

MAULANA ABUL KALAM AZAD UNIVERSITY OF TECHNOLOGY, WB
Syllabus of BBA(In-house)
(Effective for 2020-2021 Admission Session)
Choice Based Credit System
140 Credit (3-Year UG) MAKAUT Framework
w.e.f 2020-21

After completion of the program, the students will be able to

PO 1: apply knowledge of management theories and practices to solve business problems.

PO 2: demonstrate analytical and critical thinking abilities for business decision making.

PO 3: analyze business issues, management concepts, plans, decisions, and communicate both in verbal and written form using appropriate supportive technologies.

PO 4: make use of appropriate skill sets to demonstrate the capabilities required to apply cross-functional business knowledge and technologies in solving real-world business problems to effectively manage business challenges.

PO 5: undertake managerial roles and as entrepreneurs.

Program Specific Outcomes

PSO 1: To appraise students about fundamental concepts of management for application in solving business problems.

PSO 2: To undertake higher studies in management and research pertaining to business.

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Paper Code: BBA - 101
 Principles of Management
 Total Credit: 6
 Total hours of lectures: 60 hours

Course Outcomes:

After completion of this course, the students will be able to

1. make use of the process, functions, principles of management in business scenario
2. utilize effective communication for operating the organization.
3. apply the leadership ability to manage the workforce in organization
4. categorize various management issues to structure the organization for effective controlling of organization
5. examine the factors that foster organizational change

Sl.	Topic/Module	Hour
1.	Module 1 : Introduction to Management -Nature, meaning and significance of management, Management as a Science or an Art, Difference between management & administration; management as a process, management as a functions, managerial skills, and managerial roles in organisation; quality of a good manager;	10
2.	Module 2 : Approaches to Management – Classical, Neo-classical and Modern Contributors to Management Thought ; Taylor and Scientific Theory, Fayol’s and Organization Theory, Elton Mayo & Behavioural school & human relations school ; Peter Drucker and Management Thought.; Various Approaches to Management i.e. system approach , contingency approach etc., Indian Management Thought.	10
3.	Module 3: Planning and Decision Making - Planning: Nature, importance, forms, types, making planning effective, Significance & Limitations of Planning; Planning Premises – Meaning & Types, Strategic Planning – Meaning & level, BCG model etc, MBO – Meaning, Process , importance ; Decision Making – Meaning, Types, Process, schools of decision making	10
4.	Module 4 : Organization Design and Structure - Organization – Meaning, Process, Principles, Or Organization Structure – Determinants and Forms: Line, Functional, Line & Staff, Project, Matrix and Committees; Formal and Informal Organization; Departmentation – Meaning and Bases; Span of Control – Meaning and Factors Influencing; Authority, Responsibility and Accountability; Delegation – Meaning, Process; Principles; Centralization and Decentralization – Meaning; Degree of Decentralization; Difference between Delegation and Decentralization. Organization structure common in tourism industry	10
5.	Module 5: Directing – motivation & leadership- Motivation – Meaning ,	10

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	Definition, Significance & Limitations; contemporary theories of motivation; Financial and non-financial incentives of Motivation; Leadership - Definition, Significance of Leadership, Leadership styles ; Process and Barriers of Communication.	
6.	Module 6 : Controlling & Change- Control – meaning & importance of control, steps of controlling process, designing control systems, financial control ; Organizational change – meaning, drivers of change, process of change, resistance to change, overcoming resistance to change; managing quality, innovation, concern for environment & sustainability of the organization & industry	10

Suggested Readings:

1. Management: Stoner James. A, Freeman Edward, Gilbert Daniel , Pearson
2. Wehrich and Koontz, et al: Essentials of Management; Tata McGraw Hill
3. V.S.P Rao & Hari Krishna: Management-Text & Cases, Excel Books
4. Ramaswami T: Principles of Mgmt., Himalaya Publishing
5. Robbins, S. P: Management, Prentice Hall.
6. Prasad L M: Principles and Practice of Management, Sultan Chand & Sons-New Delhi

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Paper Code: BBA - 102
 Business Economics
 Total Credit: 6
 Total hours of lectures: 60 hours

Course Outcomes:

After completion of the course, the students will be able to

1. classify the basic problems of an economy
2. develop an understanding about the market structure including pricing, labour, capital etc.
3. make use of macro-economic related concepts to arrive at business decisions
4. interpret public finance, international trade and finance

Sl.	Topic/Module	Hour
1.	<p>Module 1: Introduction: Basic Problems of an Economy, Working of Price Mechanism and Resource Allocation.</p> <p>Elasticity of Demand: Concept and Measurement of Elasticity of Demand, Price, Income and Cross Elasticities; Average Revenue: Marginal Revenue, and Elasticity of Demand, Determinants of Elasticity of Demand.</p> <p>Production Function: Law of Variable Proportions, Ridge Lines. Isoquants, Economic Regions and Optimum Factor Combination. Expansion Path, Returns of Scale, International and External Economies and Diseconomies of Scale.</p> <p>Theory of Costs: Short-Run and Long Run Cost Curves – Traditional Approaches Only.</p>	12
2.	<p>Module 2 : Market Structures</p> <p>Perfect Competition: Characteristics, Profit Maximization and Equilibrium of Firm and Industry, Short- Run and Long Run Supply Curves, Price and Output Determination, Practical Applications.</p> <p>Monopoly: Characteristics, Determination of Price under monopoly, Equilibrium of a Firm, Comparison Between Perfect Competition and Monopoly, Price Discrimination, Social Cost of Monopoly</p> <p>Monopolistic Competition: Meaning and Characteristics, Price and Output Determination Under Monopolistic Competition, Product Differentiation, Selling Costs, Comparison with Perfect Competition, Excess Capacity Under Monopolistic Competition.</p> <p>Oligopoly: Characteristics, Indeterminate Pricing and Output, Cournot Model of Oligopoly, Price Leadership (Only Meaning and Characteristics) Collusive Oligopoly(Meaning and Characteristics Only), Only Kinked Demand Curve Model of Oligopoly.</p>	12
3.	<p>Module 3:</p> <p>Factor Pricing: Marginal Productivity Theory and Demand for Factors (Statement and assumption only).</p> <p>Concept of Rent: Ricardian and Modern Theories of Rent; Quasi-Rent.</p>	6

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	<p>Concept of Labour: Wage Rate, Nominal Wage, Real Wage. Concept of Capital: Gross Interest, Net Interest, Zero Interest Rate. Concept of Profit: Pure Profit, Normal Profit, Abnormal Profit.</p>	
4.	<p>Module 4 : Introduction to Macroeconomics. Concept of Aggregate Demand and Aggregate Supply, Marginal Propensity to Consume(MPC),APC, MPS, MPI: Basic Definition Only, Paradox of thrift National Income: Concepts and Definitions, Gross National Product (GNP), Gross Domestic Product (GDP), Net National Product and Net Domestic Product, Personal Income, Disposable Income and Per Capita Income, Measurement of National Income, Factors That Determine Size of National Income, Double Counting and The Concept of Value Added, Underground Economy, Real and Nominal GNP, Deflator Concept of Business Cycle: Only Different Phases and their basic characteristic Monetary Economics: Evolution of Money, Functions of Money, Bank and its Functions, Indian Money Market, Different Concepts of Money Like M1, M2, M3, M4. Concept of Inflation: Definition of Inflation, Types of Inflation, Effects of Inflation, Anti-Inflationary Measures Banks: Commercial Banks – Need and Functions, Credit Creation of Commercial Banks. Reserve Bank of India – Need and Functions, Credit Control Policy. Co-Operative Banks: Need and Role in An Economy.</p>	15
5.	<p>Module 5 : Public Finance Public Revenue: Concept of Taxes, Sources of Revenue of Central and State Government, GST, CGST, SGST (only definition). Public Expenditure: Types of Public Expenditure, Its Need Role and Importance. Public Debt: Types of Public Debt, Need for Public Debt, Redemption of Public Debt. Deficit Financing: Role and Importance. Budget: Need and Types, Concept of Different Types of Deficit (Revenue Deficit. Budgetary Deficit, Fiscal deficit and Primary Deficit: Definitions Only)</p>	6
6.	<p>Module 6 : International Trade and Finance: Need for international trade, Absolute and Comparative Cost Advantage Theory, Gains from international trade, Terms of Trade Balance of Payments: Items of BOP, Causes of Disequilibrium in BOP, Strategies to Correct Adverse BOP Situation, Purchasing Power Parity Theory (Only basic concept) Exchange Rate Mechanism: Definition, Ask Rate, Bid Rate, Spot Rate, Forward Rate, Currency Spread (Definitions Only). International Financial Institutions: International Monetary Fund (IMF), International Bank for Reconstruction and Development (IBRD), Asian Development Bank</p>	9

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Suggested Readings:

1. Dominic Salvatore – Managerial Economics: Principles and Worldwide Applications, Oxford
2. S. Mukherjee, M. Mukherjee & A. Ghose : Microeconomics, Prentice-Hall
3. Modern Microeconomics – Koutsoyiannis
4. Mankiw: Principles of Macroeconomics, Cengage Learning
5. D N Dwivedi: Managerial Economics, Vikas Publishing House

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Course Name: Business Communication

Course Code: BBA 104

Total Credit: 2

Total hours of lectures: 20 hours

Course Outcomes:

After completion of this course, the students will be able to

1. identify the basic concepts of the usage of English grammar & vocabulary in communication.
2. interpret facts and ideas by organizing, comparing, translating, interpreting, giving descriptions, and stating the main ideas given in written texts.
3. apply acquired linguistic knowledge in producing various types of written texts
4. analyze facts and ideas from aural inputs

Sl.	Topic/Module	Hour
1.	Module 1: Functional Grammar & Vocabulary: Tense: Formation and application; Affirmative / Negative / Interrogative formation; Modals and their usage; Conditional sentences; Direct and indirect speech; Active and passive voice; usage of common phrasal verbs, synonyms & antonyms.	2
2.	Module 2: Reading Skills: Comprehension passages; reading and understanding articles from technical writing. Interpreting texts: analytic texts, descriptive texts, discursive texts; SQ3R reading strategy.	2
3.	Module 3: Writing Skills: Writing business letters - enquiries, complaints, sales, adjustment, collection letters, replies to complaint & enquiry letters; Job applications, Résumé, Memo, Notice, Agenda, Reports – types & format, E-mail etiquette, advertisements.	8
4.	Module 4 : Listening & Speaking Listening: Listening process, Types of listening; Barriers in effective listening, strategies of effective listening Speaking: Presentations, Extempore, Role-plays, GD, Interview	8

Suggested readings:

1. Bhatnagar, M &Bhatnagar, N (2010) Communicative English for Engineers and Professionals. New Delhi: Pearson Education.
2. Raman, M & Sharma, S (2017) Technical Communication. New Delhi: OUP.
3. Kaul, Asha (2005) The Effective Presentation: Talk your way to success. New Delhi: SAGE Publication.
4. Sethi, J &Dhamija, P.V. (2001), A Course in Phonetics and Spoken English. New Delhi:PHI.
5. Murphy, Raymond (2015), English Grammar in Use. Cambridge: Cambridge University Press.
6. Dianna Booher(2015), What More Can I Say?: Why Communication Fails and What to Do About It, Prentice Hall Press.