values in India, focusing on the foundational principles, evolution, and practical application of the Constitution. It seeks to analyze the interplay between constitutional rigidity and flexibility in shaping democratic governance and the role of constitutionalism in upholding democratic ideals.					
Course Outcomes	CO1	Analyze and explain the significance of constitutional rigidity and flexibility in the context of democratic values.				
	CO2	Evaluate the contributions of key figures like Dr. B.R. Ambedkar, Nehru, and Patel in the making of the Indian Constitution.				
	CO3	Demonstrate the impact of Fundamental Rights, Directive Principles, and Fundamental Duties in promoting social justice, unity, and integrity in India.				
Module 1						
i. The Making of the Constitution of India: Evolution, Nationalist Movement, Composition of the Constituent Assembly, Committees of the Constituent Assembly,						

Enactment of the Constitution.	
ii. Constituent Assembly: Role of Dr B.R. Ambedkar, Jawaharlal Nehru, Sardar Vallababhai Patel	
iii. Preamble of the Indian Constitution – Values enshrined in the Preamble; Sovereign, Secular, Socialistic, Democratic, Republic, Justice, Liberty, Equality and Fraternity.	
Module 2	
i. Salient Features of Indian Constitution and Basic Structure.	
ii. Fundamental Rights and how these Rights are safeguarding individual liberties.	
iii. Directive Principles of the State Policy; Socialist, Gandhian, and Liberal-Intellectual.	
iv. Fundamental Duties.	
Module 3	
i. Union Legislature – Parliament; Lok Sabha, Rajya Sabha – Composition, powers, functions.	
ii. Union Executive – President, Vice – President, Prime Minister, Union Council of Ministry, powers and functions, Leadership and collective responsibility.	
iii. Judiciary – Supreme Court, High Courts, powers and functions and Judicial Activism in India.	
Self-Learning Topics	
1	
2	
3	
Skill Development	
1	Make a chart of evolution of Constitution of India and the Preamble.
2	Identify a case/scenario and analyse the fundamental rights and duties of the parties involved.
3	Make a chart of the powers and functions of Union legislature, executive and the judiciary.
Books for Reference	
1	<i>Basu, D. D. (1982). Introduction to the Constitution of India. Prentice Hall of India.</i>
2	<i>Sharma, B. K. (2002). Introduction to the Constitution of India. Prentice Hall of India.</i>
3	<i>Bakshi, P. M. (1999). Constitution of India. Universal Law Publishing House.</i>
4	<i>Gupta, D. C. (1975). Indian Government and Politics. Vikas Publishing House.</i>
5	<i>Jha, S. N. (2005). Indian Political System: Historical Developments. Ganga Kaveri Publishing House.</i>
6	<i>Arora, & Mukherji. (1992). Federalism in India: Origin and Developments. Vikas Publishing House.</i>
7	<i>Subba Rao, P. V. (2005). Constitutional Morality. Eastern Book Company.</i>
8	<i>Kesavan, M. S. (2011). Constitutionalism: Evolution and Practice. Oxford University Press.</i>
9	<i>Austin, G. (1999). The Indian Constitution: Cornerstone of a Nation. Oxford University Press.</i>
10	<i>Basu, D. D. (2016). Fundamental Rights and Constitutional Remedies. LexisNexis.</i>
11	<i>Bhattacharya, S. (2008). Directive Principles of State Policy: A Comparative Study of the Indian and Irish Constitutions. Universal Law Publishing Co.</i>

12	<i>Jain, M. P. (2013). Fundamental Rights and Judicial Activism. Universal Law Publishing Co.</i>											
Mapping of CO and PO												
CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	H	L	H	L	M		M			L		
CO2	H		H	L	M		M	L		L		
CO3	H	L	H	L	M		M			L		

Department of Business Administration BBA (Entrepreneurship)						
Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per week	Credits
I	UG 24 FC 101	PSYCHOLOGICAL WELL-BEING	30	Compulsory Course	2	2
Course Objectives	This course aims to nurture self-awareness and meaningful relationship skills and to help in the development of emotional quotient and inter-personal skills.					
Course Outcomes	CO1	Develop a better emotional quotient.				
	CO2	Formulate a healthier sense of self through self-awareness.				
	CO3	Build more meaningful relationships.				
	CO4	Display an improvement in inter-personal skills.				
	CO5	Modify thought and belief patterns.				
	CO6					
Module 1	Introduction				3 Hours	
Meaning of counseling – Myths and Facts related to counseling – Breaking stigmas related to seeking counselling – Normalizing seeking help – Self-reflection through concentric circles						
Module 2	Intra-personal and Inter-personal Awareness				10 Hours	
Meaning of self-esteem – Factors that influence self-esteem – Importance of self- esteem – Effects of low self-esteem – Qualities seen in people with high vs. low self- esteem – How to improve self-esteem – Self-awareness activity						

Meaning of peer pressure - Different kinds of peer pressure - Resisting peer pressure - Confronting peer pressure - Group sharing activity		
Meaning of relationships - Types of relationships - Healthy relationship dynamics - Personal Rights in a relationship - Components of a healthy relationship - Types of abuse in a relationship - Intimacy and understanding our needs - Boundaries		
Module 3	Understanding Emotions	4 Hours
Meaning of emotions - Role of emotions in our lives - Beliefs regarding emotions - Harmful effects of suppressing emotions - Signs of emotional suppression - Handling emotions in a healthy manner - Self-assessment activity		
Module 4	Anger management	5 Hours
Meaning of anger - Physical and Emotional symptoms of anger - Different ways that people express anger - Expression and experience of anger - What makes us angry and what it means when we're angry - Dealing with anger - Guided visualization and art activity		
Module 5	Managing Anxiety/Fear	4 Hours
Meaning of fear - Types of fear - Physical and Emotional symptoms of fear - Different reactions to fear - Overcoming fear - Art work followed by group sharing activity		
Module 6	Dealing with Loss and Grief	4 Hours
Understanding loss and grief - Form of loss - Stages of grief - Dangers of not grieving- Dealing with grief - Ways to help others in grief		
Self-Learning Topics		
1		
2		
3		
Skill Development		
1		
2		
3		
4		
5		
6		
Book for Reference		
1	<i>Jones, R. N. (2023). Theory and practice of counselling and therapy (5th ed.). SAGE South Asia.</i>	
2		
3		
4		
5		
6		
Mapping of CO and PO		

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

BBA (Entrepreneurship)

Course Structure as per SEP

SEMESTER II

Course Code	Title of the Course	Category of Course	Teaching Hours Per Week	CIA	ESE	Total Marks	Credits
M3 24 GE 201	General English	Language I	3	20	80	100	3
M3 24 KN 201	Kannada	Language II	3	20	80	100	3
M3 24 HN 201	Hindi						
M3 24 AE 201	Additional English						
M3 24 MC 201	Organisational Behaviour	Major Core	4	20	80	100	4
M3 24 MC 202	Managerial Economics	Major Core	4	20	80	100	4
M3 24 MC 203	Entrepreneurship Planning & Development	Major Core	4	20	80	100	4
M3 24 MC 204	Fundamentals of Accounting	Major Core	4	20	80	100	4

UG 24 SB XXX	MOOCS/ Certificate Course	Skill Based Courses	1	25	-	25	1
UG 24 VB XXX	Extra-Curricular Activities	Value Based Activities	1 (Practical)	25	-	25	1
UG 24 CC 201	Constitutional Values II	Compulsory Course	2	10	40	50	2
Total Credits							26

Department of Business Administration BBA (Entrepreneurship)						
Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per week	Credits
II	M3 24 MC 201	ORGANIZATIONAL BEHAVIOUR	60 Hours	Major Core	4 Hours	4
Course Objectives	The course aims to develop a theoretical understanding among learners about the structure and behaviour within the organization of individuals and their interpersonal influence using various theories and techniques.					
Course Outcomes						T Levels
CO1	Understand the fundamental concepts and significance of organizational behaviour in managing organizations					T2
CO2	Analyze the impact of personality, perception, and motivation on individual behaviour in organizational settings					T4
CO3	Apply learning theories and attitude formation concepts to improve individual and organizational performance					T3
CO4	Evaluate the effectiveness of leadership styles and group dynamics in achieving organizational goals, and justify recommendations					T5
CO5	Examine the influence of organizational culture and climate on employee behaviour and organizational effectiveness, and identify patterns					T4
CO6	Design and develop strategies to manage conflict, stress, and change in organizational settings, promoting employee well-being and organizational resilience					T6
Module 1	Introduction to Organizational Behaviour					6 Hours
Introduction to organization-Organization behaviour - Meaning and definition –Need and						

significance of organization behaviour -Organization goals-Nature of goals-Goal changes-Contributions of other disciplines in organization behaviour- Models of Organization behaviour - Hawthorne studies- Learning organizations -Challenges and opportunities in Organization behaviour.		
BEHAVIOUR WITHIN ORGANIZATIONS: THE INDIVIDUAL		
Module 2	Personality, Perception & Motivation	18 Hours
<p>Personality: Meaning and definition of personality-Characteristics of personality-Determinants of personality-Environmental and biological factors of personality- Major Personality attributes influencing OB: Locus of Control, Machiavellianism, Self-Esteem, Self-Monitoring, Risk-Taking, Type A and Type B Personality- The Big Five Model of Personality.</p> <p>Perception: Meaning and definition - Need - Perceptual process - Perceptual inputs-Perceptual Mechanism - Perceptual Outputs-Perceptual errors-Factors influencing perception interpersonal perception.</p> <p>Motivation: Meaning - Characteristics - Role of Motivation -Motivation and Behaviour - Motivation and Performance - Financial and Non-financial incentives - Theories of motivation: Theory X and Y, Maslow's need hierarchy, Herzberg two-factor theory, ERG Theory.</p>		
Module 3	Attitudes and Learning	10 Hours
<p>Attitudes: Definition-Nature of attitudes-components of attitudes-attitude and opinion-attitude and belief- Formation of attitudes-Work related attitudes: job satisfaction, job involvement, and organizational commitment- Attitude measurement - Attitude change.</p> <p>Learning: Definition-Nature of learning-Theories of learning-Classical conditioning-Operant conditioning-Cognitive learning-Social learning-Principles of learning-Determinants of learning.</p>		
BEHAVIOUR WITHIN ORGANIZATIONS: GROUPS AND INTERPERSONAL INFLUENCE		
Module 4	Group Dynamics and Leadership	12 Hours
<p>Group Dynamics: Introduction to team-Differentiation between team and group - Meaning of groups and dynamics- Definition of group dynamics-Features of group dynamics-Types of groups-Dynamics of group formation-Group norms- Inter- group behaviour.</p> <p>Leadership: Meaning-Characteristics of leadership- Formal and informal leadership-Leadership theories (Trait, Behavioural and Contingency, Transactional, Translational Transformational) - Power - Sources of power.</p>		
Module 5	Organization Culture and Climate	4 Hours
<p>Organization Culture: Meaning and Definition- Characteristics, Uniformity of Culture-Dominant culture and sub-culture.</p> <p>Organization Climate: Meaning and Definition- Characteristics-Factors influencing organization climate- developing a sound organization climate-organizational effectiveness.</p>		
Module 6	Management of Conflict, Stress and Change	10 Hours

Conflict Management: Meaning - process - causes - sources - types of conflict - consequences of conflict – conflict resolution strategies.	
Stress Management: Understanding Stress – causes, consequences and Stress Management.	
Organisational Change: Kinds of change – identification of the problems and implementation of change – resistance to change – overcoming resistance to change.	
Self-Learning Topics	
1	Analysis about case studies of effective leadership styles (e.g., transformational, transactional) in organizations.
2	Research factors that shape organizational climate and their impact on employee satisfaction.
3	Read about different conflict resolution techniques and their effectiveness in various organizational contexts.
Skill Development	
1	Conduct a Survey on resistance to changing policies in the Banking Sector/ the IT Sector and make a report of your understanding.
2	Undertake a study in a company to find out the various non-financial incentives used to motivate the employees and make a presentation of your findings.
3	Conduct a study on job enrichment opportunities given by a company to the employees; also identify the factors contributing to absenteeism and employee turnover in any industry of your choice. Submit your findings in the form of a report.
4	Analyse the characteristics and components of attitudes and make a presentation of the same.
5	Perform a study on the determinants of personality of a group of individuals and make a report on your findings.
6	Analyse the organizational culture and climate prevailing in the BPO industry. Make a presentation of the same in class.
7	Conduct a study on the reasons for attrition in the BPO industry.
8	Submit your understanding in the form of a report and also make a graph showing the rate of attrition.
Books for Reference	
1	<i>Reddy, H. R., & Appaniah. (2017), Organizational Behavior (1st ed.), Himalaya Publishing House.</i>
2	<i>Robbins, S. (2015), Organizational Behavior (16th ed.), Pearson Education.</i>
3	<i>Ashwathappa, K. (2016), Organizational Behavior (12th ed.), Himalaya Publishing House.</i>
4	<i>Luthans, F. (2010), Organizational Behavior (12th ed.), McGraw-Hill Education.</i>
5	<i>Subha Rao, P. (2010), Management and Organizational Behavior (3rd ed.), Himalaya Publishing House.</i>

Mapping of CO and PO

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	H	M	L	L			H	M		L		
CO2	H	H	M	M			L		L			L
CO3		H	M	M	H	L	L				L	
CO4		H	M	M			H	L				L
CO5	H	M	L	L			H	M		L		
CO6	H	H	M		M		M				M	L

**Department of Business Administration
BBA (Entrepreneurship)**

Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per week	Credits
II	M3 24 MC 202	MANAGERIAL ECONOMICS	60 Hours	Major Core	4	4

Course Objectives
The course aims to familiarize the students with the fundamental concepts of economics and its applicability in the business environment along with the knowledge on concepts of consumer behavior and its impact on managerial decisions and operations.

Course Outcomes		T Levels
CO1	Describe the role of Managerial Economics in Business decisions making.	T2
CO2	Evaluate the laws relating to consumer behaviour and law of demand in the context of using the appropriate demand forecasting technique.	T5
CO3	Examine the factors influencing pricing decisions in order to arrive at appropriate pricing.	T4
CO4	Compare and contrast the implication of the law of production and short run and long run curves on average cost and marginal cost.	T4
CO5	Describe the equilibrium pricing and output under perfect and imperfect market competitions.	T2
CO6	Relate dynamics of Business cycles, changes in monetary and fiscal policies and other macroeconomic variables with the corresponding impact on managerial decisions and operations.	T4

Module 1	Introduction to Managerial Economics	4 Hours
Meaning and significance of Managerial Economics, Basic concepts of Micro and Macro Economics, Impact of Micro and Macro Economic Factors on Business Operations - Economic Growth and Development, Concept of Equilibrium – Types of Equilibrium		
Module 2	Approaches to Consumer Behaviour and Demand Analysis	12 Hours
Cardinal and Ordinal approaches to Consumer Behaviour - Law of Diminishing Marginal Utility and Equi - Marginal Utility - Indifference Curves – Properties Demand – Meaning - Determinants - Law of Demand, Elasticity of Demand – Price Elasticity - Degrees – Measurement of Price Elasticity - Concept of Income and Cross elasticity - Methods of Demand Forecasting including problems.		
Module 3	Pricing	4 Hours
Pricing – Factors influencing Pricing, Objectives of Pricing - Methods of Pricing: Cost plus pricing, Dual pricing, Administered pricing, Target rate of return pricing.		
Module 4	Production and Cost Analysis	8 Hours
Laws of Production: Law of variable proportion - Law of returns to scale – Isoquant and Isocost curves – Producer’s equilibrium. Cost Analysis – Types of costs and calculation - Relationship between Short run and Long run curves, Relationship between Average Cost and Marginal Cost.		
Module 5	Market Competition	15 Hours
Revenue analysis – Revenue curves under different market competitions, Perfect competition – Meaning, Equilibrium under Perfect competition – Time element under price and output. Monopolistic competition - Oligopoly – Meaning and features – Types of Equilibrium		
Module 6	Macro-Economic Concepts for Managerial Operations	17 Hours
Phases of Business Cycles and features, Inflation – Types and Causes – Deflation Monetary Policy and Fiscal Policy – Meaning and Tools National income - Basic Concepts and Methods of Computation (Only theoretical concepts) Exchange rate regime – Fixed Vs Floating exchange rates, Foreign Direct Investment and Foreign Institutional Investment Impact of Microeconomic and Macroeconomic Factors on Business Operations		
Self-Learning Topics		
1	Understanding Poverty and different Methods to calculate it.	
2	Business Decision Making Process	
3	Law of Supply	
4	Ten Principles of Economics	
5	Basic understanding of Circular Flow	
Skill Development		
1	To analyze the role of a Managerial Economist in the everyday functioning of an organization taking live examples.	

2	Choose a specific sector and prepare a survey report on the Demand Forecasting for a product/service.
3	Conduct a small survey to understand the Consumer Behaviour in situations like an epidemic or pandemic.
4	Analyse the different types of Costs incurred in the education sector.
5	Create a product/service of your choice and determine the Pricing Method involved in its pricing.
6	Analyse the different phases of Business Cycles in India since Independence and study how Business Cycles have impacted the global economy in the past.
7	Study the recent changes introduced in Monetary and Fiscal policy.
8	Examine statistically the macroeconomic elements of the Indian Economy such as HDI, Inflation, Unemployment, Poverty and Capital Formation.

Books for Reference

1	<i>Craig Petersen H. & Cris Lewis W., Managerial Economics, Latest Edition, New York, Pearson.</i>
2	<i>Dr. Mithani D. M., Anjali Sane, Business Economics, latest Edition, Kolkata, Himalaya Publishing House.</i>
3	<i>Dewett K., Economic Theory, Latest Edition, New Delhi, S Chand & Co Ltd.</i>
4	<i>Jhingan M.L, Micro Economic Theory, Latest Edition, Delhi, Vrinda Publications.</i>
5	<i>Joel Dean, Managerial Economics, Latest Edition, Delhi, PHI Learning Pvt. Ltd.</i>
6	<i>Mote V. L., Paul. S & Gupta G, Managerial Economics, Latest Edition, New Delhi, McGraw Hill Education.</i>
7	<i>Dr. Reddy P. N. & Appanaiah H. R., Essentials of Managerial Economics, Latest Edition, Kolkata, Himalaya Publishing House.</i>
8	<i>Dr. Sankaran S., Business Economics, Latest Edition, Chennai, Margham Publications.</i>
9	<i>Seth M.L., Principles of Economics, Latest Edition, Agra, Lakshmi Narain Agarwal.</i>
10	<i>Varsheney R.L & Maheswari S.N, Managerial Economics, Latest Edition, New Delhi, Sultan Chand & Sons.</i>

Mapping of CO and PO

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	H	H	M	M	L						L	L
CO2	H	H	M	M	L						L	L
CO3	H	H	M	L	L			L			M	
CO4	H	M	H	M	L						L	L
CO5	H	M	H	L	L			L			H	M

CO6	M	H	L	H	M						M	H
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Department of Business Administration BBA (Entrepreneurship)						
Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per week	Credits
II	M3 24 MC 203	ENTERPRENEURSHIP PLANNING & DEVELOPMENT	60 Hours	Major Core	4	4
Course Objectives	The course aims to empower students with a comprehensive understanding of the entrepreneurial process by cultivating an innovative and growth-oriented mindset. It enables students to generate and assess business opportunities, develop robust business models and plans, and apply strategic decision-making tools for effective execution. The course also focuses on building resilience in risk management and aligning entrepreneurial goals with market dynamics to successfully launch and scale sustainable ventures.					
Course Outcomes						T Levels
CO1	Apply creative thinking and resilience strategies to real-world entrepreneurial challenges, demonstrating a growth mindset in problem-solving and goal-setting.					T3
CO2	Analyze various methods of generating business ideas (e.g., SCAMPER, Mind Mapping), and differentiate between viable opportunities by evaluating market demand, economic viability, and timing.					T4
CO3	Evaluate business ideas by conducting comprehensive market research, using SWOT, PESTLE, and competitor analysis to assess feasibility, risks, and regulatory requirements for startup success.					T5
CO4	Develop a comprehensive business model using the Business Model Canvas by defining value propositions, customer segments, key partnerships, and revenue streams, and assess the sustainability of business models.					T6

CO5	Formulate a detailed business plan covering market research, product development, marketing strategy, operations, financial planning, and risk management, while designing prototypes and developing a Minimum Viable Product (MVP).	T5
CO6	Develop and execute a strategic business plan by applying competitive advantage models (e.g., Porter's Five Forces), setting SMART goals, and using tools like the BCG and Ansoff Matrices to align strategies with market trends and business objectives.	T6
Module 1	Entrepreneurial Perspective	08 Hours
Defining the Entrepreneurial Mindset-Growth vs. Fixed Mindset-Risk-taking and Resilience-Innovation and Creativity in Entrepreneurship-Setting Entrepreneurial Goals-Passion and Commitment in Entrepreneurship - Effectuation - Principles of Effectuation		
Module 2	Business Idea and Opportunity Recognition	12 Hours
Introduction to Business Idea generation- New Business Ideas: First Mover Advantage/Disadvantage; Sources of Business Ideas; Methods of Generating Business Ideas: Mind Mapping, Brainstorming, SCAMPER (Substitute, Combine, Adapt, Modify, Put to another use, Eliminate, Reverse), D.I.S.R.U.P.T (derive, include, separate, repurpose, unite, personalize, transplant) Reverse Thinking Core Concepts of Business Opportunities: Problem-Solution Fit-Market Demand and Trends-Economic Viability and Scalability-Timing: Risk and Reward, Passion and Commitment		
Module 3	Techniques for Evaluating Business Ideas	10 Hours
Market Research and Industry Analysis: PESTLE Analysis, SWOT Analysis, Competitor Analysis; Value Proposition Assessment; Business Model Validation; Prototyping and Minimum Viable Product (MVP) Testing; Customer Feedback and Iteration; Feasibility Study: Financial Forecasting and Risk Assessment; Legal and Regulatory Considerations for Startups; Assessing Team Capabilities		
Module 4	Business Modeling	8 Hours
Business Model Canvas-Value Proposition and Customer Segments-Revenue Streams and Cost Structure-Key Activities and Key Resources-Key Partnerships-Customer Relationships, Channels - Sustainable and Unsustainable Business Models		
Module 5	Business Plan Formulation and Prototype Development	12 Hours
Introduction to Business Plan: Importance, Purpose, and Key Components of a Business Plan-Business Idea & Vision-Market Research & Industry Analysis-Product/Service Development-Marketing & Sales Strategy-Operations & Management-Financial Planning-Risk & Contingency Planning-Structuring and Pitching a Business Plan; Prototyping - Developing and designing a prototype- Building of a MVP (Minimum Viable Product)		
Module 6	Strategic Planning and Execution	10 Hours
Business strategy definition and importance, aligning strategy with business goals, Competitive advantage models (Porter's Five Forces, Cost Leadership, Differentiation) Strategic Planning -Strategic planning tools (BCG Matrix, Ansoff Matrix, Growth Strategy Frameworks),Setting SMART goals and objectives; Aligning strategy with market trends Execution and Risk Management - Performance metrics and KPIs; Risk management and contingency planning; Scenario planning and decision-making models; Pivoting and scaling		

the business

Self-Learning Topics

1	Study how startups like Airbnb created MVPs to test their ideas with customers before scaling up.
2	Explore case studies of companies like Google (late entrant) vs. Yahoo (first mover) to understand the risks and rewards of market entry timing.
3	Explore case studies of businesses that are successfully capitalizing on emerging trends such as artificial intelligence (AI), green entrepreneurship, digital transformation, and the gig economy

Skill Development

1	Come up with a business idea by using the various theories and tested techniques. This activity can be done in a group or individually.
2	Use various idea generation techniques that utilize action verbs as stimuli and generate an idea and submit the same. Use techniques like mind mapping or Synectics or Morphological analysis, reverse thinking, accidental genius or brain writing or any other technique of your choice.
3	Analyse the value Proposition of the Idea/product proto type. Make a report of your understanding.
4	Design a customer profile for a company or product of your choice.

Books for Reference

1	<i>John C. Maxwell, (2014), the 5 Levels of Leadership, Latest Edition, Time Warner Trade Publishing, London.</i>
2	<i>Shalini Verma, (2014), Development of Life Skills and Professional Practice, Latest Edition, Vikas Publishing, New Delhi.</i>
3	<i>Steve Blank, (2013), The Four Steps to the Epiphany, Latest Edition, Wiley, New Delhi.</i>
4	<i>Dr. Kalyana Chakravarthi, (2011), Soft Skill for Managers, Latest Edition, Wiley, New Delhi.</i>
5	<i>Baumgartner. J, (2010), How to Evaluate Ideas - Innovation Management.</i>
6	<i>Alexander Osterwalder,(2010), Business Model Generation: A Handbook for Visionaries, Game Changers, and Challengers, 1 edition, Wiley, New Delhi.</i>
7	<i>Larry James, (2006),The First Book of Life Skills, Latest Edition, Embassy Books, Mumbai.</i>

Mapping of CO and PO

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	H	M	L			L		L			H	M

CO2	H	H	M	L					L		H	M
CO3	H	M	L	L	L						H	M
CO4	H	M	L	L	L						H	M
CO5	H	M	M	L	L						H	L
CO6	H	M	M	L	L						H	L

Department of Business Administration BBA (Entrepreneurship)						
Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per week	Credits
II	M3 24 MC 204	FUNDAMENTALS OF ACCOUNTING	60 Hours	Major Core	4	4
Course Objectives	The course enables students to understand the conceptual framework of Financial Accounting as per IndAS and IFRS and accounting standards on published accounting information along with preparation of financial statements of business entities.					
Course Outcomes						T Levels
CO1	Discuss the objectives of Financial Accounting and Reporting from the perceptive of the Stakeholders.					T2
CO2	Apply the concepts, assumptions and conventions of Accounting in the Accounting Equation					T3
CO3	Develop the accounting process - Journals, Ledgers, Trial Balance and Subsidiary books.					T3
CO4	Construct the financial statements of a Sole proprietor.					T3
CO5	Construct the Financial Statements by using Tally.					T3
CO6	Outline the Accounting Standards of IFRS and Ind AS.					T3
Module 1	Introduction to Accounting					6 Hours
Basic Financial Statements: Balance Sheet, Profit or Loss Statement and Cash Flow Statement Meaning of Accounting - Objectives of Financial Accounting and Reporting - Users of Financial Accounting Information - Limitations of Accounting - Qualitative Characteristics of Financial Statements - Ethical Values and Role of an Accountant						
Module 2	Conceptual Basis of Accounting					10 Hours

Five Elements of Accounting: Equity, Assets, Liabilities, Income and Expense - Revenue vs. Capital - Generally Accepted Accounting Principles (GAAP): Accounting Concepts and Concepts - Basic Accounting Equations and Representation in Balance Sheet

Module 3

Framework of Accounting

16 Hours

Accounting Cycle - Classification of Accounts (based on Accounting Equation Method) - Process of Journalising - Posting to Ledgers - Preparation of Trial Balance - Preparation of Subsidiary Books: Purchases, Sales, Purchases Returns, Sales Returns, Triple Column Cash Books and Journal Proper - Rectification of Errors

Module 4	Final Accounts of a Sole Proprietor	12 Hours
Preparation of Trading Account, Profit & Loss Account, and Balance Sheet of Sole Proprietary concerns - Treatment of Special Items: Adjustments relating to Closing Stock; Outstanding Expenses; Prepaid Expenses; Accrued Income; Income received in advance, provision for discount on debtors, provision for discount on creditors; goods distributed as free samples, goods taken by the owner for personal use, Abnormal loss of stock by fire, theft and accident (insured goods and uninsured goods), Manager's Commission		
Module 5	Computerised Accounting Process	10 Hours
Accounting Process using Tally - Journal, Ledger and Trial Balance		
Module 6	Accounting Standards and IFRS	6 Hours
Meaning and Objectives of Accounting Standards - Procedure for issuing Accounting Standards in India - Introduction to International Financial Reporting Standards (IFRS) - Need for IFRS Convergence - Ind AS - Financial Statements of a Company - Key Accounting Principles as per IFRS - Four Pillars of Accounting - Financial Statements as per Ind AS Schedule III (Format only)		
Self-Learning Topics		
1	Pdfs and videos on understanding basics of Tally	
2	Pdfs and videos on IFRS and Ind AS	
3	Pdfs and videos to understand the concept of Equity, assets, liability and expense	
4	Pdfs and videos to understand the structure of Balance sheet and Profit and Loss account	
5	Pdfs and videos to understand the modern rules of accounting	
Skill Development		
1	Contact an NGO and find out their system of accounting and make a report.	
2	Collect information with regard to the practical reasons for charging Depreciation and the methods adopted for calculating the same.	
3	Generate different types of financial and cost related reports using excel and tally.	
4	Create a document showing the accounting system adopted by a Sole Proprietor.	
5	Chart out the differences between Double Entry and Single Entry systems of Book-keeping.	
6	Analyze the differences between Profit & Loss Account and Income & Expenditure Account/ Receipts & Payments Account.	
7	Study the published financial statements of any 3 firms (developing skills to interpret the financial statements & assess performance)	

8	Identify and give an account on the accounting software such as Microsoft dynamics, SAP & Oracle and its applications in organizations.
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Books for Reference

1	<i>Raman, B. S. (2016), Basic Accounting (1st ed.), Sapna Book House.</i>
2	<i>Jain, S. P., & Narang, K. L. (2015), Advanced Accountancy vol. 1: Principles of accounting (19th ed.), Kalyani Publishers.</i>
3	<i>Shukla, M. C., Grewal, T. S., & Gupta, S. C. (1960), Advanced Accounts volume 2 (1st ed.), Sultan Chand.</i>

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CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	H	M		M	L			H			L	L
CO2	H	L	H	M				L			L	M
CO3	H	L	H	M				L			L	M
CO4	H	L	H	M				L			L	M
CO5	H	M		L		H		L			L	M
CO6	H	L			L			M	M		L	H

Department of Business Administration BBA (Entrepreneurship)						
Semester	Course Code	Course Title	Course Duration	Course Type	Teaching Hours Per week	Credits
II	UG 24 CC 201	CONSTITUTIONAL VALUES - II	30 Hours	Compulsory Course	2	2
Course Objectives	This course aims to provide a proper understanding of state legislature, executive and High Court. Students will explore key constitutional provisions, debates, and contemporary issues to critically analyze the impact of constitution on governance and social equity.					
Course Outcomes						T Levels
CO1	Analyse the role of decentralisation and cooperative federalism in strengthening the Indian political system.					T4
CO2	Examine the effectiveness of constitutional provisions and affirmative actions in promoting social welfare, equality, and protection of vulnerable groups.					T4
CO3	Describe different constitutional commissions in India, their roles, and their importance.					T2
Module 1	State Legislature and State Executive					10 Hours
State Legislature - Vidhana Sabha, Vidhana Parishath, Composition, powers and functions - State Executive - Governor, Chief Minister, State Council of Ministry, powers and functions - Centre-State Relations, Cooperative Federalism and its Challenges						
Module 2	Democratic De-centralisation					10 Hours
Democratic Decentralization; Local Self-Government, Urban Governments - 73rd and 74th Constitutional amendments, contemporary challenges - Constitutional Amendment Procedure in India; Simple, Special and Special with Concurrence of States - Basic Structure of Indian Constitution with special reference to Keshavananda Bharathi Case						
Module 3	Election Commission of India					10 Hours
Election Commission of India; Composition, Powers and Functions - Public Service Commissions; UPSC and State Public Service Commission - Affirmative Action; Reservation for SC/ST(23%), OBC(27%), EWC(10%) and Women(33% Reservation within)It's Relevance.						
Skill Development						
1	Understanding Political Structures					
2	Analysing Powers and Functions					
3	Analyse centre-state relations, especially the challenges faced in cooperative					

	federalism.
4	Analyse the composition, powers, and functions of the Election Commission of India UPSC and State PSCs.

Books for Reference

1	<i>Sharma, B K (2021), Introduction to the Constitution of India, Prentice Hall</i>
2	<i>Basu, D D (2018), Introduction to the Constitution of India, LexisNexis</i>
3	<i>Khosla, M (2012), The Indian Constitution, Oxford University Press</i>
4	<i>Jayal, N G, & Mehta, P B (Eds) (2010), The Oxford Companion to Politics in India, Oxford University Press</i>
5	<i>Singh, M P, & Saxena, R (2008), Indian Politics: Constitutional Foundations and Institutional Functioning, PHI Learning</i>
6	<i>Sarkar, S (2006), Modern India: 1885-1947, Macmillan</i>
7	<i>Austin, G (1999), The Indian Constitution: Cornerstone of a Nation, Oxford University Press</i>
8	<i>Weiner, M (1989), The Indian Paradox: Essays in Indian Politics, Sage Publications</i>
9	<i>Granville, A (1966), Working a Democratic Constitution: The Indian Experience, Oxford University Press</i>
10	<i>Ambedkar, B R (1948), The Constitution of India, Government of India</i>

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CO2	H	H	M	M				L			L	L
CO3	H	H	M	M				L			L	L