

SCHEME OF EXAMINATION & COURSE CURRICULUM



(w. e. f. Academic Session 2011-12)

**TWO-YEAR
MBA PROGRAMME
(Semester Based)**

HARYANA SCHOOL OF BUSINESS

**Guru Jambheshwar University of Science &
Technology, Hisar**

Scheme and Instructions for MBA Examination

The MBA scheme / programme is divided into four semesters (two semesters in the first year and two semesters in the second year). Every semester ordinarily shall be of 21 week of duration inclusive of teaching, and examination. The paper of 05 (five) credits shall be of 100 marks in the ratio of 70% external and 30% internal. The division of marks is as under:

Final/Major Test (External)	:	70 Marks
Minor Tests (Two)	:	20 Marks
Attendance & Co-curricular Activities (Assignment, Viva-Voce, Presentations, Live assignment, Subject Quiz, Group Discussion, etc.)	:	10 Marks
Max. Marks	:	100 Marks
Passing Marks	:	40 Marks

The Internal Assessment awarded to a student in any particular course will be based on performance of the students in minor tests(best two out of three), Attendance and any two co-curricular activities (Assignment, Viva-Voce, Presentations , Live assignment, Subject Quiz, Group Discussion).

The students who have failed in sessionals as well as in aggregate will have the option to improve their score in the sessionals giving a special chance to such students. However no student will be eligible to improve his score of internal assessment, if he/she has already score 40% marks in aggregate as well as in external examination. A student who could not secure 40% marks in external will have to reappear in the external examination of the respective paper.

Instructions to the examiners and students for the major test of 70 marks:

The examiner will set eight questions in all (including first compulsory question consisting of seven short questions) covering the syllabus of the subject out of which students shall be required to attempt five questions in all. All questions shall carry equal marks.

The maximum time allotted for the major test is 03 (three) hours.

The Master of Business Administration (MBA) is a two-year full time programme. The course structure of the programme is given here under: -

FIRST YEAR

SEMESTER-I					
Course Code	Course Title	Workload L-----P-----T			Number of Credits
MBA-101	Management Process and Organisational Behaviour	4	0	1	5 Credits
MBA -102	Business Statistics	4	0	1	5 Credits
MBA -103	Managerial Economics	4	0	1	5 Credits
MBA -104	Business Environment	4	0	1	5 Credits
MBA -105	Accounting for Managers	4	0	1	5Credits
MBA -106	Business Communication	4	0	1	5Credits
MBA -107	Computer Applications in Business	3	2	0	5Credits
MBA -108	Seminar* (Internal)				5 Credits

SEMESTER-II					
Course Code	Course Title	Workload L-----P-----T			Number of Credits
MBA -201	Marketing Management	4	0	1	5 Credits
MBA -202	Human Resource Management	4	0	1	5 Credits
MBA -203	Financial Management	4	0	1	5 Credits
MBA -204	Production and Operations Management	4	0	1	5 Credits
MBA -205	International Business	4	0	1	5 Credits
MBA -206	Management Science	4	0	1	5 Credits
MBA -207	Research Methodology	4	0	1	5 Credits

Major Test	(External)	:	70 Marks
Minor Test	(Internal)	:	20 Marks
Attendance			
& Co-curricular Activities (To be announced by the class-teacher)	(Internal)	:	10 Marks
Max. Marks		:	100 Marks
Passing Marks		:	40 Marks

* Seminar will be organized by a committee of not less than two teachers.

SUMMER TRAINING

At the end of the second semester, all students will have to undergo summer training of 6-8 weeks with an industrial, business or service organization. The condition of successfully completing the programme shall not be deemed to have been satisfied unless a student undergoes summer training under the guidance of teacher/TPO as approved by the Director/Principal of concerned institutions from time to time. Each student will be required to submit a training report of the work undertaken during the period to the Director/Principal of the concerned Institute upto **30 September** without late fees, for the purpose of evaluation in the third semester. Each student shall present a seminar on the training report before a committee of teachers constituted by the Dean. In case of affiliated institutes such committee will comprise of the approved teachers of the concerned institute and such committee must be got approved from Dean HSB.

SECOND YEAR

SEMESTER-III			
Course Code	Course Title	Workload L-----P-----T	Number of Credits
MBA -301	Business Policy and Strategic Management	4 0 1	5 Credits
MBA -302	Business Legislation	4 0 1	5 Credits
MBA -303	Summer Training and Seminar(Internal)	5	5 Credits

In addition to above, the students are required to choose 5 Elective Papers by selecting 3 and 2 papers from major and minor areas of specialization respectively and in case of core specialization all five papers from one area. In any case if the nomenclature of the subject is similar as opted by the candidate in any semester cannot opt again.

SEMESTER-IV			
Course Code	Course Title	Workload L-----P-----T	Number of Credits
MBA -401	Entrepreneurship Development	4 0 1	5 Credits
MBA -402	Business Ethics	4 0 1	5 Credits
MBA-403	Comprehensive viva- voce(External)		5 Credits
MBA-404	Research Project (optional in lieu of two papers)		10 Credits

In addition to the above, the students are required to choose 3 Elective Papers by selecting 2 and 1 paper from major and minor areas of specialization respectively and in case of core specialization all three papers from one area. Research project from major area shall be in lieu of two papers of the major area of specializations.

Instructions for the Research Project:

- 1** Students may opt for Research Project Course in 4th semester, which is optional in lieu of Two Papers of Major Specialization area. Students opting for Research Project have to register for the project in 3rd semester itself and have to submit a synopsis and make a presentation thereof before a committee duly constituted by the Director/Principal of the concerned affiliated institute(s)/Dean in case of HSB. The committee will comprise of two approved teachers along with research supervisor of the candidate of the concerned institute.
- 2** Research project will be accepted for submission and evaluation when at least one research paper out of the project work has been published or accepted for publication in a research journal, or presented in any national conference/seminar. If a student fails to do so, then he/she has to give the presentation of the research project before a board constituted by the Director/Principal of the concerned affiliated institute(s)/Dean in case of HSB. In case of affiliated institutes one nominee of Dean, HSB must be there in the board and evaluation of project in absence of nominee of Dean, HSB shall not be considered valid. The TA/DA and honorarium for the purpose shall be paid by the concerned affiliated institute on the spot as per university norms.
- 3** The distribution of marks for research projects will be the same as per other papers i.e. 70:30% (70%external and 30%internal)
- 4** Evaluation of the Research project/Dissertation (out of 70%) will be done by external examiner by conducting viva voce in the premises of the institute. However, the guide will submit the internal marks out of 30% separately.
- 5** The panel of examiner/experts for submitted research projects shall be provided by HSB which will be duly approved by PGBOS.
- 6** The internal examiner for assisting the external examiner for evaluation and conducting viva voce will be appointed by the Director in case of HSB and the Director/ Principal in case of affiliated institutes.
- 7** Whatever works of guidance and evaluation of training report and research project report is to be done by teachers, these must be approved teachers of/by the university.

Finance Area

3rd Semester

Course Code	Course Title	Workload L-----P-----T			Number of Credits
FM-301	Risk Management	4	0	1	5 Credits
FM-302	Security Analysis	4	0	1	5 Credits
FM-303	Project Feasibility Analysis	4	0	1	5 Credits
FM-304	Insurance and Banking	4	0	1	5 Credits
FM-305	Financial Institutions and Markets	4	0	1	5 Credits
FM-306	Foreign Exchange Management	4	0	1	5 Credits
FM-307	Public Finance	4	0	1	5 Credits
FM-308	Contemporary Accounting	4	0	1	5 Credits
FM-309	Corporate Taxation	4	0	1	5 Credits

4th Semester

Course Code	Course Title	Workload L-----P-----T			Number of Credits
FM-401	Portfolio Management	4	0	1	5 Credits

FM-402	Financial Services	4	0	1	5 Credits
FM-403	Funds Management	4	0	1	5 Credits
FM-404	International Financial Management	4	0	1	5 Credits
FM-405	Financial Engineering	4	0	1	5 Credits
FM-406	Financial Econometrics	4	0	1	5 Credits
FM-407	Financial and Commodity Derivatives	4	0	1	5 Credits
FM-408	Financial Decision Analysis	4	0	1	5 Credits
FM-409	Behavioral Finance	4	0	1	5 Credits

Marketing Area

3rd Semester

Course Code	Course Title	Workload			Number of Credits
		L-----	P-----	T	
MM-301	Consumer Behaviour	4	0	1	5 Credits
MM-302	Marketing Research	4	0	1	5 Credits
MM-303	Advertising Management	4	0	1	5 Credits
MM-304	Sales Management	4	0	1	5 Credits
MM-305	Distribution and Logistics Management	4	0	1	5 Credits
MM-306	Marketing of Financial Services	4	0	1	5 Credits
MM-307	Integrated Marketing Communication	4	0	1	5 Credits

4th Semester

Course Code	Course Title	Workload			Number of Credits
		L-----	P-----	T	
MM-401	International Marketing	4	0	1	5 Credits
MM-402	Industrial Marketing	4	0	1	5 Credits
MM-403	Service Marketing	4	0	1	5 Credits
MM-404	Rural Marketing	4	0	1	5 Credits
MM-405	Customer Relationship Management	4	0	1	5 Credits
MM-406	Brand Management	4	0	1	5 Credits
MM-407	Retail Management	4	0	1	5 Credits
MM-408	Social Marketing	4	0	1	5 Credits

Human Resource Management Area

3rd Semester

Course Code	Course Title	Workload			Number of Credits
		L-----	P-----	T	
HRM-301	Management of Industrial Relations	4	0	1	5 Credits
HRM-302	Human Resource Planning and Development	4	0	1	5 Credits
HRM-303	Compensation Management	4	0	1	5 Credits
HRM-304	Managing Interpersonal and Group Processes	4	0	1	5 Credits
HRM-305	Strategic Human Resource Management	4	0	1	5 Credits
HRM-306	Leadership and Interpersonal Dynamics	4	0	1	5 Credits
HRM-307	Business Negotiations	4	0	1	5 Credits
HRM-308	Governing Human Relations	4	0	1	5 Credits

4th Semester

Course Code	Course Title	Workload			Number of Credits
		L-----	P-----	T	
HRM-401	Labour Laws	4	0	1	5 Credits
HRM-402	Human Resource Development: Systems and Strategies	4	0	1	5 Credits
HRM-403	Training and Development	4	0	1	5 Credits
HRM-404	Organisational Change and Intervention Strategies	4	0	1	5 Credits
HRM-405	Counseling Skills for Managers	4	0	1	5 Credits
HRM-406	Global Human Resource Management	4	0	1	5 Credits
HRM-407	Labour Welfare and Social Security	4	0	1	5 Credits

International Business Area

3rd Semester

Course Code	Course Title	Workload L-----P-----T			Number of Credits
IB-301	International Financial Markets	4	0	1	5 Credits
IB-302	Export-Import Procedures and Documentation	4	0	1	5 Credits
IB-303	India's Foreign Trade & Policy	4	0	1	5 Credits
IB-304	International Marketing	4	0	1	5 Credits
IB-305	International Logistics	4	0	1	5 Credits
IB-306	International Accounting	4	0	1	5 Credits
IB-307	Risk Management in International Business	4	0	1	5 Credits

4th Semester

Course Code	Course Title	Workload L-----P-----T			Number of Credits
IB-401	Foreign Exchange Management	4	0	1	5 Credits
IB-402	Regional Economic Blocks	4	0	1	5 Credits
IB-403	International Financial Management	4	0	1	5 Credits
IB-404	International Strategic Management	4	0	1	5 Credits
IB-405	Cross Cultural and Global Management	4	0	1	5 Credits
IB-406	Global Brand Management	4	0	1	5 Credits
IB-407	International Advertising	4	0	1	5 Credits

Information Technology Management Area

3rd Semester

Course Code	Course Title	Workload L-----P-----T			Number of Credits
ITM-301	E-Commerce Applications	4	0	1	5 Credits
ITM-302	Internet and Web Designing	4	0	1	5 Credits
ITM-303	Relational Data Base Management Systems	4	0	1	5 Credits
ITM-304	E-Business Information Systems Management	4	0	1	5 Credits
ITM-305	Enterprise Resource Planning	4	0	1	5 Credits

4th Semester

Course Code	Course Title	Workload L-----P-----T			Number of Credits
ITM-401	Data Ware Housing and Data Mining	4	0	1	5 Credits
ITM-402	E-CRM	4	0	1	5 Credits
ITM-403	Systems Analysis and Design	4	0	1	5 Credits
ITM-404	Principles of Programming Language	4	0	1	5 Credits
ITM-405	Multimedia and Web Development	4	0	1	5 Credits

Production Management Area

3rd Semester

Course Code	Course Title	Workload L-----P-----T	Number of Credits
PM-301	Purchase and Materials Management	4 0 1	5 Credits
PM-302	Total Quality Management	4 0 1	5 Credits
PM-303	Production Planning & Control	4 0 1	5 Credits
PM-304	Supply Chain Management	4 0 1	5 Credits
PM-305	Service Operations Management	4 0 1	5 Credits
PM-306	Technology Acquisition and Diffusion	4 0 1	5 Credits
PM-307	Technology Transfer and Absorption	4 0 1	5 Credits

4th Semester

Course Code	Course Title	Workload L-----P-----T	Number of Credits
PM-401	Operations Research	4 0 1	5 Credits
PM-402	Goal Programming in Management	4 0 1	5 Credits
PM-403	Transportation Management	4 0 1	5 Credits
PM-404	World Class Manufacturing	4 0 1	5 Credits
PM-405	Technology Forecasting	4 0 1	5 Credits
PM-406	R & D Management	4 0 1	5 Credits
PM-407	Project Management	4 0 1	5 Credits

Economics and Business Analytics Area

3rd Semester

Course Code	Course Title	Workload L-----P-----T	Number of Credits
EBA-301	Mathematical Statistics	4 0 1	5 Credits
EBA-302	Fundamentals of Econometrics	4 0 1	5 Credits
EBA-303	Econometric Modeling and Data Analysis	4 0 1	5 Credits
EBA-304	Market Microstructure	4 0 1	5 Credits
EBA-305	Relational Data Base Management System	4 0 1	5 Credits
EBA-306	Business Analysis using Excel	4 0 1	5 Credits
EBA-307	Applied Industrial Economics	4 0 1	5 Credits

4th Semester

Course Code	Course Title	Workload L-----P-----T	Number of Credits
EBA-401	Econometric Modeling for Business Analysis	4 0 1	5 Credits
EBA-402	Time Series Econometrics	4 0 1	5 Credits
EBA-403	Applied Multivariate Analysis	4 0 1	5 Credits
EBA-404	Economics of Business Strategy	4 0 1	5 Credits
EBA-405	Data Warehousing and Data Mining	4 0 1	5 Credits
EBA-406	Advance Econometrics	4 0 1	5 Credits
EBA-407	Information Economics and Its Applications	4 0 1	5 Credits

SCHEME OF EXAMINATION & COURSE CURRICULUM



(w. e. f. Academic Session 2012-13)

**TWO-YEAR
MBA –IB PROGRAMME
(Semester Based)**

HARYANA SCHOOL OF BUSINESS

**Guru Jambheshwar University of Science &
Technology, Hisar**

Scheme and Instructions for MBA-IB Examination

The MBA-IB scheme / programme is divided into four semesters (two semesters in the first year and two semesters in the second year). Every semester ordinarily shall be of 21 week of duration inclusive of teaching, and examination. The paper of 05 (five) credits shall be of 100 marks. The division of marks is as under:

Final/Major Test (External)	:	70 Marks
Minor Test (Internal)	:	20 Marks
Attendance & Co-curricular Activities (To be announced by class-teacher): (Internal)	:	10 Marks
Max. Marks w	:	100 Marks
Passing Marks	:	40 Marks

The internal assessment awarded to a student in course will be based on performance of the students in minor tests(best two out of three) and any two co-curricular activities (Assignment, Viva-Voce, Presentations , Live assignment, Subject Quiz, Group Discussion) of 10 marks each.

The students who have failed in sessionals as well as in aggregate will have the option to improve their score in the sessionals giving a special chance to such students. However no student will be eligible to improve his score of internal assessment, if he/she has already score 40% marks in aggregate as well as in external examination. A student who could not secure 40% marks in external will have to reappear in the external examination of the respective paper.

Instructions to the examiners and students for the major test of 70 marks:

The examiner will set eight questions in all (including first compulsory question consisting of seven short questions) covering the syllabus of the subject out of which students shall be ^{required} to attempt five questions in all. All questions shall carry equal marks.

The maximum time allotted for the major test is 03 (three) hours.

The Master of Business Administration (International Business) is a two-year full time programme. The course structure of the programme is given here under: -

FIRST YEAR

SEMESTER-I					
Course Code	Course Title	Workload L-----P-----T			Number of Credits
MBAIB-101	Management Process and Organisational Behaviour	4	0	1	5 Credits
MBAIB -102	Business Statistics	4	0	1	5 Credits
MBAIB -103	Managerial Economics	4	0	1	5 Credits
MBAIB -104	International Business	4	0	1	5 Credits
MBAIB -105	Accounting for Managers	4	0	1	5Credits
MBAIB -106	Business Environment	4	0	1	5Credits
MBAIB -107	Computer Applications in Business	3	2	0	5Credits
MBAIB -108	Seminar* (Internal)				5 Credits

SEMESTER-II					
Course Code	Course Title	Workload L-----P-----T			Number of Credits
MBAIB -201	Marketing Management	4	0	1	5 Credits
MBAIB -202	Human Resource Management	4	0	1	5 Credits
MBAIB -203	Financial Management	4	0	1	5 Credits
MBAIB -204	Export-Import Procedures and Documentation	4	0	1	5 Credits
MBAIB -205	Business communication	4	0	1	5 Credits
MBAIB -206	Management Science	4	0	1	5 Credits
MBAIB -207	Research Methodology	4	0	1	5 Credits

Major Test (External)	:	70 Marks
Minor Test (Internal)	:	20 Marks
Attendance & Co-curricular Activities (To be announced by the class-teacher) (Internal)	:	10 Marks
Max. Marks	:	100 Marks
Passing Marks	:	40 Marks

* Seminar will be organized by a committee of not less than two teachers.

SUMMER TRAINING

At the end of the second semester, all students will have to undergo summer training of 6-8 weeks with an industrial, business or service organization. The condition of successfully completing the programme shall not be deemed to have been satisfied unless a student undergoes summer training under the supervision of Teachers appointed by the University in the organizations as approved by the Director/Principal of concerned institutions from time to time. Each student will be required to submit a training report of the work undertaken during the period to the Director/Principal of the Institute upto **31st August** without late fees, for the purpose of evaluation in the third semester. Each student shall present a seminar on the training report before a committee of teachers constituted by the University and in case of HSB committee formed by Dean.

SECOND YEAR

SEMESTER-III			
Course Code	Course Title	Workload L-----P-----T	Number of Credits
MBAIB -301	Business Policy and Strategic Management	4 0 1	5 Credits
MBAIB -302	Business Legislation	4 0 1	5 Credits
MBAIB -303	Summer Training and Seminar(Internal)	5	5 Credits

In addition to above, the students are required to choose 5 Elective Papers

SEMESTER-IV			
Course Code	Course Title	Workload L-----P-----T	Number of Credits
MBAIB -401	Entrepreneurship Development	4 0 1	5 Credits
MBAIB -402	Business Ethics	4 0 1	5 Credits
MBAIB-403	Comprehensive viva- voce(External)		5 Credits
MBAIB-404	Research Project (optional in lieu of two papers)		10 Credits

In addition to the above, the students are required to choose 3 elective papers.

Research project from major area shall be in lieu of two papers.

Note:

- 8** Students may opt for Research Project Course in 4th semester, which is optional paper in lieu of Two Papers of Major Specialization area. Students opting Research Project have to register for project in 3rd semester itself and have to submit a synopsis and make a presentation thereof before committee a duly constituted by the University/ in case of HSB, Dean will form the committee of two teachers of the concerned area along with research supervisor.
- 9** Research project will be accepted for submission and evaluation when at least one research paper out of the project work has been published or accepted in a research journal, or presented in any national conference/seminar. If a student fails to do so, then he/she has to give the presentation of the research project before a board constituted by the University/Dean HSB.
- 10** The distribution of marks for research projects will be the same as per other papers i.e. 70:30% (70%external and 30%internal)
- 11** Evaluation of the Research project/Dissertation (out of 70%) will be done by external examiner by conducting viva voce in the premises of the institute. However, the guide will submit the internal marks out of 30% separately.
- 12** The panel of examiner/experts will be provided by HSB.
- 13** The internal examiner for assisting the external examiner for evaluation and conducting viva voce will be appointed by the Director in case of HSB and the University/Controller of Examinations in case of Institutes.

International Business Area

3rd Semester

Course Code	Course Title	Workload			Number of Credits
		L	P	T	
MBAIB-304	International Financial Markets	4	0	1	5 Credits
MBAIB-305	World Economic organizations	4	0	1	5 Credits
MBAIB-306	India's Foreign Trade & Policy	4	0	1	5 Credits
MBAIB-307	International Marketing	4	0	1	5 Credits
MBAIB-308	International Logistics	4	0	1	5 Credits
MBAIB-309	International Accounting	4	0	1	5 Credits
	Risk Management in International Business	4	0	1	5 Credits

4th Semester

Course Code	Course Title	Workload			Number of Credits
		L	P	T	
MBAIB-405	Foreign Exchange Management	4	0	1	5 Credits
MBAIB-406	Regional Economic Blocks	4	0	1	5 Credits
MBAIB-407	International Financial Management	4	0	1	5 Credits
MBAIB-408	International Strategic Management	4	0	1	5 Credits
MBAIB-409	Cross Cultural and Global Management	4	0	1	5 Credits
	Global Brand Management	4	0	1	5 Credits
MBAIB-411	International Advertising	4	0	1	5 Credits

MBAIB-310

MBAIB-410

SCHEME OF EXAMINATION & COURSE CURRICULUM



(w. e. f. Academic Session 2012-13)

TWO-YEAR
MBA MARKETING PROGRAMME
(Semester Based)

HARYANA SCHOOL OF BUSINESS

**Guru Jambheshwar University of Science &
Technology, Hisar**

Scheme and Instructions for MBA Marketing Examination

The MBA Marketing programme is divided into four semesters (two semesters in the first year and two semesters in the second year). Every semester ordinarily shall be of 21 week of duration inclusive of teaching, and examination. The paper of 05 (five) credits shall be of 100 marks in the ratio of 70% external and 30% internal. The division of marks is as under:

Final/Major Test (External)	:	70 Marks
Minor Tests (Two)	:	20 Marks
Attendance & Co-curricular Activities	:	10 Marks

(Assignment, Viva-Voce, Presentations, Live assignment, Subject Quiz, Group Discussion, etc.)

Max. Marks	:	100 Marks
Passing Marks	:	40 Marks

The Internal Assessment awarded to a student in any particular course will be based on performance of the students in minor tests(best two out of three), Attendance and any two co-curricular activities (Assignment, Viva-Voce, Presentations , Live assignment, Subject Quiz, Group Discussion).

The students who have failed in sessionals as well as in aggregate will have the option to improve their score in the sessionals giving a special chance to such students. However no student will be eligible to improve his score of internal assessment, if he/she has already score 40% marks in aggregate as well as in external examination. A student who could not secure 40% marks in external will have to reappear in the external examination of the respective paper.

Instructions to the examiners and students for the major test of 70 marks:

The examiner will set eight questions in all (including first compulsory question consisting of seven short questions) covering the syllabus of the subject out of which students shall be required to attempt five questions in all. All questions shall carry equal marks.

The maximum time allotted for the major test is 03 (three) hours.

THE MBA-Marketing

The Master of Business Administration (Marketing) is a two-year full time programme. The course structure of the programme is given here under: -

FIRST YEAR

SEMESTER-I					
Course Code	Course Title	Workload L-----P-----T			Number of Credits
MBAM-101	Management Process and Organisational Behavior	4	0	1	5 Credits
MBAM-102	Business Statistics	4	0	1	5 Credits
MBAM-103	Marketing Management	4	0	1	5 Credits
MBAM-104	Marketing Environment	4	0	1	5 Credits
MBAM-105	Accounting for Managers	4	0	1	5 Credits
MBAM-106	Managerial Economics	4	0	1	5 Credits
MBAM-107	Computer Applications and E-Commerce	3	2	0	5 Credits
MBA -108	Seminar* (Internal)				5 Credits

SEMESTER-II					
Course Code	Course Title	Workload L-----P-----T			Number of Credits
MBAM-201	Consumer Behavior	4	0	1	5 Credits
MBAM-202	Marketing Research	4	0	1	5 Credits
MBAM-203	Marketing Communication Strategy	4	0	1	5 Credits
MBAM-204	Sales Management	4	0	1	5 Credits
MBAM-205	Financial Management	4	0	1	5 Credits
MBAM-206	Human Resource Management	4	0	1	5 Credits
MBAM-207	Management Science	4	0	1	5 Credits

Major Test (External)

: 70 Marks

Minor Test (Internal)	:	20 Marks
Attendance		
& Co-curricular Activities (To be announced by the class-teacher) (Internal)	:	10 Marks
Max. Marks	:	100 Marks
Passing Marks	:	40 Marks

** Seminar will be organized by a committee of not less than two teachers.*

SUMMER TRAINING

At the end of the second semester, all students will have to undergo summer training of 6-8 weeks with an industrial, business or service organisation. The condition of successfully completing the programme shall not be deemed to have been satisfied unless a student undergoes summer training under the supervision of Teachers appointed by the University in the organizations as approved by the Director/Principal of concerned institutions from time to time. Each student will be required to submit a training report of the work undertaken during the period to the Director/Principal of the Institute upto **31st August** without late fees, for the purpose of evaluation in the third semester. Each student shall present a seminar on the training report before a committee of teachers constituted by the University and in case of HSB committee formed by Dean.

SECOND YEAR

Course Code	Course Title	Workload L-----P-----T	Number of Credits
MBAM-301	Business Policy and Strategic Management	4 0 1	5 Credits
MBAM-302	Business Legislation	4 0 1	5 Credits
MBAM-303	Summer Training Project		5 Credits

In addition to above, the students are required to choose 5 Elective Papers.

LIST OF ELECTIVE PAPERS**Semester – III**

Course Code	Course Title	Workload L-----P-----T	Number of Credits
MBAM-304	Product and Brand Management	4 0 1	5 Credits
MBAM-305	Distribution and Logistics Management	4 0 1	5 Credits
MBAM-306	Retailing	4 0 1	5 Credits
MBAM-307	International Marketing	4 0 1	5 Credits
MBAM-308	Advertising Management	4 0 1	5 Credits
MBAM-309	Tourism Marketing	4 0 1	5 Credits
MBAM-310	Cyber Marketing	4 0 1	5 Credits
MBAM-311	RDBMS	4 0 1	5 Credits

SEMESTER-IV

Course Code	Course Title	Workload L-----P-----T	Number of Credits
MBAM-401	Entrepreneurship Development	4 0 1	5 Credits
MBAM-402	Comprehensive viva- voce(External)		5 Credits
MBAM-402	Research Project(optional in lieu of two papers)	4 0 1	10 Credits

In addition to the above, the students are required to choose 3 Elective Papers. Research project from major area shall be in lieu of two papers of the major area of specializations.

Instructions for the Research Project:

- 14 Students may opt for Research Project Course in 4th semester, which is optional paper in lieu of Two Papers of Major Specialization area. Students opting Research Project have to register for project in 3rd semester itself and have to submit a synopsis and make a presentation thereof before committee a duly constituted by the University/ in case of HSB, Dean will form the committee of two teachers of the concerned area along with research supervisor.**
- 15 Research project will be accepted for submission and evaluation when at least one research paper out of the project work has been published or accepted in a research journal, or presented in any national conference/seminar. If a student fails to do so, then he/she has to give the presentation of the research project before a board constituted by the University/Dean HSB.**
- 16 The distribution of marks for research projects will be the same as per other papers i.e. 70:30% (70%external and 30%internal)**
- 17 Evaluation of the Research project/Dissertation (out of 70%) will be done by external examiner by conducting viva voce in the premises of the institute. However, the guide will submit the internal marks out of 30% separately.**

- 18 The panel of examiner/experts will be provided by HSB.
- 19 The internal examiner for assisting the external examiner for evaluation and conducting viva voce will be appointed by the Director in case of HSB and the University/Controller of Examinations in case of Institutes.

LIST OF ELECTIVE PAPERS

Semester – IV

Course Code	Course Title	Workload L-----P-----T	Number of Credits
MBAM-403	Industrial Marketing	4 0 1	5 Credits
MBAM-404	Direct Marketing	4 0 1	5 Credits
MBAM-405	Strategic Marketing	4 0 1	5 Credits
MBAM-406	Rural and Agricultural Marketing	4 0 1	5 Credits
MBAM-407	Marketing of Services	4 0 1	5 Credits
MBAM-408	E-CRM	4 0 1	5 Credits
MBAM-409	Internet and Web Designing	4 0 1	5 Credit

SCHEME OF EXAMINATION & COURSE CURRICULUM



(w. e. f. Academic Session 2012-13)

**TWO-YEAR
MBA- FINANCE
PROGRAMME
(Semester Based)**

HARYANA SCHOOL OF BUSINESS

**Guru Jambheshwar University of Science &
Technology, Hisar**

Scheme and Instructions for MBA (FINANCE) Examination

The MBA (FINANCE) scheme / programme is divided into four semesters (two semesters in the first year and two semesters in the second year). Every semester ordinarily shall be of 21 week of duration inclusive of teaching, and examination. The paper of 05 (five) credits shall be of 100 marks in the ratio of 70% external and 30% internal. The division of marks is as under:

Final/Major Test (External) : 70 Marks

Internal Assessment (Internal) : 30 Marks

Distribution of weight age of 30 Marks will be as per University Ordinance.

Max. Marks : 100 Marks

Passing Marks : 40 Marks

The Internal Assessment awarded to a student in any particular course will be based on performance of the students in minor tests(best two out of three) and any two co-curricular activities (Assignment, Viva-Voce, Presentations , Live assignment, Subject Quiz, Group Discussion).

The students who have failed in sessionals as well as in aggregate will have the option to improve their score in the sessionals giving a special chance to such students. However no student will be eligible to improve his score of internal assessment, if he/she has already score 40% marks in aggregate as well as in external examination. A student who could not secure 40% marks in external will have to reappear in the external examination of the respective paper.

Instructions to the examiners and students for the major test of 70 marks:

The examiner will set eight questions in all (including first compulsory question consisting of seven short questions) covering the syllabus of the subject out of which students shall be required to attempt five questions in all. All questions shall carry equal marks.

The maximum time allotted for the major test is 03 (three) hours.

The Master of Business Administration (FINANCE) is a two-year full time programme. The course structure of the programme is given here under: -

FIRST YEAR

SEMESTER-I						
Course Code	Course Title	Workload L-----P-----T			Number of Credits	
MBAF-101	Management Process and Organisational Behaviour	4	0	1	5 Credits	
MBAF -102	Managerial Economics	4	0	1	5 Credits	
MBAF -103	Accounting for Managers	4	0	1	5 Credits	
MBAF -104	Business Environment	4	0	1	5 Credits	
MBAF -105	Business Statistics	4	0	1	5Credits	
MBAF -106	Computer Applications in Business	4	0	1	5Credits	
MBAF -107	Corporate Finance	3	2	0	5Credits	
MBAF -108	Seminar* (Internal)				5 Credits	

SEMESTER-II						
Course Code	Course Title	Workload L-----P-----T			Number of Credits	
MBAF -201	Research Methodology	4	0	1	5 Credits	
MBAF -202	Human Resource Management	4	0	1	5 Credits	
MBAF -203	Marketing Management	4	0	1	5 Credits	
MBAF -204	Management Science	4	0	1	5 Credits	
MBAF -205	Business Communication	4	0	1	5 Credits	
MBAF -206	Financial Services	4	0	1	5 Credits	
MBAF -207	Indian Financial System	4	0	1	5 Credits	

Major Test	(External)	:	70 Marks
Minor Test	(Internal)	:	20 Marks
Attendance			
& Co-curricular Activities (To be announced by the class-teacher)	(Internal)	:	10 Marks
Max. Marks		:	100 Marks
Passing Marks		:	40 Marks

* Seminar will be organized by a committee of not less than two teachers.

SUMMER TRAINING

At the end of the second semester, all students will have to undergo summer training of 6-8 weeks with an industrial, business or service organisation. The condition of successfully completing the programme shall not be deemed to have been satisfied unless a student undergoes summer training under the supervision of Teachers appointed by the University in the organizations as approved by the Director/Principal of concerned institutions from time to time. Each student will be required to submit a training report of the work undertaken during the period to the Director/Principal of the Institute upto **31st August** without late fees, for the purpose of evaluation in the third semester. Each student shall present a seminar on the training report before a committee of teachers constituted by the University and in case of HSB committee formed by Dean.

SECOND YEAR

SEMESTER-III			
Course Code	Course Title	Workload L-----P-----T	Number of Credits
MBAF -301	Business Policy and Strategic Management	4 0 1	5 Credits
MBAF -302	Public Finance	4 0 1	5 Credits
MBAF -303	Summer Training and Seminar(Internal)	5	5 Credits

In addition to above, the students are required to choose 5 Papers from Finance Area. In any case if the nomenclature of the subject is similar as opted by the candidate in any semester cannot opt again.

SEMESTER-IV			
Course Code	Course Title	Workload L-----P-----T	Number of Credits
MBAF -401	Entrepreneurship Development	4 0 1	5 Credits
MBAF -402	Business Legislation	4 0 1	5 Credits
MBAF-403	Comprehensive viva- voce(External)		5 Credits
MBAF-404	Research Project (optional in lieu of two papers)		10 Credits

In addition to the above, the students are required to choose 3 Papers from Finance Area. Research project shall be in lieu of two papers.

Note:

- 20** Students may opt for Research Project Course in 4th semester, which is optional paper in lieu of Two Papers of Major Specialization area. Students opting Research Project have to register for project in 3rd semester itself and have to submit a synopsis and make a presentation thereof before committee a duly constituted by the University/ in case of HSB, Dean will form the committee of two teachers of the concerned area along with research supervisor.
- 21** Research project will be accepted for submission and evaluation when at least one research paper out of the project work has been published or accepted in a research journal, or presented in any national conference/seminar. If a student fails to do so, then he/she has to give the presentation of the research project before a board constituted by the University/Dean HSB.
- 22** The distribution of marks for research projects will be the same as per other papers i.e. 70:30% (70%external and 30%internal)
- 23** Evaluation of the Research project/Dissertation (out of 70%) will be done by external examiner by conducting viva voce in the premises of the institute. However, the guide will submit the internal marks out of 30% separately.
- 24** The panel of examiner/experts will be provided by HSB.
- 25** The internal examiner for assisting the external examiner for evaluation and conducting viva voce will be appointed by the Director in case of HSB and the University/Controller of Examinations in case of Institutes.

Finance Area

3rd Semester

Course Code	Course Title	Workload L-----P-----T			Number of Credits
FM-301	Security Analysis	4	0	1	5 Credits
FM-302	Risk Management	4	0	1	5 Credits
FM-303	Project Feasibility Analysis	4	0	1	5 Credits
FM-304	Insurance and Banking	4	0	1	5 Credits
FM-305	Financial Institutions and Markets	4	0	1	5 Credits
FM-306	Foreign Exchange Management	4	0	1	5 Credits
FM-307	Contemporary Accounting	4	0	1	5 Credits
FM-308	Corporate Taxation	4	0	1	5 Credits
FM-309	Management Control System	4	0	1	5 Credits

4th Semester

Course Code	Course Title	Workload L-----P-----T			Number of Credits
FM-401	Portfolio Management	4	0	1	5 Credits
FM-402	Funds Management	4	0	1	5 Credits
FM-403	International Financial Management	4	0	1	5 Credits
FM-404	Financial Engineering	4	0	1	5 Credits
FM-405	Financial Econometrics	4	0	1	5 Credits
FM-406	Financial and Commodity Derivatives	4	0	1	5 Credits
FM-407	Financial Decision Analysis	4	0	1	5 Credits
FM-408	Behavioral Finance	4	0	1	5 Credits
FM-409	Working capital Management	4	0	1	5 Credits

