Shiksha Mandal, Wardha's

G. S. COLLEGE OF COMMERCE

Jamnalal Bajaj Marg, Civil Lines, Wardha 442 001

A Hindi Linguistic Minority College

An Autonomous College

(Affiliated to Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur)

1. Conferment of Autonomous Status vide UGC letter No. F. 2-10/2023 (AC-Policy) dated 24-04-2024
2. Notified as Fresh Autonomous College by RTM Nagpur University vide letter No. RTMNU / CDS/2024/7000 dated. 28-05-2024

ACADEMIC REGULATIONS

GOVERNING THE EXAMINATION LEADING TO DEGREE OF

M. B. A.

[MASTER OF BUSINESS ADMINISTRATION]
(AUTONOMOUS)

(REVISED W.E.F. 2025-2026)

PROGRAMME CODE: GSN-PG-02-MB

Issued by:
Principal, G. S. College of Commerce, Wardha

Shiksha Mandal, Wardha's

G. S. COLLEGE OF COMMERCE, WARDHA

(Autonomous)

(Affiliated to Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur)

ACADEMIC REGULATIONS

GOVERNING THE EXAMINATION LEADING TO DEGREE OF

MASTER OF BUSINESS ADMINISTRATION

[M.B.A.]

[Revised from 2025-2026]

WHEREAS, Maharashtra University Act: 1994 came into force with effect from July 22, 1994, and the Maharashtra Public Universities Act: 2016 came into force from March 1, 2017;

AND

WHEREAS, the Sub-Section (1) of Section 89 of the aforesaid Maharashtra University Act: 1994 provided for and the Sub-Section (1) of Section 122 of the Maharashtra Public Universities Act: 2016 provides that a University Department or Institution, Affiliated College or Recognized Institution may apply to the University for grant of autonomous status. The Management Council on the recommendation of the Academic Council may confer the autonomous status;

AND

WHEREAS, the University Grants Commission (UGC), under its XII Plan has issued guidelines for conferring autonomous status to the colleges in the country subject to their fulfilling various eligibility conditions for improving the quality of higher education and initiating academic reforms;

AND

WHEREAS, the Rashtrasant Tukadoji Maharaj Nagpur University had earlier issued Direction No. 4 of 1999 regarding the conferment of autonomous status for College/University Department/University Institution which stood repealed by Direction No. 3 of 2016 regarding NORMS AND PROCEDURES FOR GRANT OF AUTONOMY TO UNIVERSITY DEPARTMENTS OR INSTITUTIONS, AFFILIATED COLLEGES AND RECOGNISED INSTITUTIONS;

AND

WHEREAS, the University Grants Commission (UGC), on the basis of the recommendation of its Standing Committee, has conferred upon G. S. College of Commerce, Wardha fresh autonomous status vide its letter F. 2-10/2023 (AC-Policy) dated 24-04-2024;

AND

WHEREAS, G. S. College of Commerce, Wardha, permanently affiliated to the Rashtrasant Tukadoji Maharaj Nagpur University applied to the University Grant Commission for a Conferment through the UGC Portal and the Rashtrasant Tukadoji Maharaj Nagpur University has notified G.S. College of Commerce, Wardha as a "FRESH AUTONOMOUS COLLEGE" vide its letter no. RTMNU / CDS/2024/7000 dated. 28-05-2024;

AND

WHEREAS, G. S. College of Commerce, Wardha duly constituted its Governing Body, Academic Council, Boards of Studies and other statutory committees as stipulated in the University Grants Commission (Conferment of Autonomous Status Upon Colleges and Measures for Maintenance of Standards in Autonomous Colleges) Regulations, 2023 dated 3rd April 2023;

AND

WHEREAS, the Boards of Studies of G. S. College of Commerce, Wardha designed its existing courses to be conducted under Autonomy as per the pattern prescribed by the University Grants Commission (UGC) in its various Guidelines from time to time;

AND

WHEREAS, the Boards of Studies of G. S. College of Commerce, Wardha adopted the CHOICE BASED CREDIT SYSTEM (CBCS), and while designing the syllabus of M.B.A. (Master of Business Administration), also drafted the academic regulations, instructional and evaluation arrangements, methods and procedures for the above course in its meeting dt. 14-6-2024;

AND

WHEREAS, the Academic Council of G. S. College of Commerce, Wardha in its meeting dt. 14-6-2024 approved the academic regulations, instructional and evaluation arrangements, methods and procedures for the course of M.B.A. (Master of Business Administration) as proposed by the Boards of Studies of G. S. College of Commerce, Wardha;

AND

WHEREAS, the Governing Body of G. S. College of Commerce, Wardha in its meeting dt. 15-6-2024 approved the academic regulations, instructional and evaluation arrangements, methods and procedures for the course of M.B.A. (Master of Business Administration) as proposed by the Boards of Studies and as approved by the Academic Council of G. S. College of Commerce, Wardha;

AND

WHEREAS, the complete syllabus of M.B.A. (Master of Business Administration) and all the academic regulations, instructional and evaluation arrangements, methods and procedures for the course of M.B.A. (Master of Business Administration) as proposed by the Boards of Studies and approved by the Academic Council and the Governing Body of G. S. College of Commerce, Wardha, have been accepted.

AND

WHEREAS, the programme of M.B.A. (Master of Business Administration) is to start from the session of 2024-25 under the Autonomy Scheme and is to be offered to all First Semester students of M.B.A. (Master of Business Administration) from the session 2024-25 as per the said academic regulations;

AND

WHEREAS, the Boards of Studies in its meeting dt. 14-06-2024 and the Academic Council in its meeting dt. 14-06-2024 proposed the minimum passing marks criterion to 50% in each subject for the programme of M.B.A. (Master of Business Administration);

AND

WHEREAS, the Governing Body of G. S. College of Commerce, Wardha in its meeting dt. 15-06-2024 approved the academic regulations with minimum passing marks to a minimum of 50% in each subject and the syllabi of subjects for the course of M.B.A. (Master of Business Administration) as proposed by the Boards of Studies and as approved by the Academic Council of G. S. College of Commerce, Wardha;

AND

WHEREAS, these Academic Regulations of the programme of M.B.A. (Master of Business Administration) of 2024-25 to incorporate Grievance Redressal Mechanism, Programme and Course Codes, changes and modification in syllabi, internal assessment mechanism, moderation and revaluation of answer books, etc. as approved by the Boards of Studies, Academic Council, and the Governing Body from time to time, and also required to be appended by the Programme and Course Outcomes as prescribed by the UGC circular No. F. No. 1-4/2018 (LOCF/QIP) dt. 28-8-2019 and as prepared and approved by the Boards of Studies in its meeting dt. 14-06-2024 and also approved by the Academic Council in its meeting dt.14-06-2024;

AND

WHEREAS, the Academic Regulations of the programme of M.B.A. (Master of Business Administration) were subsequently approved by the Governing Body in its meeting dt.15-06-2024;

AND

WHEREAS, the syllabus of M.B.A. (Master of Business Administration) programme was framed in accordance with Blooms Taxonomy and all the Academic Regulations, Instructional Methods, Evaluation Arrangements and procedure related to the MBA courses were prepared and approved by the Boards of Studies in its meeting dated 28-04-2025 and also approved by the Academic Council in its meeting dated 29-04-2025.

AND

WHEREAS, the Academic Regulations of the programme of M.B.A. (Master of Business Administration) were subsequently approved by the Governing Body in its meeting dated 29-04-2025

NOW

THEREFORE, I, Principal of G. S. College of Commerce, Wardha, on behalf of the Governing Body of G. S. College of Commerce, Wardha, hereby release the following Academic Regulations. These Academic Regulations shall be called "ACADEMIC REGULATIONS GOVERNING THE EXAMINATION LEADING TO DEGREE OF MASTER OF BUSINESS ADMINISTRATION (Two Year PG Degree Programme)" under the Faculty of Commerce and Management of Rashtrasant Tukadoji Maharaj Nagpur University.

These Academic Regulations shall come into force with immediate effect and shall apply to all students to be admitted to the First Semester of M.B.A. (Master of Business Administration - Two Year PG Degree Programme) from the session 2025-26.

Dr. Arundhati Ninawe
Principal

Shiksha Mandal, Wardha's
G. S. COLLEGE OF COMMERCE, WARDHA
(Autonomous)
(Affiliated to Rashtrasant Tukadoji Maharaj Nagpur University, Nagpur)

ACADEMIC REGULATIONS

GOVERNING THE EXAMINATION LEADING TO DEGREE OF
MASTER OF BUSINESS ADMINISTRATION
[M.B.A.]
[Revised from 2025-2026]

1. TITLE OF THE PROGRAMME: **MASTER OF BUSINESS ADMINISTRATION [M.B.A.]**

2. PROGRAMME CODE: GSN-PG-02-MB

3. DURATION OF THE PROGRAMME: A TWO YEAR/ FOUR SEMESTER FULL TIME PG DEGREE

4. PATTERN OF THE PROGRAMME: CHOICE BASED CREDIT SYSTEM (CBCS)

5. MEDIUM: ENGLISH

6. TIME SCHEDULE
   - The programme of M.B.A. shall be conducted in TWO Academic Years.
   - Each academic year is divided into TWO TERMS.
   - Term I shall have odd Semesters I & III, whereas Term II shall have even Semesters II & IV.
   - In each semester, courses are offered in 14-16 teaching weeks (minimum of 75 teaching days).
   - 4-6 weeks are to be utilized for conduct of examinations and evaluation purposes.
   - Each week shall have 40 working hours spread over 6 days a week, consisting of lectures, tutorials, practical's, assignments, seminars, project work, library work, co-curricular activities, field visits, counseling/guiding sessions, value addition courses, extra-curricular activities including Sports, NSS, NCC, Adult & Continuing Education and Extension activities etc.
   - The detailed Academic Calendar will be published separately in forms of notification every year.

7. ELIGIBILITY TO THE PROGRAMME
   - Subject to compliance with the provisions of the Government/ UGC/AICTE/ RTM Nagpur University directions and of other ordinances in force from time to time, an applicant for admission to this programme shall have passed degree examination of the Rashtrasant Tukadoji Maharaj Nagpur University or any other recognized University equivalent thereto with 50% aggregate marks for Open Category and 45% marks aggregate for Backward Class Category candidates or as notified by the State Government (Competent Authority) from time to time. Provided that students admitted through the Common Management Aptitude Test (CMAT) conducted by the All India Council for Technical Education (AICTE) or the Common Entrance Test (CET) conducted by the Directorate of Technical Education, Government of Maharashtra or any other entrance examination conducted by a competent authority approved by the Directorate of Technical Education, Government of Maharashtra and fulfilling the eligibility conditions prescribed by the Rashtrasant Tukadoji Maharaj Nagpur University shall only be admitted to this course.

- Any student pursuing the regular programme of study leading to the Master's Degree in Business Management shall not be permitted to join any other programme in RTM Nagpur University or any other University simultaneously.
- The other eligibility conditions shall be as prescribed by the College/University/DTE from time to time through the related Directions/Rules.

8. ADMISSIONS

- All admissions to this programme will be strictly on merit basis as per the policies and procedures laid down by the College/UGC/AICTE/DTE/Rashtrasant Tukadoji Maharaj Nagpur University from time to time.
- Being a Linguistic Minority Institution the college reserves 50% seats (for grant-in-aid programmes) and 51% seats (for no-grant programmes) for those students who belong to the Hindi speaking communities as listed in the Eighth Schedule for Languages in the Constitution of India subject to the condition that these students are domiciled in Maharashtra State. Students will also have to submit a proforma 'O' as per the DTE guidelines.
- Since the M.B.A. programme is conducted on the no-grant basis, 51% of seats are reserved for the Hindi Linguistic Minority students.
- All admissions to the M.B.A. programme, including those of students belonging to Hindi Linguistic Minority communities domiciled in the Maharashtra state shall be conducted through the DTE's Centralized Admission Process (CAP).
- Spot admissions shall be conducted at the college level only if vacancies remain even after all CAP rounds and students with valid score in CET or any accredited Entrance Test shall be admitted on merit against such vacancies, if any, as per the schedules and procedures laid down by the DTE/University/College.
- Rules regarding admission procedure/policy etc. shall be notified by the college from time to time through Directions, if necessary.

9. ATTENDANCE CRITERIA

- It is mandatory for all students to have minimum 75% attendance in order to be eligible to appear in a Semester End Examination. Students with below 75% attendance in any given semester shall not be allowed to fill the examination form or appear in the examination.
- Principal may condone the attendance up to maximum 10% to meet the minimum attendance criterion of 75% only in exceptional cases viz. medical emergencies, deputation of students by the college in official programs/activities like NCC/NSS camps, University level Sports or Extra-curricular activities or any other University/College sponsored activities where he is convinced that meeting the minimum attendance mark was beyond the control of the student and subject to the condition that the student will make up for attendance in subsequent semester.
- Rules regarding attendance shall be notified by the college from time to time through Directions, if necessary.

10. FEES FOR THE PROGRAMME

- The Tuition Fees and other fees for the programme of M.B.A. shall be as prescribed by the Fee Regulation Authority of the DTE and the College from time to time.
- The Examination Fees shall be a prescribed by the college/University from time to time.

11. STRUCTURE OF THE PROGRAMME/COURSE

- The M.B.A. syllabus is designed by the college's Boards of Studies and approved by the college's Academic Council as per the UGC Guidelines on CBCS (Choice Based Credit System).
- CBCS provides to students a cafeteria approach where students can take courses of their own choice, learn at their own pace, undergo additional courses and acquire more than required credits, and adopt an interdisciplinary approach to learning.
  Students thus get to study the courses which are both mandatory and optional as following:
  A. Core Courses (Compulsory)
  B. Skill/Foundation Courses (Compulsory/Elective)
  C. Core Group Electives
  D. Complimentary Group Electives
  E. Generic Electives
- The college will offer Electives only if minimum 10 students opt for the same.
- The details of the Programme Outcomes/Course Outcomes, Courses and Course/Subject-wise allocation of teaching hours are given in **Appendix-I, II, & III** respectively**.**

12. SUMMER INTERNSHIP PROGRAMME

- In addition to the regular courses, students of MBA will also have to undergo a mandatory Summer Internship Program after Semester II examination. At the end of Second Semester, all students will have to undergo summer training of 6-8 weeks with an industrial, business or service organization by taking a project study.
- The condition of successfully completing the program shall not be deemed to have been satisfied unless a student undergoes summer training under the supervision of the Guide/Department in organizations as approved by the Director/Principal/ Head/Faculty from time to time.
- The Director/ Principal/ Head / Faculty of the Department/ College may allocate the sector/ industry/ company specific project to the individual student. Each student will be required to submit a project report to the Department/ College for the work undertaken during this period within two weeks of commencement of the Third Semester for the purpose of evaluation in the Third Semester.

13. PROJECT WORK ON SPECIALIZATION

- Project work will be compulsory for each student appearing at the semester-IV (MBA) Examination.
- For Project work a batch of Maximum TWENTY students per guide /supervisor will be allotted by the College. The Guide/Supervisor shall act as an internal examiner for Project Examination.
- The guide or supervisor shall be appointed by the college.
- The External examiner shall be appointed by the college from the list of full time approved teaching faculty/CHB's/Ad-Hoc faculties.
- Each such External Examiner shall examine a maximum of TWENTY students.
- ONE copy of Project work (in printed & online form) shall be submitted to the College through the supervisor of candidate and Principal/ Director / Head of the Institute/ Department and one copy will be retained by the student.
  A Candidate shall submit along with his project work, a certificate from Supervisor stating that
  ✓ The candidate has satisfactorily completed the Project work for not less than one session; and
  ✓ That the Project work is the result of the candidate's own work and is of sufficiently high standard to warrant its presentation for examination.

- Candidate shall submit his declaration that the Project is the result of his own research work and the same has not been previously submitted to any examination of university or any other University. The Project shall be liable to be rejected and /or cancelled if found otherwise.
- The Project work shall be evaluated through seminar and Open Defence and Viva-voce at the College/ Department by Internal and External examiners appointed by the College before Semester-IV Examination.

14. PATTERN OF ASSESSMENT / EXAMINATIONS

- Each Subject/Paper shall be that of 100 Marks.
- There will be an Internal Assessment of 30 Marks as detailed in Point No. 15 below.
- There will be an External Assessment of 70 marks through Semester End Examination.
- For consideration of passing marks for all subjects, the criterion would be minimum **50%** marks (combined total of both Internal and Semester End marks) for each subject.
- Students will also have to do SIP (Summer Internship Programme) after the Second Semester and submit a Project Report during the Third Semester.
- Students will have to submit a Project on any specialization during Semester IV.
- In addition to academics, students shall also be assessed for their participation and performance in co- & extra-curricular activities as well as their participation and performance in Value-addition courses and given separate credits and will be considered for overall grading as illustrated in Point No. 27.

15. INTERNAL ASSESSMENT

Internal Assessment for all subjects shall be done as per the following scheme:

Sr. No.	Details	Marks (30)	Marking Scheme	Remarks
1.	1 Prelim Exam of 70 marks each	10	00-34: 00 35-49: 06 50-56: 08 57-70: 10	All students will mandatorily appear in the Preliminary/Test Examination before the Semester End Examination.
2.	1 Activity Based Learning	10	As per valuation of subject teacher	Students will perform 1 Activity Based Learning as prescribed by the subject teacher as per the schedule given by the college/department.
3.	Case Study	05	As per valuation of subject teacher	Students will give a presentation (Oral/ICT based) on the case studies proposed by the students to the subject teacher and accepted by the subject teacher as per the schedule given by the college/department.
4.	Attendance	05	>85%: 05; < 84-75%: 03; <75%: Nil.	Principal to condone attendance up to maximum 10% to meet the minimum attendance criterion of 75% only in exceptional cases where he is convinced that meeting the minimum attendance mark was beyond the control of the student and subject to the condition that the student will make up for attendance in subsequent semesters. However, such students will not be eligible for any marks for attendance. Students, with more than 75% attendance but losing some days because of participation in official programmes like NSS, NCC, Sports, ECA etc. will be given proportionate marks.
	Total	30		

16. EXTERNAL/SEMESTER END ASSESSMENT

- There will be a Semester End Examination at the end of each of all FOUR semesters.

- The Semester End Examination will be conducted by the college.
- The examination shall be held at the college premises on such dates as will be notified by the college.

17. PATTERN OF SEMESTER END EXAMINATION

- Each paper of Semester End Examination for all semesters will be that of 70 marks each.
- The questions would be divided into Easy, Moderate and High level as per the Blooms Taxonomy.
- All questions shall be compulsory with internal choices within the questions.
- The duration of end semester examination shall be of 3 hours.
- The Pattern of Question Papers for both theory and numerical subjects is given in **Appendix-IV**

18. CLASSIFICATION OF PROJECT/INTERNSHIP MARKS

Project work and Internship Marks will be evaluated as per the following classification of marks:

Project Work		**Internship**	
Particulars	**Marks**	**Particulars**	**Marks**
Project Report Evaluation	50	Internship Work	40
Assessment by External Expert	30	Internship Report	40
Assessment by Internal Expert	20	Presentation	20
TOTAL	100	TOTAL	100

19. PATTERN FOR MOOCS

- Every student has to successfully complete **TWO Massive Online Open Courses** available either on **SWAYAM/NPTEL/UDEMY/COURSERA etc.** or **University approved courses** (list available on university portal – updated from time to time) or **same / similar courses organized by the college** to become eligible for the award of MBA degree. The credit points of MOOCs earned by a student shall be transferred in the Mark list of Semester-IV. The student has liberty to complete these two courses any time during the MBA program after his/her admission and it is not restricted to any specific semester/s. This shall help the student in getting better placement opportunities.
- In compliance with the Choice Based Credit System, the student is free to opt for any course available on the portal during a particular semester provided the course has minimum 2 credits and the students are required to complete two such MOOCs to become eligible for the award of MBA degree.
- Following guidelines are to be followed by the concerned stakeholders, College to enable student to opt for MOOC and the credit transfer of such MOOC completed by the student.
- The College shall provide the list of courses (with minimum 2 Credits each) available in the beginning of each semester to students on its website, college notice boards and through other medium of communication.
- A student may select the course (with minimum 2 Credits) of her/his choice from the available courses and register for the same.
- A student is also required to appear and successfully complete the online examination for the MOOC opted by him/her.
- The successful completion of TWO such MOOCs comprising of total 4 Credit Points is mandatory for every student to become eligible for the award of degree.

- If a student has completed a MOOC carrying more than 2 credits, then only 2 credits shall be considered and be shown in the mark list of 4^{th} Semester against such course.
- In case, the MOOC certificate does not have a mention of Credits, the Principal/Director/Head shall certify the number of credits for which a course of minimum duration of 8 weeks shall be considered equivalent to 2 credits and informed accordingly to the COE.
- A student is expected to fill the examination form for Semester-IV along with the MOOCs he/she had completed or pursuing. Use MOOC-I, MOOC-II terminology only.
- The marks/grade obtained by the student in such MOOCs shall be submitted by the Department (with copy of Certificate) to the Examination Department along with Internal Assessment Marks for Semester-IV.
- In case, a student is not able to complete TWO MOOCs by the end of Semester-IV, he/she shall be marked absent in MOOC-I and MOOC-II subjects in the Semester-IV Marksheet and the exam department shall not declare result of such a student (keep it withheld). Such a student/s are instructed to complete his/her MOOCs by the registered skill development platform specified by the college. On successful completion of MOOCs and submission of certificates through the college to that effect shall be declared successful and become eligible for award of degree.
- The students failing to clear MOOCs exam conducted by NPTEL/SWAYAM/**UDEMY/COURSERA etc.** or University approved course exams or College level exams will not be considered for Merit List.
- The online/offline examination of such courses is conducted by the course coordinating Instutution/college and the dates of examination are declared at the beginning of the session. Hence, the College will keep these days free from its MBA Examination Time Table and will not schedule any Semester End Examination on such dates.
- The examination fee of MOOCs is to be paid and borne by the student separately.

20. PATTERN FOR EXIT SEMINAR

- Exit Seminar is a culmination and presentation of all the learning that has happened in last 4 semesters of MBA program. The idea is to check the key learnings of a student manager and to map them with the program outcomes so as to assess the attainment of program outcomes. The Viva-Voce should be targeted at assessment of these Pos which are mentioned in Appendix-1. This will also present the student portfolio evaluation i.e. a systematic and organized collection of a student's work that exhibits the direct evidence of a student's efforts, achievements and progress over a period of time including Theory Papers, SIP, Live Projects, MOOCs, etc.
- Evaluation of Exit Seminar:
  The individual presentation should ideally last for 15-20 minutes followed by Open Defense Question-Answer session. The External Examiner (appointed by the Examination Department) should evaluate Maximum 20 student's Exit Seminars.
- Exit Seminar Presentation Guidelines:
  Presentation shall include Summary of Learnings from core courses across semesters, Summary of Learning from elective 1 courses, Summary of Learning from elective 2 courses, Summary of Learning from MOOCs, Summary of Learning from Summer Internship Project, Summary of Learning from Project Work, Exhibition of student portfolio i.e. a systematic and organized collection of a student's work that exhibits the direct evidence of a student's efforts, achievements and progress over a period of time including Theory Papers, SIP, Live Projects,

MOOCs, etc., Level of Attainment with justification of all mentioned PO's with justification and Concluding Remark.

- Exit Seminar Rubric for Evaluation:
  The External examiners based on exit seminar, presentation and open defence performance shall evaluate the student as Excellent (5 marks), Good (3-4 marks), Average (1-2 marks) or Poor (0 marks) and mention the score in the rubric. For detail format, please see Appendix-IV.

21. PATTERN TO CONDUCT OF ALTERNATE EXAMINATIONS FOR THE STUDENTS OF THE INSTITUTION WHO HAVE MISSED THEIR SEMESTER END EXAMINATION BECAUSE OF PARTICIPATION IN STATE, NATIONAL, INTERNATIONAL COMPETITIONS/ NSS/ NCC/ SPORTS/ CULTURAL ACTIVITIES/ EVENTS/ COMPETITIONS/ ACADEMIC COMPETITIONS/ SHIKSHA MANDAL EVENTS

- The college is committed to provide equal opportunities and acknowledge the achievements of students who have excelled in state, national and international competitions, NSS, NCC, sports, cultural activities, events, and competitions conducted at various levels and have missed their semester end/supplementary examinations because of participation in above mentioned activities.
- Whereas, the alternative examination shall be conducted for such students who participated in State, National and International competitions/ NSS/ NCC/ Sports/ Cultural activities/ events/ competitions/academic competitions conducted by Central, State, University Level, Shiksha Mandal Level during the period of semester end/supplementary examination only.
- Such students are required to notify their course coordinators solely about their participation in such activities endorsed by the college or relevant authorities. Once the legitimate students are identified, the course coordinators must inform to the Principal/Chief Controller of Examination and obtain written permission. Following that, the course coordinators should promptly submit the names in stipulated format of those students to the Controller of Examinations before a week of commencement of examination.
- The examination department will schedule the alternate examination as soon as possible after the main examination. An alternate examination will be held only once per semester. In case a student fails to inform the course coordinator or to submit the examination application form or does not appear for the examination due to any reason, their eligibility for that particular examination will be automatically forfeited. They will have the opportunity to take the examination in the subsequent session by submitting a fresh examination application form.
- The examination result for such students will be declared accordingly within 45 days.

22. SCHEME FOR EVALUATION

- All answer books from Semester End and Supplementary Examinations will be evaluated by a panel of examiners appointed by the college. This panel will include both internal and external faculty members and will consist of subject experts drawn from university-approved full-time, CHB or ad-hoc faculties either from G. S. College, other affiliated colleges of RTM Nagpur University or other recognized universities. All panel members must have a minimum of three years of teaching experience.
- The moderation of answer books with a distinction grade of more than 75% and less than 40% will be done either by an external examiner or an internal examiner, preferably by an external examiner and the marks given by the moderator, whether increased or decreased, shall be final.

23. GRACE MARKS

- Students have the opportunity to receive Grace Marks, with a maximum limit of 10 marks, during their entire M.B.A. program. This provision applies if they fail in any subject or up to 3 subjects by a margin of 5 marks even after moderation/revaluation. The purpose of this provision is to promote or declare the semester as **"Pass by Grace"**. It is important to note that students can utilize this facility a maximum of 3 times throughout their entire course of study, with a maximum of 3 subjects allowed for grace marks throughout the duration of the program.

- If a student receives grace marks for clearing/passing three subjects in a semester, they will not be eligible for this facility in subsequent semesters. However, if they receive grace marks for passing the semester end examination/supplementary examination in one subject, they can avail the facility for passing two subjects in other semester(s), as long as the total doesn't exceed the limit of 10 marks.
- The award of grace marks shall not be available for seeking exemption(s) in one or more paper(s)/subject(s). In other words, the option to use grace marks for seeking exemption(s) in one or more paper(s)/subject(s) and declaring a pass solely in a specific subject will not be available. Grace marks will only be applicable for passing the overall semester end/supplementary examination.
- The examinee passing with grace marks as above shall not be eligible to be placed in the merit list and also shall not be eligible for any medals, prizes or any other awards pertaining to that examination.
- The examinee shall be eligible for maximum 3 grace marks if his score in a paper/subject falls short by not more than 3 marks for getting distinction in a paper/subject even after moderation or revaluation provided, he has not availed the benefit of grace marks earlier for either passing any subject. Such grace marks can be awarded in maximum TWO papers/subjects during the entire course of studies.
- However, such grace marks shall not be considered for the purpose of ranking or awards. Ranking or awards shall be finalized only on the basis of actual marks (i.e. without grace marks).

24. CREDIT SYSTEM OF EVALUATION

- The M.B.A. programme will consist of 25 courses/papers, 2 projects on SIP (Summer Internship Project work) and on a Specialized Group respectively equivalent to 2 (two) courses, 2 MOOC courses respectively equivalent to 2 courses and 1 exit seminar equivalent to 1 course. Thus, there will be 30 courses/papers.
- Each paper will have 4/2 credit points.
- Each Credit is equivalent to ONE teaching hour.
- In all thus there shall be 116 credits.
- In addition, students can earn additional 4 credits for participation and performance in Value-addition courses (2 credits) as well as his participation and performance in co- & extra-curricular activities (2 credits).

25. CREDITS AND GRADES

In the Credit and Grade Point System, assessment of individual Subjects in the concerned examinations will be on the basis of marks only, but the marks shall later be converted into Grades by a mechanism wherein the overall performance of learners can be reflected after considering the Credit Points for any given course and the overall evaluation shall be designated in terms of Grade.

CREDIT: Each Course/subject/paper has been given separate credits. A credit is a unit by which the course work is measured. It determines the number of hours of instructions required per week. One credit is equivalent to one hour of teaching (lecture or tutorial) or two hours of practical work/field work per week. Each semester, thus, has a definite number of credits depending on the number of courses/subjects/papers and the credits given to them.

GRADE POINT: Grade Point is a numerical weight allotted to each letter grade on a 10point scale as adopted by the college as under:

Sr. No.	Marks	Description	Grade Letter	Grade Points/CGPA
1	85 & above	Outstanding	O	10
2	75-84	Excellent	A+	09
3	65-74	Good	A	08
4	60-64	Above Average	B+	07
5	55-59	Average	B	06
6	50-54	Pass	P	05
7	49 and below	Fail	F	00
8		Absent	Ab	0

CREDIT POINT: Credit Point is the product of grade point and number of credits for a course.

26. CALCULATION OF SGPA

SGPA (Semester Grade Point Average)**:** The performance of a student in each course/subject/paper in each semester is measured through SGPA which is a ratio of total credit points secured by a student in various courses in the semester and total course credits taken during the semester.
SGPA shall be calculated for each semester as per the formula of SGPA (Si): ∑ (Ci × Gi)/ ∑ Ci
[Ci= no. of credits for the i th course and Gi is the grade point scored by student in the i *th* course.]

Illustration of SGPA:

Course/Subject	Credit	Marks	Grade Letter	Grade Points	Credit Points
1	4	87	O	10	4*10=40
2	4	78	A+	9	4*9=36
3	4	68	A	8	4*8=32
4	4	62	B+	7	4*7=28
5	4	54	B	6	4*6=24
6	4	50	P	6	4*6=24
7	4	74	A	8	4*8=32
8	4	73	A	8	4*8=32
	32				248
SGPA	248/32 = 7.75				

27. ADDITIONAL CREDITS

In addition to the regular courses and credits thereof, the college also offers to its students under CBCS pattern an opportunity to earn extra credits and an improved grade through Value-addition Courses (VAC) and Extra-curricular Activity (ECA). VAC and ECA have been given 2 credits (50 marks) each i.e. together they have 4 credits (100 marks).

E.g.: Suppose a student scores 25 marks in ECA and 40 marks in VAC, his total would be 65 marks. His Grade letter would be A with 8 grade points.
Thus, his Credit Points would be 32 [4 (credits) × 8 (grade points for grade letter A)].
Suppose a student only opts for ECA and scores 25 marks out of 50 then his marks would be converted to 50 (out of 100) and his Grade letter would be C with 5 grade points.
Thus his Credit Points would be 10 [2 (credits) × 5 (grade points for grade letter C)]
These Credit Points shall be added to the Cumulative Grade Score of all FOUR Semesters and considered while calculating the Grade as explained in the illustration later.

28. CREDIT SCHEME FOR VAC (VALUE-ADDITION COURSES)

TIE-UP/ACCREDITED COURSES (Conducted in College only) (MAX TWO COURSES IN UG & PG RESPECTIVELY)	SCORE (ONLY AFTER SUCCESSFUL COMPLETION)	COURSES DESIGNED AND CONDUCTED BY COLLEGE (MAX THREE COURSES)	SCORE (For A, B, C GRADES)
Bajaj Finserv's CPBFI	50	English Proficiency Course	20/15/10
ICAI's CAT	50	Certificate in Business Communication	20/15/10
CA-F/IPCC	25/50	Hindi Communication Skills	20/15/10
CA-F/Executive	25/50	Basic Computer Skills	20/15/10
Cambridge English's BEC (2 Levels)	25/50	GS-SUN INTERNSHIPS (ONLY AFTER SUCCESSFUL COMPLETION)	50
TCS' BPS	25	FOR UG & PG Competitive Examinations Training	20 (COMPLETED) 30 (QUALIFIED)
NSE's NCFM	25	FOR PG ONLY NET/SET Guidance Programme	20 (COMPLETED) 30 (QUALIFIED)
NISM COURSES (Each)	25		
Tally Education's TALLY	25		
Any other		Any other	
NB: Students can claim maximum 50 marks (2Credits) for any 2 Courses (from Tie-up pool) and 3 courses from (college pool) over a period of 3 (UG) or 2 (PG) years respectively. They can also opt for a combination of both pools for maximum 3 courses. Credits will be added in FINAL SEMESTER Grade Sheet.			

29. CREDIT SCHEME FOR ECA (Extra & Co-curricular Activities)

ACTIVITY/ LEVEL (Only Official Events)	NCC	NSS	Swachha Bharat Internship	ACEE	SPORTS	CULTURAL	CO-CURRICULAR
	ANY ONE OF THE ABOVE (2 Credits)				ANY TWO OR ALL THREE OF THE ABOVE (2 Credits)		
College	10	10	15 day Summer Internship in city/adopted village = 50 Marks = (2 Credits)	10 + 10 (Project)	10	10	10
					(5 for Participation + 5/3/2 for First, Second & Third Positions)		
Inter-College					10	10	10
					(5 for Participation + 5/3/2 for First, Second & Third Positions)		
University	10	10		10	10	10	10
State/Zone	10	10		10	(5 for Selection/Participation + 5/3/2 for First, Second & Third Positions)		
National	20	20		10	20	20	20
NB: 10 Marks for the 'BEST' Cadet/Volunteer/Student Category and 5 Marks for the 'BEST' Unit Category to be added to total marks earned by a student in the above activities during the course of his entire UG or PG studies subject to the total score not exceeding 50 marks)					(10 for Selection/Participation + 10/5/3 for First, Second & Third Positions)		
Inter - nationa l	25 (10 for Selection/Participation + 15/10/5 for First, Second & Third Positions) to be added to the total marks earned by a student in any 3 of the above activities during the course of his entire UG or PG studies subject to the total score not exceeding 50 marks.						
Total	50	50		50	50	50	50
NB:	Students can claim maximum 50 marks (2 Credits) for any 3 activities over a period of 3 (UG) or 2 (PG) years. Credits will be added in FINAL SEMESTER Grade Sheet.						

30. CALCULATION OF CGPA

CGPA (Cumulative Grade Point Average): It is a measure of overall cumulative performance of a student over all semesters. The CGPA is a ratio of total credit points secured by a student in all semesters and the sum of the total credits of all courses in all the semesters.

CGPA shall be calculated for the entire programme on the basis of SGPA of all semesters and the additional credits for ECA & VAC to be added in IVth Semester with the following formula:
CGPA = $\sum (Ci \times Si) / \sum Ci$ [Si= SGPA for the ith semester and Ci is the total no. of credits in that semester.]

Illustration of CGPA

	SEM I	SEM II	SEM III	SEM IV	Total Credits	ECA/VAC
Credits	32	32	32	20	116	4
SGPA	8	7.6	7.8	8.2		8
CGPA	32 x 8=256	32 x7.6 = 243.2	32 x 7.8= 249.6	20 x 8.2=164		4*8
	256	243.2	249.6	164	912.8	32
	912.8/116=7.87		912.8 + 32 (ECA/VAC)=944.8; 944.8/116=8.14			
	CGPA (Without ECA/VAC) = 7.87			CGPA (With ECA/VAC) = 8.14		

31. FINAL AWARD OF DIVISION

After the award of final Grade on the basis of CGPA, the students will be declared as passed with the following Divisions:

CGPA	Grade	Division
9.0-10	O	Outstanding
8.0 - 8.9	A+	Distinction
7.0- 7.9	A	First
6.0 – 6.9	B+	Second
5.0- 5.9	B	Pass
00 – 4.9	F	Fail

While calculating the Cumulative Grade score, the value of Grade Point shall be considered Zero (00) in case of students who failed in the concerned course/s i.e. obtained the marks below **50**. After calculating the SGPA for an individual semester and the CGPA for entire programme, the value can be matched with the grade in the Grade Point table as per the Six (06) Points Grading System and expressed as a single designated GRADE such as O, A+, A, B+, B, F (Fail).

32. DECLARATION OF RESULT

- The results of all semester end examinations will be declared within 45 days after the conclusion of examination and will be notified on the college notice boards and website.
- The result of successful candidates at the end of Fourth Semester shall be classified on the basis of aggregate marks obtained in all the FOUR semesters.
- An unsuccessful examinee at a semester end examination shall be eligible for re-examination on payment of a fresh Examination Fee prescribed by the college and will appear for re-examination in the next Examination Schedule of the said semester examination either in Summer or Winter.
- The result of the candidates who have passed the Semester-IV examination but not passed the lower semester examinations shall be declared as NCL (not completed lower semester examinations). Such candidates shall be eligible for the Degree only after successful completion of all the lower semester examinations.

- Only those candidates who pass all the semester examinations in the First Attempt will be eligible for ranks/awards etc. to be announced by the college.

33. ATKT RULES

Unsuccessful students shall be '***Allowed To Keep Term***' in accordance with the following rules:

Admission to Semester	Candidate should have filled the examination form	Candidate should have passed at least 50% of subjects of the following examinations
Semester II	Of Semester I	
Semester III	Of Semester II	50% of all Semester I & II subjects taken together; i.e. 8 subjects
Semester IV	Of Semester III	50% of all Semester I, II & III subjects taken together; i.e. 12 subjects

Note: For consideration of passing marks for all subjects, the criterion would be minimum 50% marks (combined total of both internal and semester end marks) for each subject/paper in each semester.

34. REVALUATION

- The reassessment process is carefully crafted to ensure a just and impartial evaluation carried out by independent/external examiners who were not part of the initial assessment. Students are provided with the opportunity to request a reassessment if they have any concerns regarding the assessment of their answer-books.
- Students can apply for revaluation of their answer-books after paying the prescribed fees and following due procedure.
- The students should fill the revaluation form and they can request to receive true/Xerox copies of their evaluated answer-books within a reasonable timeframe. Students are advised to review the assessed answer-books with their subject teacher. If the teacher deems reassessment necessary after evaluating the answer-book(s), the students may apply for a recheck or challenge the valuation of the respective answer paper(s) within the allotted timeframe.
- The revaluation of answer-books shall be done by a panel of external experts only.
- If there is a variation of more than 5% to 10 % of marks between the original marks and the marks after reassessment the marks after reassessment (R1) shall be granted.
- In case there is a variation of more than 10% to 20% of marks between the original marks and the marks after the reassessment (R1) the paper shall be subjected to another reassessment (R2).
- In case there is a variation of more than 10% to 20% of marks between the marks after the first reassessment (R1) and marks after the second reassessment (R2) the paper shall be subjected to third reassessment (R3).
- Marks awarded after the third reassessment (R3), whether increased or decreased, shall be taken as final marks.

35. MAXIMUM ATTEMPTS

A candidate who fails in any of the semester examinations may be permitted to take the examination again at subsequent appearance as per the syllabus and scheme of examination in vogue at the time the candidate took the examination for the first time. This facility shall be limited to the following two years i.e. 4 more attempts with same syllabus. If the student has exhausted all four attempts and failed and still wishes to appear in the examination, they will have the chance to take the examination in subsequent semester end examinations, with four more attempts available, either with a new syllabus or the syllabus in place at that time.

36. REJECTION OF RESULT

- The candidate shall have an option of being NOT DECLARED SUCCESSFUL in any of the semester end examinations if he/she fails to secure minimum 60% marks in aggregate or a corresponding Grade in that semester. This option can be opted only through prescribed format forming a part of Examination Application Form for semester end examination. It shall be applicable only to the external/semester end examination and not to the marks awarded in Internal Assessment which shall not be altered in any case. Once the candidate opts for the Rejection of Result Scheme, his option shall be irrevocable.
- The candidate who fails in one or more subjects of a semester may be permitted to reject the result of the whole examination of that semester. Rejection of result subject-wise shall not be permitted. A candidate who rejects the result shall appear in examination of that semester in the subsequent examination.
- Rejection shall be exercised only once in each semester and the rejection once exercised cannot be revoked.
- Application for rejection along with payment of prescribed fee shall be submitted to the college's Controller of Examination along with the original statement of marks within 30 days from the date of declaration of result.
- A candidate who rejects the result of a given semester will not be eligible for admission to the next semester.
- A candidate who has exercised the rejection option will be eligible for grade/division only and not considered for any ranking.

37. IMPROVEMENT OF RESULT

- A candidate who has passed in all the papers of a semester may be permitted to improve the result by reappearing for the whole examination of that semester.
- The reappearance shall be permitted only once in each semester.
- The reappearance for the examination of any semester shall be permitted during the subsequent examination of that semester.
- Application for reappearance along with payment of prescribed fees shall be submitted to the college along with the original statement of marks within 30 days from the declaration of result.
- If a candidate passes in all subjects in the reappearance, higher of the two aggregate marks secured by the candidate shall be awarded to the candidate for that semester. In case the candidate fails in reappearance, he shall retain his first appearance result.
- A candidate who appears for improvement of result shall be eligible for grade/division but not for ranking.
- Internal assessment marks shall remain the same and they are not included in the improvement of result scheme.

38. AWARD OF MARK SHEET/S

- All Mark Sheets for all semesters shall be awarded by the college at the end of each semester.
- Each Semester End Mark Sheet shall reflect both the actual marks and the Credits of each subject along with the Grade Letter designated for the marks obtained and SGPA.
- The Mark Sheet shall specifically mark all the pass/exempted/pass with grace and fail subjects.
- The Final Semester Mark Sheet shall include Credits / Credit Points for Internship as well as additional Credits / Credit Points for ECA and VAC and Swayam/MOOC Courses.

- The Final Semester Mark Sheet shall include total marks, CGPA and final designated GRADE such as O, A+, A, B+, B, F (Fail).

39. AWARD OF DEGREE

- Students shall receive Degree from the RTM Nagpur University on payment of the prescribed fee.
- The Degree shall be issued at the end of successful completion of the programme i.e. after passing all semester end examinations. It shall be signed by the Hon'ble Vice-Chancellor and shall have the college's name on it.

40. GRIEVANCE REDRESSAL MECHANISM

- There shall be a Grievance Redressal Committee for all grievances related to examinations and assessment.
- The Committee shall be headed by the Controller of Examinations (COE) and shall have as members all HOD's/Programme Coordinators.
- In case of any dispute, the Chief Controller, Examinations/Principal shall decide the matter and his decision shall be final.

41. ABSORPTION SCHEME

- Only fresh candidates will be eligible for admission to this programme.
- Other students already enrolled in M.B.A. course of RTM Nagpur University or any other University can also join this programme from Semester III stage subject to the conditions of medium and vacancies provided they have studied and passed in their previous semesters of M.B.A. programme in RTM Nagpur University or any other university with the same subjects as prescribed in this programme. Alternatively, such students will have to take examination in those subjects which they have not studied in earlier semesters in RTM Nagpur University or any other university earlier and their final result in this programme will be declared only after they clear these subject/s in maximum four attempts in four consecutive examinations.

42. REVISION OF COURSES

- As per the UGC guidelines on Adoption of Choice Based Credit System, the college is offering a number of courses as per the following classification:
  a. Core Courses (Compulsory)
  b. Skill/Foundation Courses (Compulsory/Elective)
  c. Core Group Electives
  d. Complimentary Group Electives
  e. Generic Electives
- The above courses as listed in **Appendix-II** have been designed by the college's Boards of Studies and approved by the college's Academic Council and Governing Body.
- Further, existing courses will be modified or the new courses would be introduced as per the requirements of students and other stakeholders from time to time.
- All the courses designed by the college are deemed to have the approval of RTM Nagpur University, State Government and the UGC.

APPENDIX-I

PROGRAMME/COURSE OUTCOMES

MASTER OF BUSINESS ADMINISTRATION

[M.B.A.]

[PROGRAMME CODE: GSN-PG-02-MB]

	MASTER OF BUSINESS ADMINISTRATION [M.B.A.]	
A.	**PROGRAMME OUTCOMES**	
	After completing two years of M.B.A. programme, students are expected to	
PO-1	Application of Theories: Apply contemporary management theories and practices to address real-world business issues.	
PO-2	Data-Driven Decision Making: Employ critical thinking and data analytics tools for evidence-based business decisions.	
PO-3	Leadership & Ethics: Demonstrate leadership, teamwork, and ethical behaviour in global and multicultural business environments.	
PO-4	Functional Integration: Solve business problems using interdisciplinary knowledge of finance, marketing, HR, and operations.	
PO-5	Technology & Business Intelligence: Leverage technology, digital platforms, and research for business intelligence and innovation.	
PO-6	Lifelong Learning: Engage in self-directed learning to stay relevant in the face of evolving business trends and practices.	
PO-7	Entrepreneurship & Innovation: Exhibit creativity and entrepreneurship in developing innovative and sustainable business models.	
PO-8	Global & Inclusive Perspective: Integrate global best practices while upholding inclusivity, diversity, and social responsibility.	
B.	**PROGRAMME-SPECIFIC OUTCOMES**	
	After completing two years of MBA programme, students would	
PSO- 1	Strategic & Data-Driven Solutions: Ability to develop strategic and innovative solutions using data analytics and business intelligence tools.	
PSO- 2	Functional Synergy: Ability to synthesize financial, marketing, human resource, and operations knowledge for holistic business solutions.	
PSO- 3	Sustainable Innovation: Ability to create tech-enabled, socially responsible, and environmentally sustainable business models.	
C.	**PROGRAMME EDUCATIONAL OBJECTIVES:**	
PEO-1	Business Competence & Leadership: To equip students with comprehensive business knowledge, industry readiness, and strategic leadership skills for dynamic global environments.	
PEO-2	Critical Thinking & Research Orientation: To develop analytical, problem-solving, and research competencies for navigating complex and evolving business challenges.	
PEO-3	Ethics, Sustainability & Social Responsibility: To foster ethical behavior, social consciousness, and sustainability-driven decisions in professional settings.	
PEO-4	Innovation, Entrepreneurship & Adaptability: To cultivate entrepreneurial mindsets and adaptability to technological and economic transformations through innovation.	
PEO-5	Lifelong Learning & Inclusiveness: To nurture inclusive growth and a spirit of lifelong learning for personal and professional development.	
D.	**COURSE OUTCOMES**	
	Course	**Outcomes**
1.	Fundamentals of Business Management	To provide students with a foundational understanding of business principles, management functions, and organizational structures, enabling them to grasp the core concepts of planning, organizing, leading, and controlling in a business environment.

2.	Legal Aspects of Business	To equip students with a comprehensive understanding of the legal framework governing business operations in India, enabling them to identify, interpret, and apply relevant laws and regulations such as contract law, company law, consumer protection, intellectual property rights, and employment laws in real-world business scenarios.
3.	Managerial Economics	Students will be equipped to apply managerial economics concepts to analyze consumer behavior, market dynamics, production and cost structures, and the impact of economic policies on business strategies and economic growth.
4.	Quantitative Techniques for Business Management	Students will be able to apply quantitative analysis and mathematical models to solve business problems, enhance decision-making, and optimize business operations across various functional areas.
5.	Entrepreneurship Development	To develop an entrepreneurial mindset among students by equipping them with the knowledge, skills, and motivation required to identify business opportunities, create and manage new ventures, and contribute to economic and social development.
6.	Financial Reporting & Accounting	Students will be able to apply accounting principles to prepare and analyze financial statements, interpret financial ratios, and use analytical techniques to evaluate a company's financial performance and health.
7.	Management Information System	Students will be able to understand and analyze the strategic role of MIS in various business functions, explore ERP, SCM, and CRM systems for integration, and utilize tools like Balanced Scorecards and dashboards to enhance decision-making and performance.
8.	Environmental Sustainability and Governance	Students will be able to understand environmental challenges, promote sustainable practices, evaluate sustainability audits and ESG standards, and explore governance principles enriched with Indian philosophical wisdom.
9.	Project Management	Students can manage the scope, cost, timing, and quality of the project, at all times focused on project success as defined by project stakeholders. Also they can identify project goals, constraints, deliverables, performance criteria, control needs, and resource requirements in consultation with stakeholders
10.	Emotional Intelligence & Neuroscience of Leadership	Students will be able to understand the concepts and components of Emotional Intelligence (EI) and apply its models and neuroscience insights to enhance leadership effectiveness, self-regulation, interpersonal relationships, and team performance.
11.	Marketing Management	To develop strategic marketing skills by understanding consumer behavior, market research, product development, pricing, promotion, and distribution strategies in a competitive environment.
12.	Human Resource Management	Students will be able to understand and apply key human resource management concepts, strategies, and practices to effectively manage talent, drive organizational performance, and contribute to the development of a positive organizational culture.
13.	Cost and Management Accounting	Students will be able to apply cost and management accounting principles to prepare cost sheets, analyze budgets and financial

		statements, and support effective decision-making and financial health assessment.
14.	Operations Management	To familiarize students with the principles of production and operations management, including process design, capacity planning, quality control, and supply chain coordination for efficient resource utilization.
15.	Business Analytics	Students will learn how to collect, organize, clean and analyze data using tools like Excel. Students will be able to use data to solve problems in areas like finance, marketing, and human resources.
16.	International Business Management	To provide students with an in-depth understanding of global business operations by exploring international trade theories, market entry strategies, cross-cultural management, and the impact of economic, legal, and political environments on international business decisions.
17.	Business Research Methods & Application	Students will be able to design and conduct business research, analyze data using appropriate methods, and apply research findings to solve real-world business problems and support strategic decision-making.
18.	Advanced Technologies in Business	Students will learn how new technologies like AI, Big Data, and digital communication, shape businesses, improve data management and impact future job opportunities.
19	Advanced Office Management Tools	Students will learn to create documents, presentations, and spreadsheets easily. They will have useful skills to organize tasks and improve office efficiency.
20	Corporate Image Building	Students will be able to understand and analyze the dynamics of corporate image and reputation, evaluate the impact of culture, ethics, and CSR, and apply strategic communication and branding trends to enhance corporate identity.
21	Advanced Strategic Management	Students will be able to analyze complex business environments, formulate advanced strategies, and effectively implement strategic decisions to gain competitive advantage and drive long-term organizational success.
22.	Summer Internship Project/ Report Writing & Assessment	Students will be able to apply theoretical knowledge to real-world business challenges, demonstrate critical thinking and problem-solving skills, and effectively communicate their findings through structured report writing.
23.	Sales & Distribution Management	Students will be able to develop and implement effective sales strategies, manage distribution channels, and optimize sales performance to enhance organizational growth and customer satisfaction.
24.	Retail Sales and Services Management	Students will be able to design and implement effective retail sales strategies, manage customer service operations, and enhance customer satisfaction to drive business performance in the retail sector.
25.	Digital Marketing	Students will be able to develop and execute digital marketing strategies across various online platforms, leveraging data-driven insights to optimize brand engagement, customer acquisition, and business growth.
26.	Corporate Financial Management	Students will be able to demonstrate various aspects of Corporate Financial Management such as Valuation, Dividend policy, mergers, acquisitions and related issues.

27.	Securities Portfolio & Risk Management	Students will know and be able to do analysis valuation of securities, equity analysis, derivatives and portfolio theory.
28	Advanced Financial Management	Students will be able to develop to ability to take decision and plan execute and control financial strategies towards attainment of organizational financial goals.
29.	Performance Management System	To enable students to understand and implement effective performance management practices that align individual performance with organizational goals, including performance planning, appraisal, feedback, and development strategies.
30.	Compensation and Benefits Management	To equip students with knowledge of compensation strategies and benefit structures, enabling them to design and manage equitable and competitive reward systems that attract, motivate, and retain talent.
31.	Industrial Relations & Labour Laws	To familiarize students with the dynamics of industrial relations and the legal framework governing labor-management relations in India, including key labor laws, dispute resolution mechanisms, and the role of trade unions.
32.	RDBMS & SQL	Students will understand database management systems (DBMS) and how to organize, store, and manage data efficiently. They will learn SQL to create, update, and query databases, gaining practical skills to work with relational models, functions, and data security in real-world applications.
33.	Data Mining & Warehousing	Students will understand data warehousing, data mining, and preprocessing techniques to efficiently manage and analyze large datasets. They will also learn classification, clustering, and association rules to extract valuable insights, helping them apply these concepts in business and technology fields
34.	Data Visualisation Tools for Analytics	Students will be able to create and customize data visualizations using Power BI, making complex data easier to understand. They will learn data transformation, modeling, and advanced DAX functions to build interactive dashboards and share reports effectively for better decision-making
35.	Logistics & Supply Chain Management	To impart knowledge on managing logistics and supply chain processes, focusing on the flow of goods, information, and finances from suppliers to customers for achieving operational excellence.
36.	Operations Research	To introduce students to quantitative decision-making tools and optimization techniques used for solving complex business problems in resource allocation, scheduling, and logistics.
37.	Total Quality Management	To provide students with a comprehensive understanding of quality management principles, tools, and techniques aimed at continuous improvement and customer satisfaction across all organizational processes.
38.	Banking & Insurance Services	Students will be able to understand the structure, functions, and regulatory framework of banking and insurance sectors, and evaluate their role in financial intermediation, risk management, and economic development.
39.	Healthcare Management	Students will be able to explore the organizational, operational, and strategic aspects of healthcare systems, and apply management

		principles to enhance service quality, efficiency, and patient care outcomes.
40.	Service Management, Operations, Strategy & Information Technology	Students will be able to integrate service management concepts with operations strategy and IT solutions to design, deliver, and improve service experiences and organizational performance.
41	Project Work	Students will be able to apply theoretical knowledge to real-world projects, demonstrate problem-solving and critical thinking skills, and effectively communicate their findings and recommendations in a professional context.
42	MOOC – I	Students will be able to independently engage with online learning platforms, effectively navigate and apply digital learning resources, and enhance their knowledge and skills in specific subject areas.
43	MOOC – II	Students will be able to independently engage with online learning platforms, effectively navigate and apply digital learning resources, and enhance their knowledge and skills in specific subject areas.
44	Exit Seminar	Students will be able to critically analyze and present their academic work, integrate knowledge gained throughout the program, and effectively communicate their research findings in a professional seminar setting.
45	Integrated Marketing Communications & Brand Management	Students will be able to design and implement integrated marketing communication strategies, manage brand equity, and create compelling brand narratives to enhance customer engagement and brand loyalty.
46	Financial Technology Management	Students will be able to understand the evolution of Fintech, analyze its applications in investment and digital currencies, evaluate blockchain and cybersecurity practices, and assess regulatory frameworks to manage risks and drive innovation in financial services.
47	Team Dynamics	To help students understand the principles of effective team building and group behavior by exploring team roles, communication patterns, conflict resolution, leadership styles, and collaboration techniques for achieving organizational goals.
48	Statistics Using R	Students will be able to use R programming for data analysis, statistics, and visualization. They will learn to clean, manipulate, and analyze data, create interactive visualizations, and apply R functions for decision-making in real-world scenarios.
49	Sales & Operations Planning	To enable students to understand and apply integrated planning processes that align sales forecasts with production, inventory, and supply chain activities, ensuring optimal resource utilization and demand-supply balance in business operations.
50	Hospitality Management	Students will be able to analyze and apply key management principles in the hospitality sector, focusing on service excellence, operational efficiency, and customer-centric strategies to drive growth and competitiveness in the service industry.

APPENDIX-II

SCHEME OF TEACHING AND EXAMINATION FOR M.B.A.

(UNDER CHOICE BASED CREDIT SYSTEM)

[PROGRAMME CODE: GSN-PG-02-MB]

Semester-I

Sr. No.	Course Code	Subjects	Total Hours	Marks			Credits
				Semester End Exam	Internal Assessment	Total Marks	
CORE COURSES							
1	MBC01	Fundamentals of Business Management	60	70	30	100	4
2	MBC02	Legal Aspects of Business	60	70	30	100	4
3	MBC03	Managerial Economics	60	70	30	100	4
4	MBC04	Quantitative Techniques for Business Management	60	70	30	100	4
5	MBC05	Entrepreneurship Development	60	70	30	100	4
6	MBC06	Financial Reporting and Accounting	60	70	30	100	4
7	MBC07	Management Information System (MIS)	60	70	30	100	4
SKILL FOUNDATION COURSES (ANY ONE)							
8	MBSF01	Environmental Sustainability and Governance	60	70	30	100	4
	MBSF02	Project Management					
	MBSF03	Emotional Intelligence & Neuroscience of Leadership					
	Total		480			800	32

Semester-II

Sr. No.	Course Code	Subjects	Total Hours	Marks			Credits
				Semester End Exam	Internal Assessment	Total Marks	
CORE COURSES							
1	MBC08	Marketing Management	60	70	30	100	4
2	MBC09	Human Resource Management	60	70	30	100	4
3	MBC10	Cost and Management Accounting	60	70	30	100	4
4	MBC11	Operations Management	60	70	30	100	4
5	MBC12	Business Analytics	60	70	30	100	4
6	MBC13	International Business Management	60	70	30	100	4
7	MBC14	Business Research Methods & Application	60	70	30	100	4
GENERIC ELECTIVES (ANY ONE)							
8	MBGE01	Advanced Technologies in Business	60	70	30	100	4
	MBGE02	Advanced Office Management Tools					
	MBGE03	Corporate Image Building					
	Total		480			800	32

Semester-III

<table>
<tr><td rowspan="2">Sr. No.</td><td rowspan="2">Course Code</td><td rowspan="2">Subjects</td><td rowspan="2">Total Hours</td><td colspan="4">Marks</td><td rowspan="2">Credits</td></tr>
<tr><td colspan="2">Semester End Exam</td><td>Internal Assessment</td><td>Total Marks</td></tr>
<tr><td colspan="3">CORE COURSES</td><td></td><td colspan="2"></td><td></td><td></td><td></td></tr>
<tr><td>1</td><td>MBC15</td><td>Advanced Strategic Management</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td rowspan="2">2</td><td rowspan="2">MBP01</td><td rowspan="2">Summer Internship Project/ Report Writing & Assessment</td><td rowspan="2">45-60 days</td><td>Internship</td><td>Project</td><td>Presentation</td><td rowspan="2">100</td><td rowspan="2">4</td></tr>
<tr><td>40</td><td>40</td><td>20</td></tr>
<tr><td colspan="9">SPECIALIZATIONS: (ANY TWO FROM CORE GROUP OR ONE EACH FROM BOTH GROUPS)</td></tr>
<tr><td colspan="9">CORE GROUP SPECIALIZATIONS (ANY ONE OR MAXIMUM TWO)</td></tr>
<tr><td rowspan="9">3/4/5</td><td>MBCEMM01</td><td>MM Paper I: Sales & Distribution Management</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td>MBCEMM02</td><td>MM Paper II: Retail Sales and Services Management</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td>MBCEMM03</td><td>MM Paper III: Digital Marketing</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td>MBCEFM01</td><td>FM Paper I: Corporate Financial Management</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td>MBCEFM02</td><td>FM Paper II: Securities Portfolio & Risk Management</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td>MBCEFM03</td><td>FM Paper III: Advanced Financial Management</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td>MBCEHRM01</td><td>HRM Paper I: Performance Management System</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td>MBCEHRM02</td><td>HRM Paper II: Compensation and Benefits Management</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td>MBCEHRM03</td><td>HRM Paper III: Industrial Relations & Labour Laws</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td colspan="9">COMPLEMENTARY GROUP SPECIALIZATION (ANY ONE)</td></tr>
<tr><td rowspan="3">6/7/8</td><td>MBCMPEBA01</td><td>BA Paper I: RDBMS & SQL</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td>MBCMPEBA02</td><td>BA Paper II: Data Mining & Warehousing</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
<tr><td>MBCMPEBA03</td><td>BA Paper III: Data Visualisation Tools for Analytics</td><td>60</td><td colspan="2">70</td><td>30</td><td>100</td><td>4</td></tr>
</table>

	MBCMPEOM01	OM Paper I: Logistics & Supply Chain Management	60	70	30	100	4
	MBCMPEOM02	OM Paper II: Operations Research	60	70	30	100	4
	MBCMPEOM03	OM Paper III: Total Quality Management	60	70	30	100	4
	MBCMPESSM01	SSM Paper I: Banking & Insurance Services	60	70	30	100	4
	MBCMPESSM02	SSM Paper II: Healthcare Management	60	70	30	100	4
	MBCMPESSM03	SSM Paper III: Service Management, Operations, Strategy & Information Technology	60	70	30	100	4
	Total		480			800	32

Semester-IV

Sr. No.	Course Code	Subjects	Total Hours	Marks			Credits
				Semester End Exam	Internal Assessment	Total Marks	
CORE COURSES							
1	MBP02	Project Work - Based on ANY ONE area from either group of electives	60	Project Report Evaluation	Ext / Int	100	4
				50	30 / 20		
2	MBC16	MOOC - I	---	---	---	100	2
3	MBC17	MOOC - II	---	---	---	100	2
4	MBC18	Exit Seminar	---	---	---	100	4
SPECIALIZATIONS: (ANY TWO FROM CORE GROUP OR ONE EACH FROM BOTH GROUPS)							
CORE GROUP SPECIALIZATIONS (ANY ONE OR MAXIMUM TWO) [AS OPTED IN SEMESTER III]							
5	MBCEMM04	MM Paper IV: Integrated Marketing Communications & Brand Management	60	70	30	100	4
	MBCEFM04	FM Paper IV: Financial Technology Management	60	70	30	100	4
	MBCEHRM04	HRM Paper IV: Team Dynamics	60	70	30	100	4
COMPLEMENTARY GROUP SPECIALIZATION (ANY ONE)							
6	MBCMPEBA04	BA Paper IV: Statistics Using R	60	70	30	100	4
	MBCMPEOM04	OM Paper IV: Sales & Operations Planning	60	70	30	100	4
	MBCMPESSM04	SSM Paper IV: Hospitality Management	60	70	30	100	4
	Total		240			600	20

SUMMARY/CLASSIFICATION OF COURSES

	Sem I	Sem II	Sem III	Sem IV	Total
Core Courses (Compulsory)	7	7	1	0	15
Skill/Foundation Courses (Elective)	1 (out of 3)				01
Generic Courses		1 (out of 3)			01
Discipline Specific Electives			6 (out of 18)	2 (out of 6)	08
Project			01 (SIP)	1(Based on Specialization & 1 Exit Seminar)	02
Electives				3 (2 MOOCs)	03

SUMMARY OF THE TOTAL MARKS

Sr. No.		Instruction Hours	Total Marks			Credits
			Semester End	Internal Assessment	Total	
1	Semester – I	480	640	160	800	32
2	Semester – II	480	640	160	800	32
3	Semester – III	480	640	160	800	32
4	Semester – IV	240	490	110	600	20
Total		1680	2410	590	3000	116

APPENDIX- III

(WORKLOAD)

Odd Semesters (August to December)

MBA Semester – I			MBA Semester – III		
Sr. No.	Subjects	No. of Periods	Sr. No.	Subjects	No. of Periods
1.	Fundamentals of Business Management	4	1.	Advanced Strategic Management	4
2.	Legal Aspects of Business	4	2.	Summer Internship Project/ Report Writing & Assessment	4
3.	Managerial Economics	4	3.	MM Paper I: Sales & Distribution Management	4
4	Quantitative Techniques for Business Management	4		MM Paper II: Retail Sales and Services Management	
5	Entrepreneurship Development	4		MM Paper III: Digital Marketing	
6	Financial Reporting and Accounting	4	4	FM Paper I: Corporate Financial Management	4
7	Management Information System (MIS)	4		FM Paper II: Securities Portfolio & Risk Management	
8	Environmental Sustainability and Governance	4		FM Paper III: Advanced Financial Management	
	Project Management		5	HRM Paper I: Performance Management System	4
	Emotional Intelligence & Neuroscience of Leadership			HRM Paper II: Compensation and Benefits Management	
				HRM Paper III: Industrial Relations & Labour Laws	
			6	BA Paper I: RDBMS & SQL	4
				BA Paper II: Data Mining & Warehousing	
				BA Paper III: Data Visualisation Tools for Analytics	

		7	OM Paper I: Logistics & Supply Chain Management	4
			OM Paper II: Operations Research	
			OM Paper III: Total Quality Management	
		8	SSM Paper I: Banking & Insurance Services	4
			SSM Paper II: Healthcare Management	
			SSM Paper III: Service Management, Operations, Strategy & Information Technology	
Total Periods	32		Total Periods	32

Even Semesters (January to May)

MBA Semester – II			MBA Semester – IV		
S. No.	Subjects	No. of Periods	S.No.	Subjects	No. of Periods
1.	Marketing Management	4	1.	Project Work - Based on ANY ONE area from either group of electives	4
2.	Human Resource Management	4	2.	**MOOC – I**	2
3.	Cost and Management Accounting	4	3.	**MOOC – II**	2
4	Operations Management	4	4.	**Exit Seminar**	
5	Business Analytics	4	5.	MM Paper IV: Integrated Marketing Communications & Brand Management	4
6	International Business Management	4		FM Paper IV: Financial Technology Management	
7	Business Research Methods & Application	4		HRM Paper IV: Team Dynamics	
8	Advanced Technologies in Business	4	6.	BA Paper IV: Statistics Using R	4
	Advanced Office Tools			OM Paper IV: Sales & Operations Planning	
	Corporate Image Building			SSM Paper IV: Hospitality Management	
Total Periods		32			20

APPENDIX-IV

Format for Exit Seminar Semester-IV

Name of Student:	
Roll No.: **Enrolment No.:**	
Parameter [Excellent (5 marks), Good (3-4 marks), Average (1-2 marks) or Poor (0 marks)]	**Scores**
• Learnings from core courses across semesters	
• Learnings from skills foundation elective course	
• Learnings from generic elective course	
• Learnings from discipline specific elective 1 courses	
• Learnings from discipline specific elective 2 courses	
• Learnings from SIP	
• Learnings from Project	
• Assessment of Student Portfolio (Progress Report, Certifications & Other Activities)	
• Learnings from value added course/s	
• Learnings from MOOCs	
• Learnings from Activity Based Learnings	
• Learnings from Case Studies	
• Attainment of PO1 (Application of Theories: Apply contemporary management theories and practices to address real-world business issues.)	
• Attainment of PO2 (Data-Driven Decision Making: Employ critical thinking and data analytics tools for evidence-based business decisions.)	
• Attainment of PO3 (Leadership & Ethics: Demonstrate leadership, teamwork, and ethical behavior in global and multicultural business environments.)	
• Attainment of PO4 (Functional Integration: Solve business problems using interdisciplinary knowledge of finance, marketing, HR, and operations.)	
• Attainment of PO5 (Technology & Business Intelligence: Leverage technology, digital platforms, and research for business intelligence and innovation.)	
• Attainment of PO6 (Lifelong Learning: Engage in self-directed learning to stay relevant in the face of evolving business trends and practices.)	
• Attainment of PO7 (Entrepreneurship & Innovation: Exhibit creativity and entrepreneurship in developing innovative and sustainable business models.)	
• Attainment of PO8 (Global & Inclusive Perspective: Integrate global best practices while upholding inclusivity, diversity, and social responsibility.)	
Name of Examiner:	**Signature of Examiner and Date:**

APPENDIX-V

PATTERN OF QUESTION PAPER (THEORY/NUMERICAL)

Sr No.	Level of Question	Course Outcome Indicators/ BT Level	Marks Calculations = No of question x Marks of each Question	Total
1	**Easy**	COI-1 COI-2	04 questions of 02 marks each from each Unit 04 questions of **03** marks each from each Unit	20 marks
2	**Moderate**	COI-3 COI-4	05 questions x 7 marks each (Attempt any **05** out of 08 questions)	35 marks
3	**High**	COI-5 COI-6	01 question x 15 marks (Attempt **01** Question- Based on Case Study/Numerical/Design Based out of 2 questions)	15 Marks

Q.	S.Q.	Question	Marks	BT Level	CO	Total Marks
1		**Answer the following questions (All questions are compulsory)**		**L1 & L2**	**From CO1 to CO4**	**20**
	a	Unit I	02			
	b	Unit II	02			
	c	Unit III	02			
	d	Unit IV	02			
	e	Unit I	03			
	f	Unit II	03			
	g	Unit III	03			
	h	Unit IV	03			
2		**Answer the following questions (Attempt any 05)**		**L3 & L4**	**From CO1 to CO4**	**35**
	a	Unit I	07			
	b	Unit I	07			
	c	Unit II	07			
	d	Unit II	07			
	e	Unit III	07			
	f	Unit III	07			
	g	Unit IV	07			
	h	Unit IV	07			
3		**Attempt any one Comprehensive Case Study / Numerical/ Design based question.**		**L5 or L6**	**From CO1 to CO4**	**15**
	a		**15 marks**			
OR						
	b		**15 Marks**			
N.B. Question Pattern is subject to change as per the exigencies of the syllabus/Units. Changes, if any, will be notified at the beginning of the session or well in advance before the examination.						

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