

**BANARAS HINDU UNIVERSITY
FACULTY OF MANAGEMENT STUDIES**

COURSE STRUCTURE of MBA Programme

1. CREDIT: Definition

One instructional hour per week in a course during the semester shall be considered equivalent to one credit.

A credit can be earned from lectures/tutorials, practical/ *viva-voce*, project/field work, report writing etc. Credits can also be awarded for industry visits and other course requirements such as dissertation, minor and major projects etc. The credits for an activity are given only when an activity is completed and cleared as prescribed in the syllabus.

Students of the two-year (four semester) MBA shall be examined in the following Courses in accordance with the syllabi or course prescribed in the following Ordinances. Only such elective Courses as are approved by the Head of the Department of Management Studies shall be selected by candidates.

MBA I Semester:

Course	Nature of the Course	Credit
MBA-111 Management Principles & Values	Core Course	4
MBA-112 Accounting & Financial Analysis	Core Course	4
MBA-113 Quantitative Techniques	Core Course	4
MBA-114 Managerial Economics	Core Course	4
MBA-115 Environment & Management	Core Course	4
MBA-116 Marketing	Core Course	4
Total Credit		24
BAC-001 Communication Skills	Open Choice (Audit Course)	2
BAC-002 SPSS and its Research Applications	Open Choice (Audit Course)	2
Credit		4

MBA II Semester:

Course	Nature of the Course	Credit
MBA-121 Organizational Behaviour & Ethos	Core Course	4
MBA-122 Management Accounting & Control	Core Course	4
MBA-123 Finance	Core Course	4
MBA-124 Research Methods in Management	Core Course	4
MBA-125 Operations Management	Core Course	4
MBA-126 Human Resource Management	Core Course	4
Total Credit		24
BAC-003 Personality Development	Open Choice (Audit Course)	2
BAC-004 GD/Interview Techniques	Open Choice (Audit Course)	2
Credit		4

MBA III Semester:

Course	Nature of the Course	Credit
MBA-211 Strategic Management	Core Course	4
MBA-212 Computer Application & MIS	Core Course	4
MBA-213 Entrepreneurship & Project Management	Core Course	4
MBA-214 Practical Training (8weeks) Presentation (4 Credit) Training Report (4 Credit)	Core Course	8
Credit		20
Group A*: MARKETING		
MBM-215 International Marketing	Elective (Limited Choice)	4
MBM-216 Consumer Behaviour	Elective (Limited Choice)	4
MBM-217 Advertising Management	Elective (Limited Choice)	4
Credit		12
Group B*: FINANCE		
MBF-215 Financial Decision Making	Elective (Limited Choice)	4
MBF-216 Security Analysis & Portfolio Management	Elective (Limited Choice)	4
MBF-217 Management of Financial Institutions & Services	Elective (Limited Choice)	4
Credit		12
Group C*: HUMAN RESOURCE MANAGEMENT		
MBH-215 Labour Legislation	Elective (Limited Choice)	4
MBH-216 Management of Industrial Relations	Elective (Limited Choice)	4
MBH-217 Management of Interpersonal & Group Processes	Elective (Limited Choice)	4
Credit		12
Group D*: OPERATIONS MANAGEMENT		
MBO-215 Production Planning & Control	Elective (Limited Choice)	4
MBO-216 Materials Management	Elective (Limited Choice)	4
MBO-217 Operations Research	Elective (Limited Choice)	4
Credit		12
Group E*: INFORMATION TECHNOLOGY		
MBI-215 Programming Using C & C++	Elective (Limited Choice)	4
MBI-216 System Analysis & Design	Elective (Limited Choice)	4
MBI-217 Data Base Management System & Electronic Spreadsheet	Elective (Limited Choice)	4
Credit		12
Total Credit		32
BAC-005 Soft Skill Development	Open Choice (Audit Course)	2
BAC-006 Computational Ability	Open Choice (Audit Course)	2
Credit		4

MBA IV Semester:

Course	Nature of the Course	Credit
MBA-221 Seminar in Business Policy	Core Course	4
MBA-222 Dissertation	Core Course	6
MBA -223 Viva Voce	Core Course	2
Credit		12
Group A*: MARKETING		
MBM-224 Sales & Distribution Management	Elective (Limited Choice)	4
MBM-225 Business & Services Marketing	Elective (Limited Choice)	4
MBM-226 Seminar in Marketing Management	Elective (Limited Choice)	4
Credit		12
Group B*: FINANCE		
MBF-224 Management of Business Taxes	Elective (Limited Choice)	4
MBF-225 International Financial Management	Elective (Limited Choice)	4
MBF-226 Seminar in Financial Management	Elective (Limited Choice)	4
Credit		12
Group C*: HUMAN RESOURCE MANAGEMENT		
MBH-224 Management of Change & Organization Development	Elective (Limited Choice)	4
MBH-225 Human Resource Development: Strategies & Systems	Elective (Limited Choice)	4
MBH-226 Seminar in Human Resource Management	Elective (Limited Choice)	4
Credit		12
Group D*: OPERATIONS MANAGEMENT		
MBO-224 Logistics & Transportation Management	Elective (Limited Choice)	4
MBO-225 Quality Management	Elective (Limited Choice)	4
MBO-226 Seminar in Operations Management	Elective (Limited Choice)	4
Credit		12
Group E*: INFORMATION TECHNOLOGY		
MBI-224 Internet Fundamentals & Web Designing	Elective (Limited Choice)	4
MBI-225 Electronic Commerce	Elective (Limited Choice)	4
MBI-226 Seminar in Information Technology	Elective (Limited Choice)	4
Credit		12
Total Credit		24
BAC-007 Cross Cultural Training	Open Choice (Audit Course)	2
BAC-008 Organizational Skills & Team Building	Open Choice (Audit Course)	2
Credit		4
Grand Total		104 +16

*The students shall select one of the Groups for specialization.

Minimum credit requirements for the MBA programme = 104 credits.

Elective Courses for MBA Programme:

The students shall have to select any one of the following groups:

- Group A : Marketing
- Group B : Finance
- Group C : Human Resource Management
- Group D : Operations Management
- Group E : Information Technology

(Elective Groups in an academic year available for the purpose shall depend upon the facilities in the Department and enough number of students offering the group. The elective groups selected in III-Semester shall continue in IV-Semester as well)