SRI GURU TEG BAHADUR KHALSA COLLEGE

SRI ANANDPUR SAHIB

(An Autonomous College)

Affiliated to Punjabi University, Patiala

**SYLLABI**

**For**

**BBA Part-III**

**(Semester V&VI)**

**Under Choice Based Credit**

**Programme Code: BBA**



**Academic Session: 2021-22**

Website: [www.sgtbcollege.org.in](http://www.sgtbcollege.org.in) Email: [sgtb321@gmail.com](mailto:sgtb321@gmail.com)

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**Scheme of Syllabus for BBA: III (Semester V)**

**As per CBCS**

**Session 2021-22**

**SEMESTER-V**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Course No. | Course Title | Course type | Credits | Internal Assessment | External Assessment | Total |
| BBA 5.1 | Industrial Training | Discipline Specific Elective (DSE)-1 | 6 | -- | 100 | 100 |
| BBA 5.2 | Industrial Project Report on Any One from the Three Streams  a) H.R.  b) Marketing  c) Finance | Discipline Specific Elective (DSE)-2 | 6 | -- | 100 | 100 |
| BBA 5.3 | Seminar | Skill-Enhancement Elective Course (SEC)-2 | 2 | 50 | -- | 50 |
| BBA 5.4 | Viva-Voce |  | 2 | 50 | -- | 50 |
|  |  | Total Credits | 16 |  |  |  |

**BBA-5.1: INDUSTRIAL TRAINING**

**External Examination: 100 marks**

**Credits:6**

**Course Objective:** The purpose of practical training to expose the students to real work of environment experience and gain the knowledge through hands on observation and job execution.

The students shall have to undergo an industrial training under an instructor (to be allotted by the company. The instructor shall send the evaluation (out of 100 marks) of the student of the training period in a sealed envelope to the department.

**BBA-5.2: INDUSTRIAL PROJECT REPORT**

**External Examination: 100 marks**

**Credits:6**

**Course Objective:** The report will be prepared by the student under the guidance of respective project guide

The students are required to take up an industrial project during the six month industrial training inhis/her relevant specialization. The project shall be carried out under the supervision of faculty

member and instructor allotted by the company. The project report shall be signed by the faculty member.

**BBA-5.3: SEMINAR ON INDUSTRIAL PROJECT REPORT**

**Maximum Marks: 50 marks**

**Internal Seminar: 50 marks**

**Credits: 2**

**Course Objective:** To motivate the students in expressing their ideas in front of group and creating confidence ability. To make technically strong in facing Curriculum based query.

The students are required to present a seminar on their respective industrial project

**BBA-5.4 VIVA-VOCE**

**Maximum Marks: 50 marks**

**External Viva: 50 marks**

**Credits: 2**

Note: Viva-voce will be conducted externally.

Every student will also have to appear for comprehensive VIVA at the end of the training. This VIVA-VOCE examination is based on the full course, each student is required to face a board composed of one external examiner and one internal examiner of the college.

**SEMESTER -VI**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Course No. | Course Title | Course type | Credits | Internal Assessment | External Assessment | Total |
| BBA 6.1 | Retail Management | Core Course C-12 | 6:5H(L)+1H(T) | 40 | 60 | 100 |
| BBA 6.2 | Business Law | Core Course C-13 | 6:5H(L)+1H(T) | 40 | 60 | 100 |
| BBA 6.3 | Any One from The Following Three Streams:  a) Marketing: Advertising &Sales Management  b) H.R.: Managing Industrial Relations  c) Finance: Financial Instruments and Services | Discipline Specific Elective (DSE)-3 | 6:5H(L)+1H(T) | 40 | 60 | 100 |
| BBA 6.4 | Any One from The Following Three Streams:  a) Marketing: Brand and Product Management  b) H.R.: Training and Development  c) Finance: Stock Market Operations | Discipline Specific Elective (DSE)-4 | 6:5H(L)+1H(T) | 40 | 60 | 100 |
| BBA-601A/  BBA 601B | Punjabi Compulsory/  (Mudhla Gyan) | MIL-5 | 3H(L) | 20 | 30 | 50 |
|  |  | Total Credits | 27 |  |  |  |

**BBA-III (Semester-VI)**

**BBA 6.1: RETAIL MANAGEMENT**

**Maximum Marks: 100Time Allowed:3 Hrs. External Examination: 60 Marks Pass Percentage: 35%**

**Internal Assessment: 40 Marks Teaching Hours: 6 Hrs. per week**

**Credits:6: 5H(L)+1H(T)**

**Course Objective:**

The main objective is to enable the students to acquire skills in Retail Management.

**Course Outcome:**

On successful completion of this syllabus the students will understand to familiarize the student with the concept of retailing and to give them insight into the Retailing Strategies.

**Instructions for the Paper Setter**

The question paper will consist of three sections A, B and C. Section A and B will have four questions each from Unit I and Unit IIrespectively, will carry 10 Marks each. Section-C will consist of 12 short answer type questions covering entire syllabus and will carry 2 Marks each.

**Instructions for the candidates**

Candidates are required to attempt two questions each from Section A and B. In Section C Candidate are required to attempt any ten questions.

**Instructional delivery strategy/Pedagogy:**

The instructor is expected to use leading pedagogical approaches in the classroom situation, lectures, case study analysis, group discussions, assignments writing and tests, innovative instructional methods, use of technology and comprehensive assessment practices to strengthen the teaching efforts.

**UNIT-I**

Retailing Environment: Introduction, Evolution and Challenges of Retailing. Types or Retailers.

Ethical and Security Issues in Retail.

Strategic Retail Planning: Strategic Retail Planning Process. Understanding the Retail Customer;

Managing customer Loyalty through CRM in Retail. Role of Customer Services in Retail and Retail Location and Site Decision.

**UNIT-II**

Retail Mix: Product Merchandise, Pricing Decisions in Retailing, Promotion and Communication Mix in Retail and Multi-channel Retailing.

Retail Operations: Supply Chain Management and Vendor Relation's role in retail. Management of Human Resources. Financial Management issues in Retail. The Strategic Profit Model, Profit Path,Net Sales, Gross Margin, Net Profit; store Operations- Size and Place Allocation, Store Maintenance, Inventory Management.

**Suggested Readings:**

1.Michael, Barton and Ajay: Retailing Management-Mc Graw Hill.

2.Berman and Evans: Retail Management-Practice Hall.

3. Levy and Wertz: Retailing Management- Irwin.

4. Dunne, Lusch and Gahle: Retailing- S.Western.

5. Dairs and Ward: Managing Retail Consumption- John Wiley and Sons.

**BBA-III (Semester-VI)**

**BBA 6.2: BUSINESS LAW**

**Maximum Marks: 100 Time Allowed:3 Hrs. External Examination: 60 Marks Pass Percentage: 35%**

**Internal Assessment: 40 Marks Teaching Hours: 6 Hrs per week**

**Credits: 6: 5H (L)+1H(T)**

**Course Objective:** The main objective of this paper is providing the knowledge and importance about various laws relating to business.

**Course Outcome:** On successful completion of this syllabi the students will understand:

Creating awareness about various Business Laws (Mainly Indian Contract Act and Negotiable Instruments Act)

**Instructions for the Paper Setter**

The question paper will consist of three sections A, B and C. Section A and B will have four questions each from Unit I and Unit IIrespectively, will carry 10 Marks each. Section-C will consist of 12 short answer type questions covering entire syllabus and will carry 2 Marks each.

**Instructions for the candidates**

Candidates are required to attempt two questions each from Section A and B. In Section C Candidate are required to attempt any ten questions.

**Instructional delivery strategy/Pedagogy:**

The instructor is expected to use leading pedagogical approaches in the classroom situation, lectures, case study analysis, group discussions, assignments writing and tests, innovative instructional methods, use of technology and comprehensive assessment practices to strengthen the teaching efforts.

**UNIT-I**

The Indian Contract Act, 1872: General Principles of Contract: Contract- Meaning, Characteristics and Kinds, Essentials of a valid Contract- Offer and Acceptance, consideration, Contractual capacity, Free consent, Legality of Objects. Void Agreements, Discharge of a Contract- Modes of Discharge, Breach and Remedies against Breach of Contract. Contingent Contracts, Quasi-Contracts. Contract of Indemnity and Guarantee, Contract of Bailment and Pledge, Contract of Agency.

**UNIT-II**

The Negotiable Instruments Act 1881: Meaning, Characteristics and Types of Negotiable instruments Promissory Note, Bill of Exchange, Cheque. Holder and Holder in Due course, Privileges of Holder in Due course. Negotiation: Types of Endorsements, Crossing of Cheque, Bouncing of Cheque. Consumer Protection Act 1986: Introduction, Objectives, Commencement and Applications, Definitions, Salient Features, Grievance Redressal, Machinery.

**Suggested Readings:**

1.Tulsian, P.C.:Business Law Tata Mc Graw Hill Publishing Company.

2.Kapoor, N.D.: Elements of Mercantile Law Sultan Chand and Sons.

3. KuchalM.C. :Business Law. Vikas Publishing House.

4.Gulshan, S.S.: Mercantile Law, Excel Books.

**BBA-III (Semester-VI)**

**BBA-6.3(a) ADVERTISING & SALES MANAGEMENT**

**Maximum Marks: 100 Time Allowed:3 Hrs. External Examination: 60 Marks Pass Percentage: 35%**

**Internal Assessment: 40 Marks Teaching Hours: 6 Hrs per week**

**Credits: 6: 5H (L)+1H(T)**

**Course Objective:** The main objective of this paper is providing the conceptual framework of Advertisement and its role in marketing.

**Course Outcome:** On successful completion of this syllabi the students will understand the concept of Advertisement, Advertisement media and functions of the sales management.

**Instructions for the Paper Setter**

The question paper will consist of three sections A, B and C. Section A and B will have four questions each from Unit I and Unit IIrespectively, will carry 10 Marks each. Section-C will consist of 12 short answer type questions covering entire syllabus and will carry 2 Marks each.

**Instructions for the candidates**

Candidates are required to attempt two questions each from Section A and B. In Section C Candidate are required to attempt any ten questions.

**Instructional delivery strategy/Pedagogy:** The instructor is expected to use leading pedagogical approaches in the classroom situation, lectures, case study analysis, group discussions, assignments writing and tests, innovative instructional methods, use of technology and comprehensive assessment practices to strengthen the teaching efforts.

**UNIT-I**

Advertising: Definition, Advertising as a Tool of Marketing, Role and Limitations. Advertising Objectives: Sales and Communicative Effect School of Thought. Advertising Budget: Procedure and Factors influencing the Size of Advertising Budget.Advertising Media: Indoor, Outdoor, Direct and Display. Non-media Advertising. Media Planning, Buying and scheduling. Message Design and Development: Copy Development and copy Testing. Advertising Effectiveness Testing and Techniques.

**UNIT-II**

Sales Management: Definition, Objectives, Scope, Functions and Significance. Fundamentals ofSelling: Essentials of Good Salesmanship, Merits and Limitations. Sales Planning: Importance and types of Sales Planning, Sales Planning Process. Sales Forecasting, Determining Sales Territories, Sales Quotas and Sales Budget. Sales Organization: Setting up a Sales Organization and Principles of Determining Sales Organization.Sales Force Management: Estimating Manpower requirements for Sales Department, Recruitment, Selection, Training, Orientation and induction. Motivating sales Force: Process, Principles and Methods. Sales Force Compensation: Significance, Methods, Merits and Demerits. Sales Force Control: Significance and Methods.

**Suggested Readings:**

1. S.AChunawalla: Advertising, Sales and Promotion Management- Himalaya Publishing House.
2. Manendra Mohan: Advertising Management: Concepts and Cases-Mc Graw Hill Education.
3. C.L. Tyagi: Sales Management- Atlantic Publishers.
4. Rajeev Batra, John. G.Myers. T. David.A. Aaker; Advertising Management; PHI Edition, New Delhi.

**BBA-III (Semester-VI)**

**BBA-6.3(b) MANAGING INDUSTRIAL RELATIONS**

**Maximum Marks: 100 Time Allowed:3 Hrs. External Examination: 60 Marks Pass Percentage: 35%**

**Internal Assessment: 40 Marks Teaching Hours: 6 Hrs per week**

**Credits: 6: 5H (L)+1H(T)**

**Course Objective:** The main objective of this paper is providing the knowledge about managing the healthy relations in the Industry.

**Course Outcome:** On successful completion of this syllabus the students will understand the meaning and concept of Industrial relations and methods to settle down the industrial disputes.

**Instructions for the Paper Setter**

The question paper will consist of three sections A, B and C. Section A and B will have four questions each from Unit I and Unit IIrespectively, will carry 10 Marks each. Section-C will consist of 12 short answer type questions covering entire syllabus and will carry 2 Marks each.

**Instructions for the candidates**

Candidates are required to attempt two questions each from Section A and B. In Section C Candidate are required to attempt any ten questions.

**Instructional delivery strategy/Pedagogy:**

The instructor is expected to use leading pedagogical approaches in the classroom situation, lectures, case study analysis, group discussions, assignments writing and tests, innovative instructional methods, use of technology and comprehensive assessment practices to strengthen the teaching efforts.

**UNIT-I**

Introduction to Industrial Relation: Industrial Relation Perspectives, Concept, Importance, Scope and Aspects of Industrial Relations. Causes and Effects of Poor Industrial Relation in India: Trade Unions; Historical Evolution of Trade Unions in India, Role and Functions of Trade union, Essentials for success of Trade Union.

Discipline and Grievance Management: Employee Discipline, Causes of indiscipline, Essentials of good Disciplinary system. Meaning and Structure of Collective Bargaining: Bargaining Stages and Processes, Collective Bargaining in India.

**UNIT-II**

Industrial Disputes and Employee Participation: Industrial Disputes in India, Causes, Methods forSettlement of Industrial Disputes. Definition and aims of Workers Participation. Worker Participation in Management in India.

Industrial Laws: Social Security Law, Law relating to Women's Compensation. Employees State Insurance, Provident Fund, Gratuity and Maternity Relief, The Law of Minimum Wages, Payment of Bonus.

**Suggested Readings:**

1. Ross, A.M and Hartman, P.T,:Changing Patterns of Industrial Conflicts-John Wiley.

2. Arun Monappa :Industrial Relations- Tata McGraw Hill.

3. C.P Tripathi, Personnel Management-Sultan Chand.

4. Rolf P. Lynton, Udai Pareek, Training for Development-Sage Publication

**BBA-III (Semester-VI)**

**BBA-6.3 (c): FINANCIAL INSTRUMENTS AND SERVICES**

**Maximum Marks: 100 Time Allowed:3 Hrs. External Examination: 60 Marks Pass Percentage: 35%**

**Internal Assessment: 40 Marks Teaching Hours:6 Hrs per week**

**Credits: 6: 5H (L)+1H(T)**

**Course Objective:** The objective is to familiarize the students with Traditional and Modern Financial Services.

**Course Outcome:**On successful completion of this syllabi the students will understand the concept of financial instruments and services. They will come to know about the significance of various financial instruments in modern business.

**Instructions for the Paper Setter**

The question paper will consist of three sections A, B and C. Section A and B will have four questions each from Unit I and Unit IIrespectively, will carry 10 Marks each. Section-C will consist of 12 short answer type questions covering entire syllabus and will carry 2 Marks each.

**Instructions for the candidates**

Candidates are required to attempt two questions each from Section A and B. In Section C Candidate are required to attempt any ten questions.

**Instructional delivery strategy/Pedagogy:**

The instructor is expected to use leading pedagogical approaches in the classroom situation, lectures, case study analysis, group discussions, assignments writing and tests, innovative instructional methods, use of technology and comprehensive assessment practices to strengthen the teaching efforts.

**UNIT-I**

Financial Instruments: Meaning, Significance. Capital Market Instruments: Equity Shares, Preference shares, Debentures, Bonds, Derivative Instruments (Future, Forward, Swap), Concept of Mutual Funds. Money Market Instruments: Treasury Bills, Certificates of Deposits (AGR, DGR), Repurchase agreements.

**UNIT-II**

Financial Services in India: Nature, Types, Importance, Regulatory Framework, Major Problems Faced by Indian Financial services Sector. Fund based Financial services: Merchant Banking: Origin and Services; Venture: Meaning, significance and Venture Capital Funds in India;

Leasing: Meaning, Essential Elements of Leasing, Types and Modes of Terminating a Lease. Consumer Durables and Housing Finance. Advisory Financial Services: Credit Rating Agencies: Introduction, Rating Process and Symbols.

**Suggested Readings:**

1. M.Y. Khan: Financial Services-Tata McGraw-Hill Publishing.
2. M. Bhole: Financial Institutions and Markets-Tata McGraw-Hill Publishing.
3. R.M. Srivastava: Management of Indian Financial Institutions -Himalaya Publishing House.
4. Vasant Desai: Financial Markets & Financial Services, Himalaya Publishing House

**BBA-III (Semester-VI)**

**BBA-6.4(a): BRAND AND PRODUCT MANAGEMENT**

**Maximum Marks: 100 Time Allowed:3 Hrs. External Examination: 60 Marks Pass Percentage: 35%**

**Internal Assessment: 40 Marks Teaching Hours: 6 Hrs per week**

**Credits: 6: 5H (L)+1H(T)**

**Coursen Objective:** The objective is to enable the students to acquire skills in brand and product management.

**Course Outcome:** On successful completion of this syllabus the students will understand the knowledge of brand, its functions and types. They will able to acquire the skills in product management.

**Instructions for the Paper Setter**

The question paper will consist of three sections A, B and C. Section A and B will have four questions each from Unit I and Unit IIrespectively, will carry 10 Marks each. Section-C will consist of 12 short answer type questions covering entire syllabus and will carry 2 Marks each.

**Instructions for the candidates**

Candidates are required to attempt two questions each from Section A and B. In Section C Candidate are required to attempt any ten questions.

**Instructional delivery strategy/Pedagogy:**

The instructor is expected to use leading pedagogical approaches in the classroom situation, lectures, case study analysis, group discussions, assignments writing and tests, innovative instructional methods, use of technology and comprehensive assessment practices to strengthen the teaching efforts.

**UNIT-I**

Concept of Brand: Meaning, Characteristics, Functions, Levels and Types. Branding: Meaning, Aspects of Creation of Brand, Factors Considered in Branding, Branding Strategies. Brand Value: Meaning and its Components. Brand Management: Elements, Strategic Management Process. Brand Roles. Brand Loyalty: Meaning Levels, Importance. Brand Image: Meaning, Sources, Types. Brand Extension: Meaning and its Types. Brand Identity: Meaning, Levels, Dimensions. Brand Positioning: Meaning, Objectives, Risks in Brand Positioning.

**UNIT-II**

Product: Meaning, Characteristics, Classification, Product Life Cycle. Product Line Decisions. Product Mix Decisions and Its Strategies. New Products: Meaning, Importance, Types, New Product Development Process. Distribution Channel: Meaning, Function, Types. Promotion: Meaning, Elements and its Importance. Pricing: Meaning, Objectives, Pricing Strategies.

**Suggested Readings:**

1. Dr. B.B. Singla, Pawan Kumar: Brand and Product Management- Thakur Publishers.
2. Majumdar R: Product Management in India – PHI Learning Private Limited.
3. Tapan K. Panda: Product and Brand Management- Oxford Higher Education
4. .A.Kchitale, Ravi Gupta, Product Policy and Brand Management: Text and Cases-PHI Learning Private Limited.

**BBA-III (Semester-VI)**

**BBA-6.4(b): TRAINING AND DEVELOPMENT**

**Maximum Marks: 100 Time Allowed:3 Hrs. External Examination: 60 Marks Pass Percentage: 35%**

**Internal Assessment: 40 Marks Teaching Hours: 6 Hrs per week**

**Credits: 6: 5H (L)+1H(T)**

**Course Objective:** The objective is providing the knowledge about Training and development.

**Course Outcome:** On successful completion of this syllabus the students will understand the role of training, development and various methods of training.

**Instructions for the Paper Setter**

The question paper will consist of three sections A, B and C. Section A and B will have four questions each from Unit I and Unit IIrespectively, will carry 10 Marks each. Section-C will consist of 12 short answer type questions covering entire syllabus and will carry 2 Marks each.

**Instructions for the candidates**

Candidates are required to attempt two questions each from Section A and B. In Section C Candidate are required to attempt any ten questions.

**Instructional delivery strategy/Pedagogy:**

The instructor is expected to use leading pedagogical approaches in the classroom situation, lectures, case study analysis, group discussions, assignments writing and tests, innovative instructional methods, use of technology and comprehensive assessment practices to strengthen the teaching efforts.

**UNIT-I**

Introduction: Meaning, Definition, Objectives, Importance, Opportunities and Challenges of Training, Difference between Training and Development. Learning: Theories of Learning; Process Theories, Humanistic Theories, Cognitive Theories, Social Learning Theories. Training Need Analysis: Objectives, TNA Process, Techniques of Need Analysis. Designing the Training Programme.

**UNIT-II**

Training Methodology: On the Job and Off the Job Training Methods. Implementing the Training Programme. Training Evaluation: Objectives of Evaluation, Types of Evaluation. Development: Definition, Importance, Steps in the Organization of Management Development Programme, Methods and Techniques of Management Development.

**Suggested Readings:**

1. P.Nick Blanchard and James W. Thacker: Effective Training- Pearson Publications.
2. V.S.P. Rao: Human Resource Management – Excel Publications.
3. Charles R. Greer, Strategic Human Resource Management, Pearson Education
4. Rolf P. Lynton, Udai Pareek: Training for Development – Sage Publications.

**BBA-III (Semester-VI)**

**BBA 6.4 (c): STOCK MARKET OPERATIONS**

**Maximum Marks: 100 Time Allowed:3 Hrs. External Examination: 60 Marks Pass Percentage: 35%**

**Internal Assessment: 40 Marks Teaching Hours: 6 Hrs per week**

**Credits: 6: 5H (L)+1H(T)**

**Course Objective:** The objective is enabling the students about conceptual framework and functioning of stock market.

**Course Outcome:** On successful completion of this syllabus the students will familiarize with the concepts of Traditional and Modern Financial Services.

**Instructions for the Paper Setter**

The question paper will consist of three sections A, B and C. Section A and B will have four questions each from Unit I and Unit IIrespectively, will carry 10 Marks each. Section-C will consist of 12 short answer type questions covering entire syllabus and will carry 2 Marks each.

**Instructions for the candidates**

Candidates are required to attempt two questions each from Section A and B. In Section C Candidate are required to attempt any ten questions.

**Instructional delivery strategy/Pedagogy:**

The instructor is expected to use leading pedagogical approaches in the classroom situation, lectures, case study analysis, group discussions, assignments writing and tests, innovative instructional methods, use of technology and comprehensive assessment practices to strengthen the teaching efforts.

**UNIT-I**

Indian Stock Markets: Introduction, Evolution and Growth of Stock Markets in India. Functions of Stock Exchange, Intermediaries in the Secondary Market, Secondary Market Mechanism. An Overview of Major Stock Exchange in India- NSE,BSE and OTCEI.

Stock Market Indexes: Concept, Types, Brief Overview of BSE Sensex and S and PCNX Nifty. Legal Framework for Stock Exchanges: The Securities and Exchange Board of India Act 1992- Definition, Powers and Functions of SEBI, SEBI (Stock Brokers and Sub Brokers) Rules and Regulations, 1992, NSE Rules, Regulations.

**UNIT-II**

Trading Mechanism at NSE: Introduction, Market Types, Market Phases, Order Management, Trade Management. Clearing and Settlement: Introduction, Transaction Cycle, Settlement Process, Settlement Agencies, Risk in Settlement, Settlement Cycle. Dematerialization and

Depository Operations: Introduction to Depository Systems, Definition of Depository and Depository Participant, Salient Features of Depo Electronic Transfer of Securities, Investor Protection Fund.sitory Act 1996, Benefits of Depository System. Future Market Operations: Introduction to Futures (Stock Futures and Index Futures) and Options (Stock Option and Index Option).

**Suggested Readings:**

1. Capital Market Dealers (Module) Workbook by National Stock Exchange of India Ltd
2. Depository Operations (Module) Workbook by National Stock Exchange of India Ltd.
3. Derivative Market: Dealers (Module) Workbook by National Stock Exchange of India Ltd.
4. Dr. S. Gurusamy: Merchant Banking and Financial Services – Thomson
5. Veera Karoli and Priyanka Singh, Thakur Stock Market Operations Publications

**bI.bI.eyBwgqIjw ,smYstrCyvW**

**ivSw:pMjwbIlwzmI**

**sYSn:2021-22,2022-23,2023-24 ,pypr kof:BBA-601A**

**ku`lAMk :100 smW:3 GMty**

**bwhrI prIiKAw:60 AMk pws AMk:35%**

**AMdrUnImulWkx :40 AMk ku`l lYkcr:45**

**kRYift-03**

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**Bwg-a**

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**Bwg-A**

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**Bwg-e**

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3.Bwg-A:2 ivcoNivAwkrnnwlsMbMiDqvrxwqmkpRSn (do ivcoNie`k) 10AMk

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4. bUtwisMGbrwV, pMjwbIivAwkrnisDWqAqyivhwr,cyqnwpRkwSn ,luiDAwxw,2008

5. bldyvisMGcImw, pMjwbIivAwkrnqyBwSwivigAwn,qknIkISbdwvlIdwivSwkoS,

6. pblIkySnibaUropMjwbIXUnIvristI,pitAwlw,2009

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**bI.bI.ey. BwgqIjw ,smYstrCyvW**

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**bwhrI prIiKAw:60 AMk pws AMk:35%**

**AMdrUnImulWkx :40 AMk ku`l lYkcr:45**

**kRYift-03**

**pwTkRmAqypRSn-p`qrdIrUp-ryKw**

**Bwg-a**

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**Bwg-A**

A-1.bhuqySbdWdI QW ie`kSbd

A-2 .muhwvry

**Bwg-e**

iekWgIAWivcoN 10 AbjYkitvpRSn

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1.swrw islybs‘A~`KrigAwn (Bwg-qIjw)’ivcoNhIpwieAwjwvy[

2.Bwg-a: ivciekWgIdwivSw-vsqU /swr (cwrivcoN do) 5+5=10AMk

3.Bwg-A:1 ivcbhuqySbdWdI QW ie`kSbd (pMdrWivcoN ds) 10X1=10 AMk

4. Bwg-A:2 ivcmuhwvry(ArQ d`s kyvwkWivcvrqxy) (pMdrWivcoN ds)10X2=20 AMk

5.Bwg-e ivciekWgIAWivcoNku``l 10 AbjYkitvpRSn[ie`kpRSn 02AMkW dwhovygw[ (10X2=20 AMk)

**pwTkRmdwaudyS:**

1.ividAwrQIAW nUMSu`DpMjwbIpVHnw,ilKxwAqybolxwisKwauxw[

2.ividAwrQIAW nMUiekWgIAWAqymuhwvirAWrwhINpMjwbIswihqAqysiBAwcwrnwljoVHnw[

**pwTkRmnqIjy:**

1. ividAwrQIgurmuKIis`KkypMjwbIBwSwivcsMvwdrcwauxdyXoghuMdwhY[

2. ividAwrQIpMjwbIBwSwdwAmIrswihqpVHdwhY[

**shwiekpusqkW:**

1.fw.soihMdrisMGvxjwrwbydI,lokAwKdyhn,pMjwbIswihqAkwdmI,luiDAwxw[

2.pRo.ibkrm isMGGuMmxsMpw.pMjwbImuhwvrwAqyAKwxkoS,vwirsSwhPwayuNfySn,AMimRqsr[

3.fw.hrkIrqisMG,pMjwbISbdrUpqySbdjoVkoS,pMjwbIXUnIvristI,pitAwlw[