

# **Shri Rawatpura Sarkar University, Raipur**



## **Examination Scheme**

**For**

**BBA –MBA INTEGRATED**

**SEMESTER - VII**

(Effective from the session: 2022-23)



## Faculty of Management

Shri Rawatpura Sarkar University, Raipur

**BBA – MBA INTEGRATED Semester VII**

(Effective from the session: 2022-23)

### **Program Outcomes OF BBA-MBA**

1. An Understanding of Business Functions
2. Providing Global Perspectives
3. Developing Critical and Analytical Thinking Abilities
4. Interpersonal Skill Development
5. Creating Social Sensitivity and Understanding CSR,
6. Ethical and Sustainable Business Practices Demonstrate sensitivity to social,
7. ethical and sustainability issues Developing Entrepreneurship Acumen
8. **Management Knowledge:** Acquire knowledge and skills in management and ability to apply its principles and practices to arrive at optimal solution for any corporate problems.
9. **Problem analysis:** Demonstrate critical thinking skills in understanding managerial issues and problems by collecting and analyzing data.
10. **Development of solutions:** Design solutions for management problems by applying the contemporary methods in management sciences to enhance organizational efficiency and to find innovative business solutions.
11. **Behavioral skills:** Improve the verbal and non-verbal communication skills and acquire leadership skill and team work capabilities through participation. Demonstrate hands-on experience in administration and research.
12. **Ethics:** Apply ethical principles and understand the impact of the professional management solutions in societal and environmental contexts



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### **PROGRAM SPECIFIC OUTCOMES PSO OF BBA - MBA**

1. : Understand of the corporate world
2. : Analyze the theoretical knowledge with the practical aspects of Organizational setting and techniques or management.
3. : Determine conceptual and analytical abilities required for effective decision making.
4. : Understand the dynamic and complex working environment of Business.
5. : Understand the problems faced by the business sector in the Current scenario.
6. : Analyze the ups and downs of the stock market.
7. Generic and Domain Knowledge - Ability to articulate, illustrate, analyze, synthesize and apply the knowledge of principles and frameworks of management and allied domains to the solutions of real-world complex business issues
8. Problem Solving & Innovation - Ability to Identify, formulate and provide innovative solution frameworks to real world complex business and social problems by systematically applying modern quantitative and qualitative problem solving tools and techniques.
9. Critical Thinking - Ability to conduct investigation of multidimensional business problems using research based knowledge and research methods to arrive at data driven decisions
10. Effective Communication - Ability to effectively communicate in cross-cultural settings, in technology mediated environments, especially in the business context and with society at large
11. Leadership and Team Work - Ability to collaborate in an organizational context and across organizational boundaries and lead themselves and others in the achievement of organizational goals and optimize outcomes for all stakeholders.



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S. N	Course Code	Th/Pr	Subject	Type of Course	Teaching hours per week			T C	Examination Scheme				Total Marks
					L	T	P		Theory		Practical		
									E X	I N	E X	I N	
1	MIM701	Th	OPTIMIZATION METHOD	Core	3	1		4	70	30			100
2	MIM702	Th	ORGANIZATIONAL DEVELOPMENT	Core	3	1		4	70	30			100
3	MIM703	Pr	SUMMER TRAINING & VIVA	Core			8	8			50	150	200
4	Codes are given in the list of electives	Th	Elective I (Paper – 1 - A)	Core	3	1		4	70	30			100
5	Codes are given in the list of electives	Th	Elective-I (Paper – 2 - B)	Core	3	1		4	70	30			100
<b>Total Contact hr per week: 24</b>				<b>Total Credit: 24</b>				<b>Grand Total Marks:</b>				<b>600</b>	



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**ELECTIVE SPECIALIZATION: -**

<b>S.no</b>	<b>Specialization Name</b>	<b>Subject Name</b>	<b>Code</b>
1	MARKETING AND SALES	SALES AND DISTRIBUTION MANAGEMENT	MIM704-A
		INTERNATIONAL MARKETING	MIM 704-B
2	HUMAN RESOURCE MANAGEMENT	MANAGEMENT OF INDUSTRIAL RELATIONS	MIM 705-A
		HRM: TRAINING & DEVELOPMENT	MIM 705-B
3	FINANCE MANAGEMENT	INTERNATIONAL FINANCE MANAGEMENT	MIM 706-A
		INCOME TAX MANAGEMENT	MIM 706-B
4	PRODUCTION MANAGEMENT	PRODUCTION PLANNING AND CONTROL	MIM 707-A
		PURCHASING AND MATERIALS MANAGEMENT	MIM 707-B



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<b>Course Title</b>	<b>OPTIMIZATION METHODS</b>				
<b>Course Code</b>	<b>MIM 701</b>				
<b>Course Credits</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>TC</b>	
	<b>3</b>	<b>1</b>		<b>4</b>	
<b>Prerequisites</b>	Projects & Basic of optimization methods				
<b>Course Objectives</b>	<ul style="list-style-type: none"> <li>• To understand the optimization methods and its application.</li> <li>• To clear the assignment problems and bring out with proper solution.</li> </ul>				
<b>Course Contents</b>	<p><b>UNIT -I</b>            Optimization Methods: Meaning and Scope; Various Stages in Optimization Projects. Linear Programming Problem: Meaning of Linear programming- General Mathematical Formulation of LPP. Feasible and Optimal Solutions: Graphical Analysis- Simplex Method- Duality and Sensitivity Analysis. Advantages and Limitations of LPP.</p> <p><b>UNIT- II</b>            Transportation Model: Mathematical Formulation- Initial Basic Feasible Solution: North West Corner Method- Least Cost Method and Vogel’s Approximation Method; Optimization (Minimization and Maximization) using Modified Distribution Method.</p> <p><b>UNIT- III</b>            Assignment Problem: Assignment Model as a Particular Case of Transportation Model- Formulation of Assignment Problems- Solution of Assignment Problems using Hungarian Method- Travelling Salesman Problem.</p> <p><b>UNIT -IV</b>            Waiting Line Models: Basic Queuing Process- Basic Structure of Queuing Models- Scope in Management Decisions and Solution to M/M/1: FCFS Model. Sequencing Model: Processing n Jobs through Two Machines- Processing n Jobs through Three Machines.</p> <p><b>UNIT- V</b>            Network Analysis: Shortest Route Problem- Network &amp; Time Estimation- Project Planning &amp; Control Using Critical Path Method (CPM) and Program me Evaluation &amp; Review Technique (PERT). Project Scheduling – Cost Slope- Crashing the Network- Estimation of Optimum Project Cost.</p>				



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<b>Course Outcomes</b>	<ul style="list-style-type: none"><li>• This subject will come up with proper knowledge regarding optimization methods.</li><li>• Recall the theoretical foundations of various issues related to linear programming modeling to formulate real-world problems as a L P model</li><li>• Explain the theoretical workings of the graphical, simplex and analytical methods for making effective decision on variables so as to optimize the objective function.</li><li>• Identify appropriate optimization method to solve complex problems involved in various industries.</li><li>• Demonstrate the optimized material distribution schedule using transportation model to minimize total distribution cost.</li></ul>
<b>Text Books</b>	<ol style="list-style-type: none"><li>1. A.M. Natrajan- “Operation Research”- Pearson Education</li><li>2. N. D. Vohra. “Quantitative Techniques”- New Delhi: Tata McGraw Hill Publication.</li></ol>
<b>Reference Books</b>	<ol style="list-style-type: none"><li>1. P. K. Gupta and D. S. Hira- “Operations Research”- New Delhi: Sultan Chand Publications-</li><li>2. F.S. Hiller &amp; Hiller- “Introduction to Management Science” Tata Mcgraw Hill HamdyTaha- “Operations Research” 8th Ed. Pearson 2007.</li></ol>



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<b>Course Title</b>	<b>ORGANIZATIONAL DEVELOPMENT</b>				
<b>Course Code</b>	<b>MIM 702</b>				
<b>Course Credits</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>TC</b>	
	<b>3</b>	<b>1</b>		<b>4</b>	
<b>Prerequisites</b>	Overview of organizational structure- team building.				
<b>Course Objectives</b>	<ul style="list-style-type: none"> <li>• To understand organizational development</li> <li>• To understand the strategies in organization.</li> </ul>				
<b>Course Contents</b>	<p><b>UNIT-I</b> An overview of Organizational structure- Behavioral implication of organizational structure- factors influencing organizational structure. Organizational Effectiveness: Approaches- need and significance.</p> <p><b>UNIT-II</b> Organizational development: Definition- Assumptions- goals- process-objectives; Team Building- Planning &amp; Goal setting- OD interventions. Organizational change: Basic Concept and definition; Nature of Organizational Change</p> <p><b>UNIT-III</b> Organizational conflicts: Causes- nature- measures to resolve organizational conflicts; Inter Group behavior and collaboration- Managerial Grid; Sensitivity training; Transactional analysis; Inter-group and team building interventions.</p> <p><b>UNIT-IV</b> Organizational Culture and Climate: Organizational learning- power and politics in the organization- Cross culture dynamics.</p> <p><b>UNIT-V</b> The process of Empowerment- Management of gender Issues- Creativity in organization.</p>				
<b>Course Outcomes</b>	<ul style="list-style-type: none"> <li>• After completion of these courses the students will come up with better methods in developing any organization.</li> <li>• After completion of these courses the students will come up with better methods in developing any organization.</li> </ul>				





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	<ul style="list-style-type: none"><li>• Understand what is meant by management and managerial effectiveness Identify the roles which are fulfilled while working as a manager</li><li>• Identify managerial activities that contribute to managerial effectiveness</li><li>• Identify a cause of stress in managerial life from a range covering mismatches</li><li>• between capabilities and role, player-manager tension and everyday stressors understand time pressures and the need for time management.</li></ul>
<b>Text Books</b>	<ol style="list-style-type: none"><li>1. French and Bell- Organisational Development- Pearson Education</li><li>2. D.R. Brown- An Experimental Approach to Organization Behavior- Pearson Education</li><li>3. Carol P Harvey and M.June Allard- Understanding and managing diversity- PHI India</li></ol>
<b>Reference Books</b>	<ol style="list-style-type: none"><li>1. F. Luthans -Organisational Behaviour TMH- New Delhi</li><li>2. S.P. Robbins- “OrganisationalBehaviour”- Pearson Education</li><li>3. Prasad- Organisational Development for Excellence- McMillan- India.</li><li>4. Madhukar Shukla- Understanding Organization : Organization</li></ol>



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### SPECIALIZATION –MARKETING MANAGEMENT-1

<b>Course Title</b>	<b>SALES AND DISTRIBUTION MANAGEMENT</b>				
<b>Course Code</b>	<b>MIM 704-A</b>				
<b>Course Credits</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>TC</b>	
	<b>3</b>	<b>1</b>		<b>4</b>	
<b>Prerequisites</b>	Introduction to Marketing- sales and marketing intermediaries.				
<b>Course Objectives</b>	<ul style="list-style-type: none"><li>The purpose of this paper is to acquaint the student with the concepts which are helpful in developing a sound sales and distribution policy and in organizing and managing sales force and marketing channels</li></ul>				
<b>Course Contents</b>	<p><b>UNIT – I</b> Nature and Scope of Scales Management; Setting and Formulation Personal Selling Objective; Recruiting and Sales Personnel.</p> <p><b>UNIT – II</b> Developing and Conducting Sales Training Programmers; Designing and Administering Compensation Plans; Motivating Sales Personnel.</p> <p><b>UNIT – III</b> Sales Meetings and Sales Contests: Designing Territories and Allocating Sales Efforts; Objectives and Quotas for sales Personnel; Developing and Managing Sales Evolution Programme; Sales Cost Analysis.</p> <p><b>UNIT – IV</b> An Overview of Marketing Channels- their Structure- Functions and Relationship; Channel Intermediaries – Wholesaling and Retailing; Logistics of Distribution; Channel Planning- Organisational Patterns in Marketing Channels; Managing Marketing Channels.</p> <p><b>UNIT – V</b> Information System and Channel Management; Assessing Performance of Marketing Channel; International Marketing Channels.</p>				
<b>Course Outcomes</b>	<ul style="list-style-type: none"><li>After completion of these courses the students will come up with good marketing skill and also come with the sales management</li><li>Recognize and demonstrate the significant responsibilities of sales person as key individual</li></ul>				



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	<ul style="list-style-type: none"><li>• Understand the basic concepts and techniques of selling and their applications to managerial decision makings in the field</li><li>• Describe and formulate strategies to effectively manage company's sales operations</li><li>• Evaluate the role of Sales manager and his/ her responsibilities in recruiting, motivating, managing and leading sales team</li><li>•</li></ul>
<b>Text Books</b>	<ol style="list-style-type: none"><li>1. Anderson- R. Professional Sales Management! Englewood Cliffs- New Jersey- Prentice Hall Inc.- 1992</li><li>2. Anderson- R. Professional Personnel Selling. Englewood Cliffs- New Jersey- Prentice Hall Inc.- 1992</li><li>3. Buskirk- R H and Stanton- W J Management of Sales Force. Homewood Illinois- Richard D. Irwin- 1983</li></ol>
<b>Reference Books</b>	<ol style="list-style-type: none"><li>1. Dairymple-D J Sales Management; Concepts and Cases- New York- John Wiley- 1989</li><li>2. Johnson- EM etc. Sales Management: Concepts- Practices and Cases- New York- McGraw Hill- 1986</li><li>3. Stanton- William J etc Management of a Sales Force- Chicago- Irwin- 1995</li></ol>



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<b>Course Title</b>	<b>INTERNATIONAL MARKETING</b>				
<b>Course Code</b>	<b>MIM 704-B</b>				
<b>Course Credits</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>TC</b>	
	<b>3</b>	<b>1</b>		<b>4</b>	
<b>Prerequisites</b>	The basic knowledge about Marketing and international management.				
<b>Course Objectives</b>	<ul style="list-style-type: none"> <li>The basic objective of this course is to acquaint the students with environmental- procedural- institutional and decisional aspects of international marketing.</li> </ul>				
<b>Course Contents</b>	<p><b>UNIT-I</b> international Marketing– Definition- Concept and Setting; Distinctions between International Trade- Marketing and Business; Economic Environment of International Marketing; International Institutions – World Bank- IMF- UNCTAD- WTO- Customs Union- Common Markets- Free Trade Zones- Economic Communities.</p> <p><b>UNIT-II</b> Constraints on International Marketing–Fiscal and Non-fiscal Barriers- Non-tariff Barriers; Trading Partners – Bilateral Trade Agreements- Commodity Agreements and GSP.</p> <p><b>UNIT-III</b> India and World Trade- Import and Export Policy- Direction and Quantum of India’s Exports; Institutional Infrastructure for Export Promotion;“ Export Promotion Councils- Public Sector Trading Agencies- ECGC- Commodity Boards etc.</p> <p><b>UNIT-IV</b> Procedure and Documents–Registration of Exporters- Export Quotations- Production and Clearance of Goods for Exports- Shipping and Transportation- Insurance- Negotiation of Documents; Instruments of Payments – Open Account- Bills of Exchange; Letter Of Credit – Export Finance.</p> <p><b>UNIT-V</b> International Marketing Mix–Identification of Markets- Product Policy- International Product Life Cycle Promotion Strategy- Pricing Strategy and Distribution Strategy; Various Forms of International Business; Marketing of Joint Ventures and Turnkey Projects.</p>				



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<b>Course Outcomes</b>	<ul style="list-style-type: none"><li>• The course will come up with enhancing student international marketing skills.</li><li>• Develop an understanding of and an appreciation for basic international marketing concepts, theories, principles, and terminology.</li><li>• Be able to demonstrate an awareness and knowledge of the impact of environmental factors on international marketing activities.</li><li>• Be capable of identifying international customers through conducting marketing research and developing cross-border segmentation and positioning strategies.</li><li>• Be capable of developing a global marketing strategy by applying the basic concepts of product, pricing, promotion, and channels of distribution in international settings.</li></ul>
<b>Text Books</b>	<ol style="list-style-type: none"><li>1. Anderson- R. Professional Sales Management! Englewood Cliffs- New Jersey- Prentice Hall Inc.- 1992</li><li>2. Anderson- R. Professional Personnel Selling. Englewood Cliffs- New Jersey- Prentice Hall Inc.- 1992</li></ol>
<b>Reference Books</b>	<ol style="list-style-type: none"><li>1. Buskirk- R H and Stanton- W J Management of Sales Force. Homewood Illinois- Richard D. Irwin- 1983</li><li>2. Dairymple-D J Sales Management; Concepts and Cases- New York- John Wiley- 1989</li><li>3. Johnson- EM etc. Sales Management: Concepts- Practices and Cases- New York- McGraw Hill- 1986</li></ol>



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**SPECIALIZATION – HUMAN RESOURCE MANAGEMENT -2**

<b>Course Title</b>	<b>MANAGEMENT OF INDUSTRIAL RELATIONS</b>				
<b>Course Code</b>	<b>MIM 705-A</b>				
<b>Course Credits</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>TC</b>	
	<b>3</b>	<b>1</b>		<b>4</b>	
<b>Prerequisites</b>	Knowledge about the HRM and recruitments- job etc				
<b>Course Objectives</b>	<ul style="list-style-type: none"> <li>Organizational efficiency and performance are intricately interlinked with industrial relations. This course is an attempt to appreciate the conceptual and practical aspects of industrial relations at the macro and micro levels.</li> </ul>				
<b>Course Contents</b>	<p><b>UNIT – I</b> Industrial Relations Perspectives; Industrial Relations and the Emerging Socio-economic Scenario. Industrial Relations Management-Concept- Evaluation - Background of industrial Relations in India- Influencing factors of IR in enterprise and the consequences.</p> <p><b>UNIT – II</b> Legal Framework of Industrial Relations; Role and Future of Trade Unions; Trade Union and the Employee- Quality of Work Life- Worker’s Participation in Management- Collective bargaining concepts &amp; Characteristics</p> <p><b>UNIT – III</b> Wage and Salary Administration-Nature &amp; Significance- Minimum wage- Fair wage- Real wage- Incentives &amp; fringe benefits. Issues and Constraints in Wage Determination in India. Discipline and Grievance Management; Negotiation and Collective Settlements.</p> <p><b>UNIT – IV</b> Participative management and Co-ownership; Productive Bargaining and Gain Sharing- Employment Structure -Social Partnership-Wider approaches to industrial relations- Labour Market.</p> <p><b>UNIT – V</b> Employee empowerment and Quality Management- Meaning- nature and scope of industrial disputes - Cases and Consequences of Industrial Disputes - Prevention and Settlement of industrial disputes in India.</p>				



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<b>Course Outcomes</b>	<ul style="list-style-type: none"><li>• The course will bring up the HRM knowledge &amp; industrial Relation with the management</li><li>• Upon completion of the course, the student would: Be aware of the present state of Industrial relations in India</li><li>• Be acquainted with the concepts, principles and issues connected with trade unions,</li><li>• collective bargaining, workers participation, grievance redressal, and employee discipline and dispute resolution.</li><li>• Understand the various processes and procedures of handling Employee Relation</li></ul>
<b>Text Books</b>	<ol style="list-style-type: none"><li>1. Kochan- T.A. &amp; Katz Henry- „Collective Bargaining and Industrial Relations“- 2nded. Homewood-Illinois- Richard D Irish- 1988</li><li>2. Mamkoottam- K- „Trade Unionism- Myth and Reality“- New Delhi- Oxford University Press- 1982</li></ol>
<b>Reference Books</b>	<ol style="list-style-type: none"><li>1. Niland J R etc. „The Future of Industrial Relations“- New Delhi- Sage- 1994.4</li><li>2. Papola- T S &amp; Rodgers- G. „Labour Institutions and Economic Development in India“- Geneva- ILO-1992</li><li>3. Ramaswamy- E A- „The Rayon Spinners The Strategic Management of Industrial Relations“- New</li></ol>





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<b>Course Title</b>	<b>TRAINING &amp; DEVELOPMENT</b>				
<b>Course Code</b>	<b>MIM 705-B</b>				
<b>Course Credits</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>TC</b>	
	<b>3</b>	<b>1</b>		<b>4</b>	
<b>Prerequisites</b>	The basic knowledge about the HRM				
<b>Course Objectives</b>	<ul style="list-style-type: none"> <li>The purpose of this paper is to provide an in-depth understanding of the role of Training in the HRD- and to enable the course participants to manage the Training systems and processes.</li> </ul>				
<b>Course Contents</b>	<p><b>UNIT – I</b> Training Process– an overview; Role- Responsibilities and Challenges to Training Managers.</p> <p><b>UNIT – II</b> Organization and Management of Training Function; Training Needs Assessment and Action Research</p> <p><b>UNIT – III</b> Instructional Objectives and Lesson Planning; Learning Process; Training Climate and Pedagogy.</p> <p><b>UNIT – IV</b> Developing Training Modules; Training Methods and Techniques; Facilities Planning and Training Aids; Training Communication.</p> <p><b>UNIT-V</b> Training Evaluation; Training and Development in India.</p>				
<b>Course Outcomes</b>	<ul style="list-style-type: none"> <li>The course will bring up the HRM knowledge &amp; Training and Development with the management</li> </ul>				
<b>Text Books</b>	<ol style="list-style-type: none"> <li>Beunet- Roger ed.- „Improving Training Effectiveness- Aldershot- Gower- 1988</li> <li>Buckley R &amp; Caple. Jim. „The Theory &amp; Practice of Training- .London- Kogan &amp; Page- 1995</li> </ol>				
<b>Reference Books</b>	1. Training and Development: Enhancing Communication and Leadership Skills, <i>by Steven A. Beebe, Timothy P. Mottet and K. David Roach, 2012</i>				



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<b>Course Title</b>	<b>INTERNATIONAL FINANCE MANAGEMENT</b>				
<b>Course Code</b>	<b>MIM 706-A</b>				
<b>Course Credits</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>TC</b>	
	<b>3</b>	<b>1</b>		<b>4</b>	
<b>Prerequisites</b>	The basic knowledge about the financial management				
<b>Course Objectives</b>	<ul style="list-style-type: none"> <li>To introduce the environment of international finance and its implications on international business.</li> <li>To analyze the nature and functioning of foreign exchange markets- determination of exchange rates and interest rates and their forecasting.</li> </ul>				
<b>Course Contents</b>	<p><b>UNIT – I</b></p> <p><b>International financial Environment-</b></p> <p>The Importance- rewards &amp; risk of international finance- Goals of MNC- International Business methods. Balance of Payments (Bop)- Fundamentals of Bop- Accounting components of BOP- Equilibrium &amp; Disequilibrium- International Monetary System: Evolution- Gold Standard- Bretton Woods system- the flexible exchange rate regime.</p> <p><b>UNIT – II</b></p> <p><b>Foreign Exchange Market:</b></p> <p>Function and Structure of the Forex markets- Foreign exchange market participants- Types of transactions and Settlements Dates- Exchange rate quotations- Determination of Exchange rates in Spot markets. Exchange rates determinations in Forward markets.</p> <p><b>UNIT – III</b></p> <p><b>Foreign exchange risk Management:</b></p> <p>Hedging against foreign exchange exposure – Forward Market- Futures Market- Options Market- Currency Swaps-Interest Rate Swap- problems on both two way and three way swaps.(Theory &amp; Problems).</p> <p><b>UNIT – IV</b></p>				



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	<p><b>International Financial Markets and Instruments:</b></p> <p>Foreign Portfolio Investment. International Bond &amp; Equity market. GDR- ADR- International Financial Instruments: Foreign Bonds &amp; Eurobonds- Global Bonds. Floating rate Notes- Zero coupon Bonds- International Money Markets- International Banking services –Correspondent Bank- Representative offices</p> <p><b>UNIT – V</b></p> <p><b>International Parity Relationships &amp; Forecasting Foreign Exchange rate:</b></p> <p>Measuring exchange rate movements-Exchange rate equilibrium –Factors effecting foreign exchange rate- Forecasting foreign exchange rates. Interest Rate Parity- Purchasing Power Parity &amp;International Fisher effects- Arbitrage- Types of Arbitrage</p>
<b>Course Outcomes</b>	<ul style="list-style-type: none"><li>• The student will have an understanding of the International Financial Environment.</li><li>• The student will learn about the foreign exchange market- participants and transactions.</li><li>• The student will be able to use derivatives in foreign exchange risk management.</li><li>• The student will be able to evaluate the Firm’s Exposure to risk in International environment and various theories associated with it.</li><li>• : To explain the various ways the exchange rate evolved over the years in the International markets.</li></ul>
<b>Text Books</b>	<ol style="list-style-type: none"><li>1. International Corporate Finance - Jeff Madura- Cengage Learning- 10/e 2012.</li><li>2. International Finance Management – Eun &amp; Resnick- 4/e- Tata McGraw Hill.</li></ol>
<b>Reference Books</b>	<ol style="list-style-type: none"><li>1. International Financial Management – Apte P. G- 6/e- TMH- 2011.</li><li>2. International Financial Management – MadhuVij- Excel Books- 2010.</li></ol>



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<b>Course Title</b>	<b>INCOME TAX MANAGEMENT</b>				
<b>Course Code</b>	<b>MIM 706-B</b>				
<b>Course Credits</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>TC</b>	
	<b>3</b>	<b>1</b>		<b>4</b>	
<b>Prerequisites</b>	The basic knowledge about income tax				
<b>Course Objectives</b>	<ul style="list-style-type: none"><li>This course provides an introduction to- and overview of- fundamental concepts of income tax law. Topics include Introduction to Taxation- including income tax- capital gains tax- fringe benefits tax- and goods and services tax</li></ul>				
<b>Course Contents</b>	<p><b>UNIT – I</b> Basic concepts of Taxation – Sources of Income Tax Law – Definition of Assessment - Assessed – Person – Income – Assessment and Previous years – Capital and Revenue – Residential Status – Tax free incomes.</p> <p><b>UNIT – II</b> Computation of Income under various Heads – Salaries- Income from House Property- Profits &amp; Gains of Business or Profession</p> <p><b>UNIT – III</b> Computation of Capital Gains – Income from Other Sources. Deductions to be made in computing total income.</p> <p><b>UNIT – IV</b> Clubbing of Incomes – Set-Off and Carry-forward of Losses - Assessments of Individuals.</p> <p><b>UNIT – V</b> Assessments of HUF – Assessments of Firms- Companies and Assessment of Trusts. Tax on income by Mutual Fund.</p>				
<b>Course Outcomes</b>	At the end of the course- the students are able to: <ul style="list-style-type: none"><li>Understand the basics of taxation and process of computing residential status.</li><li>Calculate taxable income under different heads.</li><li>Understand deductions and calculation of tax liability of Individuals.</li><li>Know the corporate tax system.</li><li>Compute gross total income of an Individual assessed after taking into account deduction u/s 80.</li></ul>				



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	<ul style="list-style-type: none"><li>• Illustrate the mechanism of carry forward and set off of an Individual assessed who is involved in Business and Profession</li></ul>
<b>Text Books</b>	<ul style="list-style-type: none"><li>• Direct Taxes Law and practice- Vinod Singhania and Kapil Singhania- Taxman Publications.</li><li>• Students Guide to Income Tax Vinod Singhania and Kapil Singhania- – Taxman Publications.</li></ul>
<b>Reference Books</b>	<ul style="list-style-type: none"><li>• TN Manoharan- Students Guide to Income Tax – Snow White</li><li>• Direct Tax – Lal &amp;Vashisht – Pearson.</li></ul>



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**SPECIALIZATION – PRODUCTION MANAGEMENT-4**

<b>Course Title</b>	<b>PRODUCTION PLANNING AND CONTROL</b>				
<b>Course Code</b>	<b>MIM 707 - A</b>				
<b>Course Credits</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>TC</b>	
	<b>3</b>	<b>1</b>		<b>4</b>	
<b>Prerequisites</b>	The basic knowledge about the production and operation management				
<b>Course Objectives</b>	<ul style="list-style-type: none"><li>To develop a broad conceptual framework based on the research which has done in the recent past and to bridge the gap between the theoretical solutions on one hand and the real world problems on the other in production planning and control.</li></ul>				
<b>Course Contents</b>	<p><b>UNIT-I</b> Production Planning and control Function: Production Planning and control Function; Material Requirement Planning</p> <p><b>UNIT-II</b> Production Inventory system: Production-Inventory system; Forecasting for Inventory and Production Control;</p> <p><b>UNIT-III</b> Aggregate Planning: Aggregate Planning; Job Shop Planning; Scheduling and Control; Just-in-Time Production;</p> <p><b>UNIT-IV</b> Line Balancing: Line Balancing; Planning for High Volume Standardized Products.</p> <p><b>UNIT-V</b> Procedures and Documentation in Production Planning and Control: Procedures and Documentation in Production Planning and Control;.</p>				
<b>Course Outcomes</b>	<ul style="list-style-type: none"><li>The course will come up with enhancing student production management skills. and production planning and control.</li><li>The course will come up with enhancing student production management skills. and production planning and ERP knowledge</li><li>Recognize the objectives, functions, applications of PPC and forecasting techniques</li><li>Explain different Inventory control techniques.Solve routing and</li></ul>				



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	<p>scheduling problems</p> <ul style="list-style-type: none"><li>• Summarize various aggregate production planning techniques.</li><li>• Describe way of integrating different departments to execute PPC</li></ul>
<b>Text Books</b>	<ol style="list-style-type: none"><li>1. Burbidge- John L. Principles of Production Control. London- Donald and Evans- 1981.</li><li>2. Caubang- Ted C. Readings- on Production Planning and Control- Geneva- ILO.</li></ol>
<b>Reference Books</b>	<ol style="list-style-type: none"><li>1. Greene- James H. Production and Inventory Control Handbook- New York- McGraw Hill- 1987.</li><li>2. Mc Leavey- Dennis W and Narasimhan- S.L. Production and Inventory Control. Boston - Allyn and Bacon- 1985.</li></ol>



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<b>Course Title</b>	<b>PURCHASING AND MATERIALS MANAGEMENT</b>				
<b>Course Code</b>	<b>MIM 707 - B</b>				
<b>Course Credits</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>TC</b>	
	<b>3</b>	<b>1</b>		<b>4</b>	
<b>Prerequisites</b>	The basic knowledge about the purchasing and material management				
<b>Course Objectives</b>	<ul style="list-style-type: none"> <li>The key objective of this course is to acquaint the students with Decision-making for effective and efficient purchase- storage and flow of materials in manufacturing and service organization; cost-reduction techniques in Pre-Purchase- Purchase and Port Purchase systems; Modern material planning and delivery systems like MRP and JIT and Material handling and logistics systems</li> </ul>				
<b>Course Contents</b>	<p><b>UNIT-I</b> Role of Purchasing and Materials Management-Objectives- Organization and Inter-relationships- Determination and Description of Material Quantity.</p> <p><b>UNIT-II</b> Material Planning in Push and Pull system- MRP and JIT; Determination and Description of Material Quality-Receiving and Incoming Quality Inspection-Acceptance Sampling Plans- Vendor Process Capability;</p> <p><b>UNIT-III</b> Cost Reduction Techniques-Standardization- Simplification &amp; Variety Reduction Value Analysis and Engineering- Make or Buy Decision- Purchasing Research- Source of Supply- Price Determination and Negotiation- Vendor Rating- Selection and Development.</p> <p><b>UNIT-IV</b> Legal Aspects of Purchasing- Public Purchasing and Tendering- International Purchasing Procedures and Documentation- Purchasing of Capital Equipment-Appraisal Methods- Evaluating Supplier’s Efficiency- Stores Layout-Classification and Codification.</p> <p><b>UNIT-V</b> Material Logistics- Warehousing Management- Material Handling- Traffic and Transportation- Disposal of Scrap- Surplus and Obsolete Materials; Inventory Control of Spare Parts- Materials information System.</p>				
<b>Course Outcomes</b>	<ul style="list-style-type: none"> <li>After the completion of the course student will come up the good</li> </ul>				





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	<p>knowledge in material management and cost reduction techniques</p> <ul style="list-style-type: none"><li>• Develop an ability to perform the role of a materials manager in an organization.</li><li>• Shall be able to manage the activities of materials manager like purchasing, inventory analysis, storage etc.in a scientific manner.</li><li>• Shall be able to improve due date performance through use of MRP techniques with in capacity constraints.</li><li>• Shall be able to analyze the inventory situation of a company and suggest improvements.</li></ul>
<b>Text Books</b>	<ol style="list-style-type: none"><li>1. Ansari A and Modares B. JI Purchasing. New York- Free Press-</li><li>2. Baily P. etc. Purchasing Principles and Management. London- Pitman-</li><li>3. Burt- David N. Proactive Procurement. Englewood cliffs- New Jersey- Prentice Hall Inc.-</li></ol>
<b>Reference Books</b>	<ol style="list-style-type: none"><li>1. Dobler D.W. etc. Purchasing and Materials Management. New York- Mc Graw Hill.</li><li>2. Dutta- A.K. Integrated Materials Management- New Delhi- PHI-</li><li>3. Farrington B and Waters- Derek W. Managing Purchasing. London- Chapman &amp; Hall.</li><li>4. Gopalakrishanan P and Sundershan M. Handbook of Materials Management. New Delhi- Prentice Hall of India.</li></ol>