## BBA Semester–II Major Course Principles of Management - II (MAM203-1C)

### **Course Objective:**

- Management as a subject holds core and utmost importance as an integral part of a professional course like BBA.
- It makes the students apply and integrate their knowledge to the real world
- The course thus aims to help the students/learners to become successful entrepreneurs, corporate practitioners or academicians

#### **Course Outcome:**

- Understand fundamentals of structured and professional dynamics of corporate world
- Comprehend the knowledge with real world for better implementation
- Analyze forward integration of other subjects

COURSE	TITLE OF	CATEGORY		TEACH	IING HOURS WEEK	S PER	E	VALUA'	TION
CODE	COURSE	OF COURSES	OF CREDITS COURSES	Theory (Hrs.)	Practical (Hrs.)	Total (Hrs.)	CCE	SEE	TOTAL MARKS
MAM203 -1C	Principles of Management-II	MAJOR	4	4	0	4	50	50	100

Unit No.	Title of Unit and Details	Instructional Hours	Weightage in % (Approx.)
1	Organizing Meaning, Process and Principles of Organizing. Concept of Authority, Responsibility and Accountability. Delegation of Authority. Centralization and Decentralization. Organizational Chart. Meaning and Determinants of Span of Control.  Organizational Structure and Staffing Meaning of Organizational Structure. Types of Organizational Structure: Line Organization, Functional Organizational, Line and Staff Organization.  Departmentalization – Meaning and Basis/ Methods. Matrix Structure- Meaning, Advantages and Disadvantages. Meaning of Staffing and Need for Staffing.	15	25%
	Directing	15	25%

	Total	60	100%
	Games events		
	Educational Institutions, Entertainment Industries, Sports and		
	Religious Institutions, Non-governmental organization,		
4	Management lessons from Industries	15	25%
	Business, Tools of Ethics, Factors affecting Business Ethics.		
	Definition of Ethics, Four levels of Ethical Questions in		
	Business Ethics:		
	Companies Act, 2013		
	Social Responsibilities in Business, CSR Provisions as per the		
3	Definition of SR and CSR, Carroll's Global Corporate Social Responsibility Pyramid, Beneficiaries of CSR, Importance of		
2	Corporate Social Responsibility		
	Budgetary Control Methods.	15	25%
	System and Techniques of Controlling: Budgetary and Non-		
	Process/Steps of Control, Essentials of An Effective Control		
	Meaning, Characteristics of Control, Types of Control,		
	Controlling		
	Communication: Formal and Informal.		
	Communication: Meaning. Types/ Forms of Organizational		
	Good Leader.		
	(Autocratic, Consultative and Free-Rein) And Qualities of A		
	Leadership: Meaning, Features, Styles of Leadership		
	Motivation: Meaning, Features and Importance.		
2	Meaning, Features and Principles of Directing. Supervision: Meaning, Role and Importance.		

- 1. Principles of Management Reddy and Tripathi, Tata McGrawhill Publications
- 2. Management, James A F Stoner and Others, Pearson Education
- 3. Management Text and Cases, R. Satya Raju & A. Parthasarathy, Eastern Economy Edition
- 4. Management, Robert Kreitner & Mamata Mohapatra, Himal Impressions
- 5. Principles of Management (GTU), Sachin Kulkarni, Tech-max Publication.
- 6. Wikipedia.org
- 7. Youtube.com

## BBA Semester–II Major Course Principles of Economics-II (MAM204-1C)

#### **Course Objective:**

The course aims at equipping the students with the following:

- The knowledge of basic concepts and rules of macroeconomics which are of high importance for the students of management
- The different areas of application of macroeconomic concepts
- The basic knowledge about an economy and its functioning

#### **Course Outcome:**

- To understand and apply various macroeconomic concepts and principles.
- Acquire skills to analyse the macroeconomic system of an economy.

COURSE	TITLE OF	CATEGORY		TEACHING HOURS PER WEEK		E	VALUA	TION	
CODE	COURSE	OF COURSES	CREDITS	Theory (Hrs.)	Practical (Hrs.)	Total (Hrs.)	CCE	SEE	TOTAL MARKS
MAM204 -1C	Principles of Economics-II	MAJOR	4	4	0	4	50	50	100

Unit No.	Title of Unit and Details	Instructional Hours	Weightage in % (Approx.)
1	Macro Economics Introduction-Meaning, Uses, Limitations, Distinguishing Macroeconomics from Microeconomics Circular Flow of Income Circular Flow of Income in a two-sector economy Circular Flow of Income in a three-sector economy Circular Flow of Income in a four-sector economy	15	25%
2	National Income  Meaning – Concepts of GDP, GNP, NDP and NNP  – Approaches to Measure National Income (Income Method, Expenditure Method and Value Added Method) – Concepts of Private Income, Personal Income, Personal Disposable Income, Per Capita Income – Related Concepts (Intermediate product & Final Product, Transfer Payments, Current Price vs. Constant Price – Problems in	15	25%

	Measuring National Income: Conceptual and Practical Problems		
3	Consumption Function and Saving Function Meaning of Consumption Function/Propensity to Consume – Characteristics – Determinants - Marginal Propensity to Consume (MPC) – Average Propensity to Consume (APC); Saving Function/Propensity to Save – Marginal Propensity to Save (MPS) – Average Propensity to Save (APS) - MPC and MPS Relationship Business Cycle Meaning – Features – Phases – Causes – Measures to Control	15	25%
4	Money Evolution of Money – Functions of Money – Value of Money – Concepts of Inflation, Deflation and Stagflation – Causes of Inflation (Demand Pull and Cost Push) – Supply of Money and its Components – Quantity Theory of Money (Cash Transaction Approach) Banking Commercial Banks- Functions and Credit Creation Central Bank- Functions and Credit control	15	25%
	Total	60	100%

- 1. Principles of Economics, B M Mule and Ramakanta Prusty, Mahajan Publications
- 2. Principles of Economics, D N Diwedi,
- 3. Elementary Economic Theory, K KDiwett and J D Varma, S. Chand Publications
- 4. Principles of Economics, V. Loknathan, S. Chand & Company

# BBA Semester–II Minor Course Financial Accounting-II (MAE203-1C)

#### **Course Objective:**

- Financial accounting's main goal is to prepare financial statements for future business decisions.
- Accountants and auditors help to ensure that the Nations firms are run more
  efficiently, their public records kept more accurately, and their taxes paid properly
  and on time.
- The basics of accounting and the functions of an accountant must be well understood by them in order to control, manage and run the firm efficiently. Hence, a subject on Accountancy at the preliminary level is quite important.

#### **Course Outcome:**

- Understand Concepts, objectives, importance and list of Accounting Standards.
- Prepare final Accounts of Non-Trading concern based on clubs and educational institutions.
- Prepare Final Account of Company.
- Use different Financial Ratios.
- Understand the concept of Human Resource Accounting and Corporate Social Responsibility Accounting.

COURSE	TITLE OF	CATEGORY	2	TEACHING HOURS PER WEEK		EV	ALUAT	ΓΙΟΝ	
CODE	COURSE	OF COURSES	CREDITS	Theory (Hrs.)	Practical (Hrs.)	Total (Hrs.)	CCE	SEE	TOTAL MARKS
MAE203- 1C	Financial Accounting-II	Minor	4	4	0	4	50	50	100

Unit No.	Title of Unit and Details	Instructional Hours	Weightage in % (Approx.)
1	Company's Final Account Introduction, meaning and Objective of Accounting Standard, List of Accounting Standards. Company final Account- Preparation of Balance Sheet and Profit & Loss A/c (As per Schedule VI)	15	25%

	(Practical problems will be based on Horizontal Form only)		
2	Ratio Analysis Meaning of Ratio, Ratio Analysis and its Merits and Demerits. Application based on introductory level examples on following ratios: Liquidity Ratio, Solvency Ratio, Profitability Ratio, Efficiency Ratio.	15	25%
3	Non-Trading Concern Difference between Trading and Non- Trading Concern, Features of Income and Expenditure account and Receipts and payments account, Difference between Income and Expenditure account and Receipt and Payment Account. preparation of Income and Expenditure account and Balance Sheet from Receipt and payment account (Examples should be based on Clubs and educational institutions)	15	25%
4	Emerging Trends in Accounting Human Resource Accounting- Definition, Merits and Demerits, Methods of valuation of Human Resources. Corporate Social Responsibility Accounting- Concept, Scope and Obstacles.	15	25%
	Total	60	100%

- 1. Tulsian P. C. "Financial Accounting", Pearson Education, New Delhi.
- 2. Gupta R.L. and V. K. Gupta. "Financial Accounting", Sultan Chand & Sons, New Delhi.
- 3. Dr. NisikantJha, "Introduction to Financial Accounting"
- 4. Prin. T. J. Rana, "Accountancy- II", B. S. Shah Prakashan.

## BBA semester-II Minor Course

## **Basic Psychological Processes (MAE204-1C)**

## **Course objectives:**

- To understand the emotions of self and other
- To do the self-analysis and motivation
- To enhance the interpersonal skills
- To manage the stress

#### **Course Outcome**

- Have the conceptual clarity to understand the psychological processes of self and other
- Apply their psychological theories and principles for work coordination

COURSE	TITLE OF	TLE OF CATEGORY		K,			EVALUATION		
CODE	COURSE	OF COURSES	CREDITS	Theory (Hrs.)	Practical (Hrs.)	Total (Hrs.)	CCE	SEE	TOTAL MARKS
MAE204- 1C	Basic Psychological Processes	MINOR	4	4	0	4	50	50	100

Unit No.	Title of Unit and Details	Instructional Hours	Weightage in % (Approx.)
1	Psychology as a Science	15	25%
	Introduction, Definition, meaning and nature of Psychology,		
	Aims and Goals of Psychology, History of Psychology, Areas		
	of Psychology (Theoretical and Applied), Humanistic and		
	Cognitive Approaches		
2	Motivation:	15	25%
	Definition, Meaning and Nature of Motivation (Motivational		
	Cycle), Measures of Motivation, Primary Motives (Hunger and		
	Thirst, Sex and Maternal; and Drive), Secondary or Social		
	Motives (Affection and Affiliation, Achievement Motivation		
3	Emotion	15	25%
	Definition and Meaning of Emotion, Physiological Changes		
	during Emotion, Lie-Detector and Brain Mapping, Emotional		
	Intelligence		
4	Attention and Perception	15	25%

Definition and meaning of attention, Determinants of Attention (Subjective and Objective)		
Definition and meaning of perception, Object Perception		
Figure and Background, Principles of grouping in Perception,		
Depth perception		
Total	60	100%

#### Reference

- Psychology and Effective Behaviour Coleman, J. C.
- Psychology of effective behaviour Prof. K N Shah University Granth Nirman Board Gujarat Rajya Ahmedabad

# BBA Semester–II Multi-Disciplinary Course Mercantile Law (MDC223-1C)

#### **Course Objective:**

- Mercantile law is very important for the management students because, it allows
  management professional to understand Basics of Contract, mandatory provisions
  to be taken care at the time of business agreements, how to fulfil contractual
  obligation and remedies for breach of contractual obligations and it also allows
  them to make sure that they are acting lawfully, when they do business with others.
- It makes students to learn and understand provisions of consumer protection act, rights and remedies available to consumer and functions of redressal machinery under act.

#### **Course Outcome:**

- Understand basic concepts of laws applied in business.
- Application of Mercantile Law in Management education.
- Precaution to be taken before starting any business with other or making a contracts or agreement.
- For making the students sure that they are acting lawfully at all times.

COURSE	TITLE OF	CATEGORY		TEACHING HOURS PER WEEK			WEEK EVALUA		ATION	
CODE	COURSE	OF COURSES	CREDITS	Theory (Hrs.)	Practical (Hrs.)	Total (Hrs.)	CC E	SEE	TOTAL MARKS	
MDC223- 1C	Mercantile Law	MDC	4	4	0	4	50	50	100	

Unit No.	Title of Unit and Details	Instructional Hours	Weightage in % (Approx.)
1	Indian Contract Act, 1872 (Part-I) Nature of Contract Introduction, Definition of Contract, Essential elements and Classification of Contracts Offer and Acceptance Offer: Definition, Legal Rules and Types. Acceptance Definition and Legal Rules, Communication of Offer, Acceptance and Revocation Consideration Definition and Legal Rules, Stranger to Contract and Contract Without Consideration is void – Exceptions Capacity to Contract	15	25%

	Pledge by Non-owners		
	Meaning of Pledge, Rights and Duties of Pawnor and Pawnee,		
3	and Obligations Contract of Pledge		
2	Bailor and Bailee against wrong doer, Finder of Goods: Rights	15	25%
	and Duties of Bailor and Bailee, Law relating to Lien, Right of		
	Meaning, Requisites, Classification and Termination, Rights		
	Contract of Bailment		
	Meaning and kinds		
	Quasi Contract		
	Cancellation		
	Performance of the Contract, Injunction and Rectification or		
	of Contract Suit for Damages, Quantum Meruit, Specific		
	Rescission of the Contract, Provision of Remedies for Breach		
	time and Discharge by Operation of Law  Remedies for Breach of Contract		
	Agreement or Consent, Impossibility of Performance, Lapse of		
	Meaning of Discharge of Contract, Discharge by Performance,		
	Discharge of Contract		
2	Assignment of Contracts	15	23%
	Essence of the Contract, Appropriation of Payment,	15	25%
	performance? Time and Place of Performance, Time as the		
	whom must contracts be performed, who can demand		
	Offer to Perform, Contracts which need not be performed, by		
	Performance of Contract		
	Contracts		
	Contingent Contracts  Meaning of Contingent Contracts, Rules regarding Contingent		
	Contracts and concept of Restitution		
	Void Agreements, Wagering agreement or wager, Void		
	Void Agreements		
	Indian Contract Act, 1872 (Part-II)		
	Illegal Agreements, Agreements Opposed to Public policy		
	When Consideration or object is unlawful? Unlawful and		
	Legality of Object		
	its legal effect		
	Influence, Misrepresentation, Mistake and Fraud: Meaning and		
	Meaning of Consent and Free Consent, Coercion, Undue		
	and Convicts Free Consent		
	Alien enemies, Foreign Sovereigns, Corporations Insolvents		
	Idiots and Drunken or intoxicated persons, Other Persons:		
	necessaries, Contract of Persons of Unsound Mind: Lunatics,		
	Minors: Meaning, Minor's agreements and Minor's liability for		

Object and Scope of the Act, Definition of Consumer, Definition of Certain Terms and Concepts like: Complaint, Complainant Consumer, Consumer Dispute, Defect, Deficiency in Goods and Services, Restrictive Trade Practice and Unfair Trade Practice, Rights of Consumers, Nature and Scope of Remedies available to Consumers, District Forum, State Commission and National Commission: Powers, Reliefs available to Consumers and provision of Appeal.  Total	60	100%
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- 1. Mercentile Law N. D. Kapoor, S. Chand & Sons.
- 2. Mercantile Law S.S. Gulshan, Excel Books
- 3. Mercantile Law Chawla, Garg, and Sareen: 7th Ed. Kalyani
- 4. Mercantile Law (Commercial Law) P.P.S. Gogna, S. Chand & Sons
- 5. General and Commercial Law Taxmann's, Taxmann Allied Services Pvt. Ltd.
- 6. Buiness Law D. Chandra Bose, PHI Learning Pvt. Ltd.
- 7. Buiness Law P.C. Tulsian, Tata McGraw Hill
- 8. Buiness Law for Management K.R. Bulchandani, Himalaya Publishing House
- 9. Company Law and Practices Taxmann's, Taxmann Allied Services Pvt. Ltd.

### **BBA** semester-II

## **Multi-Disciplinary Course**

**Indian Society: Structure (MDC224-1C)** 

## **Course objectives:**

- To introduce students to the fundamental social processes of society, social institutions and theories of stratification and mobility
- To look at how individuals are shaped by society and, in turn, shape it

#### **Course Outcome:**

After successful completion of the course, the learners will –

- Understand the social interaction
- Understand how individuals are shaped by society and, in turn, shape it

COURSE TITLE OF		CATEGORY		TEACHING HOURS PER WEEK			EVALUATION		
CODE			CREDITS	Theory (Hrs.)	Practical (Hrs.)	Total (Hrs.)	CCE	SEE	TOTAL MARKS
MDC224- 1C	Indian Society: Structure	MDC	4	4	0	4	50	50	100

Unit No.	Title of Unit and Details	Instructional Hours	Weightage in % (Approx.)
1	Perspectives on the Study of Indian Society: (a)	15	25%
	Indology (G.S. Ghure) (b) Structural functionalism (M. N.		
	Srinivas) (c) Marxist sociology (A. R. Desai)		
	Impact of colonial rule on Indian society: (a) Social		
	background of Indian nationalism (b) Modernization of		
	Indian tradition (c) Protests and movements during the		
	colonial period (d) Social reforms		
2	Rural and Agrarian Social Structure: (a) The idea of	15	25%
	Indian village and village studies. (b) Agrarian social		
	structure— evolution of land tenure system, land reforms		
	Caste System: (a) Perspectives on the study of caste		
	systems: G. S. Ghurye, M. N. Srinivas, Louis Dumont,		
	Andre Beteille (b) Features of caste system (c)		
	Untouchability-forms and perspectives		
3	Tribal Communities in India: (a) Definitional problems	15	25%
	(b) Geographical spread (c) Colonial policies and tribes (d)		
	Issues of integration and autonomy		

	Social Classes in India: (a) Agrarian class structure (b)		
	Industrial class structure (c) Middle classes in India		
4	Systems of Kinship in India: (a) Lineage and descent in	15	25%
	India (b) Types of kinship systems (c) Family and marriage		
	in India (d) Household dimensions of the family (e)		
	Patriarchy, entitlements, and sexual division of labour		
	Religion and Society: (a) Religious communities in India		
	(b) Problems of religious minorities		
	Total	60	100%

#### **Sociology Book in English**

- Sociology Prof. M.L. Gupta and Dr. D. D. Sharma
- Elementary Concept of Sociology Dr.G. K. Agarwal
- Indian Society - Dr.G.K.Agarwal
- Introduction to Sociology Dr.G.K.Agarwal
- Social Structure and Change in India HirendraPratap Singh and Naveen Kumar
- Rural and Urban Sociology Dr.G.K.Agarwal
- An Introduction to Sociology Mustafa Hussain
- Sociology CN Shankar Rao
- Sociology Parimal.B.Kar
- Sociology JP Singh
- Sociology Gopi Raman Singh

## **BBA** semester-II

## **Ability Enhancement Course**

## **Communication Skills (AEC204-1C)**

#### **Course Scheme**

Lectures	Credits
02	02

## **Learning Outcomes**

- 1. Basic concepts of the communication process.
- 2. Elements enhancing effective communication.
- 3. Various skills involved during communication.
- 4. Oral and written communication in practice.

#### **Course Content**

Unit	Content	Total	Suggested Reference book
		Hours	
1	Fundamentals of		
	Communication		
1.1	Meaning of communication	1	Effective Technical
			Communication By: M
			Ashraf Rizvi, MC Graw Hall
			Publication
1.2	Process of communication	1	-as above-
1.3	Seven C's of communication	1	Communicative English by
			Prakash khuman, Bhupesh
			Gupta, Books India
			Publications.
1.4	Barriers to effective	2	Technical communication:
	communication: interpersonal,		principles and practice By;
	intrapersonal and organizational		Meenakshi Raman and
	barriers		Sangeeta Sharma.
1.5	Listening: difference between	2	Technical communication:
	hearing and listening,		principles and practice By;
	importance of listening in		Meenakshi Raman and
	communication, reasons for		Sangeeta Sharma.
	poor listening, active VS passive		
	listening, types and barriers to		
	listening		
2	Types of Communication	1	
2.1	Verbal communication: oral and	1	Communicative English by
	written communication, its		Prakash Khuman, Bhupesh
	advantages and disadvantages		

			Gunta Rooks India
			Gupta .Books India Publications
2.2	Forms of non-verbal	3	
2.2	communication: kinesics,	3	Communication Skills By:
	proxemics, chronemics and		Sanjay Kumar and Pushpa
	paralanguage		Lata, Oxford University Press
			Publication
2.3	Speaking skills: telephonic	1	Technical communication:
	skills, do's and don'ts of		principles and practice By;
	telephonic skills, etiquettes.		Meenakshi Raman and
			Sangeeta Sharma
2.4	Conversations: purposes of	3	Communication Skills By:
	general conversation, features of		Sanjay Kumar and Pushpa
	a good conversation, tips for		Lata, Oxford University Press
	improvement, 3 samples and		Publication
	points to observe		
2.5	Reading comprehension:	3	Technical communication:
	Purpose, reasons for poor		principles and practice By;
	comprehension, ways to		Meenakshi Raman and
	improve them, techniques for		Sangeeta Sharma
	good comprehension		1
	Ilmotoggiomal (\s		1
3	Professional Communication		
	in Practice	2	The land of the land
3.1	in Practice Presentation skills: Defining	3	Technical communication:
	in Practice Presentation skills: Defining Purpose, analysing audience and	3	principles and practice By;
	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content,	3	principles and practice By; Meenakshi Raman and
	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids,	3	principles and practice By;
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language		principles and practice By; Meenakshi Raman and Sangeeta Sharma
	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language Group discussion: organizational	3	principles and practice By; Meenakshi Raman and
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language Group discussion: organizational (three techniques) as a part of		principles and practice By; Meenakshi Raman and Sangeeta Sharma
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language Group discussion: organizational (three techniques) as a part of selection process		principles and practice By; Meenakshi Raman and Sangeeta Sharma
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language Group discussion: organizational (three techniques) as a part of selection process (Characteristics, evaluation		principles and practice By; Meenakshi Raman and Sangeeta Sharma
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language  Group discussion: organizational (three techniques) as a part of selection process (Characteristics, evaluation components, tips)	3	principles and practice By; Meenakshi Raman and Sangeeta Sharma  As above
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language Group discussion: organizational (three techniques) as a part of selection process (Characteristics, evaluation components, tips)  Email writing: reasons for		principles and practice By; Meenakshi Raman and Sangeeta Sharma  As above  Communication Skills By:
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language Group discussion: organizational (three techniques) as a part of selection process (Characteristics, evaluation components, tips)  Email writing: reasons for popularity, common pitfalls,	3	principles and practice By; Meenakshi Raman and Sangeeta Sharma  As above  Communication Skills By: Sanjay Kumar and Pushpa
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language Group discussion: organizational (three techniques) as a part of selection process (Characteristics, evaluation components, tips)  Email writing: reasons for	3	principles and practice By; Meenakshi Raman and Sangeeta Sharma  As above  Communication Skills By: Sanjay Kumar and Pushpa Lata, Oxford University Press
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language Group discussion: organizational (three techniques) as a part of selection process (Characteristics, evaluation components, tips)  Email writing: reasons for popularity, common pitfalls, guiding principles, common etiquettes	3	principles and practice By; Meenakshi Raman and Sangeeta Sharma  As above  Communication Skills By: Sanjay Kumar and Pushpa Lata, Oxford University Press Publication
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language Group discussion: organizational (three techniques) as a part of selection process (Characteristics, evaluation components, tips)  Email writing: reasons for popularity, common pitfalls, guiding principles, common etiquettes  Meetings: purpose,	3	principles and practice By; Meenakshi Raman and Sangeeta Sharma  As above  Communication Skills By: Sanjay Kumar and Pushpa Lata, Oxford University Press Publication Technical communication:
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language  Group discussion: organizational (three techniques) as a part of selection process (Characteristics, evaluation components, tips)  Email writing: reasons for popularity, common pitfalls, guiding principles, common etiquettes  Meetings: purpose, preparation, notices, agenda	3	principles and practice By; Meenakshi Raman and Sangeeta Sharma  As above  Communication Skills By: Sanjay Kumar and Pushpa Lata, Oxford University Press Publication  Technical communication: principles and practice by
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language Group discussion: organizational (three techniques) as a part of selection process (Characteristics, evaluation components, tips)  Email writing: reasons for popularity, common pitfalls, guiding principles, common etiquettes  Meetings: purpose,	3	principles and practice By; Meenakshi Raman and Sangeeta Sharma  As above  Communication Skills By: Sanjay Kumar and Pushpa Lata, Oxford University Press Publication  Technical communication: principles and practice by Meenakshi Raman and
3.1	in Practice  Presentation skills: Defining Purpose, analysing audience and locale, organizing content, preparing outline, visual aids, mode of delivery, body language  Group discussion: organizational (three techniques) as a part of selection process (Characteristics, evaluation components, tips)  Email writing: reasons for popularity, common pitfalls, guiding principles, common etiquettes  Meetings: purpose, preparation, notices, agenda	3	principles and practice By; Meenakshi Raman and Sangeeta Sharma  As above  Communication Skills By: Sanjay Kumar and Pushpa Lata, Oxford University Press Publication  Technical communication: principles and practice by

#### **Reference Books**

 Business Communication, Meenakshi Raman& Sangeeta Sharma, Oxford University Press Publication

- Effective Technical Communication By: M Ashraf Rizvi, MC Graw Hall Publication
- Communicative English by Prakash Khuman, Bhupesh Gupta (Books India Publications)
- Communication Skills By: Sanjay Kumar and Pushpa Lata, Oxford University Press Publication

## BBA Semester–II Skills Enhancement Course Banking Operations (SEC222-1C)

## **Course Objective:**

- Knowledge of banking is inevitable for students of management because for all financial transactions of business bank serves as the intermediary.
- It makes the students learn, understand and execute its banking knowledge in their day to day life.
- The course thus aims to equip the students with the fundamental banking operations ranging from opening accounts, depositing amount and methods of remittances and to the advanced technology of banks which are quite useful to the corporate sector.

#### **Course Outcome:**

- Understand primary banking operations needed to perform by each and every individual in real life.
- Procedure of opening and operating bank accounts
- Methods of remittances and overview of Fintech

COURSE	COURSE   TITLEOF		CATEGORY		TEACHING HOURS PER WEEK			EVALUATION		
CODE	COURSE	OF COURSES	CREDITS	Theory (Hrs.)	Practical (Hrs).	Total (Hrs.)	CCE	SEE	TOTAL MARKS	
SEC222- 1C	Banking Operations	SEC	2	2	-	2	25	25	50	

Unit No.	Title of Unit and Details	Instruction al Hours	Weightage in % (Approx.)
1	Evolution of Banking Meaning and Definition of Banking – Evolution of Banking in India – Types of Banks (Commercial Banks, Cooperative Banks, Regional Rural Banks)  Deposits and Credit Accounts  Types of Deposit and Credit Accounts  Procedure for Opening and Closure of Deposit Account Reasons for closure of accounts	15	50%
2	Method of Remittances Meaning of Remittances Types of Remittances:	15	50%

Total	30	100%
Disadvantages		
Meaning, Evolution, Scope, Types, Uses, Advantages and		
Introduction to FINTECH		
NEFT, IMPS, RTGS, SWIFT)		
Meaning – Process – Benefits, Types (Meaning and uses of		
Electonic Fund Transfer		
Cheque – Essentials and Crossing of a Cheque		
Credit Card and Debit Card		

- 1. Know Your Banking-1, Basics of Banking, Taxmann Publication (P.) Ltd.
- Santhanam, B., Banking and Financial System, Margham Publications, Chennai.
   Swami, H. R, Gupta, Indian Banking and Financial System, Indus Valley Publication, 2009.

# BBA Semester-II Value Addition Course Environmental Studies (VAC221-1C)

#### **Course Objective:**

- To make students realize the importance and their role in the protection and maintenance of a healthy environment for sustainable development.
- To enable students to grasp the significance and issues related to ecosystems, biodiversity and natural resources, and ways of managing/protecting them.
- To enable students to have a nuanced understanding of environmental pollution, solid waste management and climate change and to act with concern on environmental issues.
- To make students aware of the environmental policies and movements, and the role of individuals and communities in environmental protection for educating and inspiring the young minds.

## **Learning Outcome:**

- Understand basic knowledge about the environment and its allied problems.
- Learn them methods of environment protection and environment improvement.
- Help the concerned individuals in identifying and solving environmental problems.

COURSE	TITLE OF COURSE	CATEGORY OF COURSES	CREDITS	TEACHING HOURS PER WEEK			EVALUATION		
CODE				Theory (Hrs.)	Practical (Hrs.)	Total (Hrs.)	CCE	SEE	TOTAL MARKS
VAC221- 1C	Environmental Studies	VAC	2	2	0	2	25	25	50

Unit No.	Title of Unit and Details	Instructional Hours	Weightage in % (Approx.)
1	Global Environmental Issues  Definition of Ecology and Environment, Energy and its classification, Climate Change, Global Warming, Ozone layer, Depletion of Ozone layer and its effects, Acid	15	50%

	rain, Kyoto Protocol, Montreal Protocol,		
	Paris Accord		
	Pollution		
	Causes and control measures of: Air		
	pollution, Water pollution, Soil pollution,		
	Marine pollution and Noise pollution,		
	Deforestation and its causes, Sustainable		
	development- Its Goals and types.		
	Ecosystem		
	Introduction and definition of Ecosystem,		
	Components of Ecosystem, Tropic levels,		
	Food chains and Food web, Ecological		
2	pyramids, Ecosystem functions	15	50%
2	Bio – Diversity and its Conservation		3070
	Introduction and definition of bio-diversity,		
	Classification of bio-diversity, Benefits of		
	Bio- diversity, Biodiversity Conservation		
	Methods		
	Total	30	100%

- 1. Environmental Studies, By ErachBharucha for University Grant Commission.
- 2. Environmental Studies, By N. K. Uberoi, Second Edition, Excel Books Publication.
- 3. Environmental Management, By N. K. Uberoi, Second Edition, Excel Books Publication.
- 4. Science and Technology, By Ashok Kumar Singh, Macgrow Hill Publication.