

VEER NARMAD SOUTH GUJARAT UNIVERSITY, SURAT
The Scheme of Courses in Different Semesters of
Three Year MBA (Evening) Programme

SEMESTER-I

| | |
|--------|-------------------------------------|
| CP-101 | Organizational Behaviour |
| CP-102 | Managerial Accounting |
| CP-103 | Principles of Management |
| CP-104 | Business Communication |
| CP-105 | Information Technology for Business |

SEMESTER-II

| | |
|--------|--------------------------------------|
| CP-201 | Marketing Management |
| CP-202 | Financial Management |
| CP-203 | Human Resource Management |
| CP-204 | Production and Operations Management |
| CP-205 | Business Environment |

SEMESTER-III

COMPULSORY COURSES

| | |
|--------|--|
| CP-301 | Business Policy and Strategic Management |
| CP-302 | Global Business Management |
| CP-303 | Business Laws |
| CP-304 | Managerial Economics |
| CP-305 | Quantitative Methods |

SEMESTER-IV

COMPULSORY COURSES

| | |
|--------|----------------------------------|
| CP-401 | Research Methodology in Business |
| CP-402 | New Business Development |
| CP-403 | Management Control Systems |

OPTIONAL COURSES

1. FINANCE & ACCOUNTING GROUP

| | |
|----------|------------------------------------|
| OF&A-401 | International Financial Management |
|----------|------------------------------------|

2. MARKETING GROUP

| | |
|---------|---------------------------------|
| OMK-401 | Sales & Supply Chain Management |
|---------|---------------------------------|

3. HUMAN RESOURCE MANAGEMENT

| | |
|---------|------------------------------------|
| OHR-401 | Legal Aspects of Labour Management |
|---------|------------------------------------|

4. INFORMATION TECHNOLOGY

| | |
|---------|-----------------------|
| OIT-401 | Emerging Technologies |
|---------|-----------------------|

5. PRODUCTION & OPERATION MANAGEMENT

| | |
|---------|-------------------------------------|
| OIT-401 | Purchasing and Materials Management |
|---------|-------------------------------------|

SEMESTER V

OPTIONAL COURSES

1. FINANCE & ACCOUNTING GROUP

- OF&A-501 Investment Management
- OF&A-502 Foreign Exchange Management
- OF&A-503 Financial Derivatives
- OF&A-504 Corporate Taxation & Financial Planning

2. MARKETING GROUP

- OMK-501 Consumer Behaviour
- OMK-502 Integrated Marketing Communication
- OMK-503 Marketing of Services
- OMK-504 Contemporary issues in Marketing

3. HUMAN RESOURCE MANAGEMENT

- OHR-501 Training and Development
- OHR-502 Managing Interpersonal & Group Process
- OHR-503 Organizational Change & Development
- OHR-504 Counseling Skills for Managers

4. INFORMATION TECHNOLOGY

- OIT-501 Business Data Networks
- OIT-502 Decision Support Systems & Intelligent DSS
- OIT-503 Project And Risk Management
- OIT-504 System Analysis & Design

5. PRODUCTION AND OPERATION MANAGEMENT

- OP&O-501 Applied Operation Research
- OP&O-502 Logistics and Supply Chain Management
- OP&O-503 Production Planning and Control
- OP&O-504 Total Quality Management

SEMESTER VI

COMPULSORY COURSES

- CP-601 Management of Financial Institutions & Services
- CP-603&604 Project Study (Equivalent to Two Courses)

OPTIONAL COURSES

1. FINANCE & ACCOUNTING GROUP

- OF&A-601 Corporate Restructuring

2. MARKETING GROUP

- OMK-601 Management of Retail Business

3. HUMAN RESOURCE MANAGEMENT

- OHR-601 Strategic and Global Human Resource Management

4. INFORMATION TECHNOLOGY

- OIT-601 Information Security

5. PRODUCTION & OPERATION MANAGEMENT

- OIT-601 Service Operation Management

REGULATIONS FOR MBA (EVENING) PROGRAMME

Regulations for MBA (Evening) Programme pertaining to Internal Assessment, University Examinations, Promotion to next higher Semesters and award of Degree and Class.

R.M.B.A. (Evening) -1

The candidate for Semester-1 Examinations of M.B.A. (Evening) will be examined in the following papers:

| Paper No. | Subjects | No. of Credits | Contact Hours per Week (CPW) | Maximum Marks | | Total Marks |
|-----------|-------------------------------------|----------------|------------------------------|---------------|---------------------|-------------|
| | | | | External Exam | Internal Assessment | |
| CP101 | Organizational Behaviour | 4 | 4 | 70 | 30 | 100 |
| CP102 | Managerial Accounting | 4 | 4 | 70 | 30 | 100 |
| CP103 | Principles of Management | 4 | 4 | 70 | 30 | 100 |
| CP104 | Business Communication | 4 | 4 | 70 | 30 | 100 |
| CP105 | Information Technology for Business | 4 | 4 | 70 | 30 | 100 |
| | TOTAL | 20 | 20 | 350 | 150 | 500 |

* CPW= Contact per week in hours. 4 hours of CPW will be divided into 3 hours of class room teaching and 1 hour of library / tutorials etc. (equivalent to one hour of class room teaching)

R.M.B.A. (Evening) –2

The candidates for Semester-II Examination for M.B.A. (Evening) will be examined in the following Papers:

| Paper No. | Subjects | No. of Credits | Contact Hours per Week (CPW) | Maximum Marks | | Total Marks |
|-----------|--------------------------------------|----------------|------------------------------|---------------|---------------------|-------------|
| | | | | External Exam | Internal Assessment | |
| CP201 | Marketing Management | 4 | 4 | 70 | 30 | 100 |
| CP202 | Financial Management | 4 | 4 | 70 | 30 | 100 |
| CP203 | Human Resource Management | 4 | 4 | 70 | 30 | 100 |
| CP204 | Production and Operations Management | 4 | 4 | 70 | 30 | 100 |
| CP205 | Business Environment | 4 | 4 | 70 | 30 | 100 |
| | TOTAL | 20 | 20 | 350 | 150 | 500 |

R.M.B.A. (Evening) –3

The candidates for Semester-III Examination for M.B.A. (Evening) will be examined in the following Papers:

| Paper No. | Subjects | No. of Credits | Contact Hours per Week (CPW) | Maximum Marks | | Total Marks |
|-----------|--|----------------|------------------------------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| CP301 | Business Policy and Strategic Management | 4 | 4 | 70 | 30 | 100 |
| CP302 | Global Business Management | 4 | 4 | 70 | 30 | 100 |
| CP303 | Business Laws | 4 | 4 | 70 | 30 | 100 |
| CP304 | Managerial Economics | 4 | 4 | 70 | 30 | 100 |
| CP305 | Quantitative Methods | 4 | 4 | 70 | 30 | 100 |
| | Total | 20 | 20 | 350 | 150 | 500 |

R.M.B.A. (Evening) –4

Candidate for Semester IV examination for the MBA (Evening) will be examined in following courses.

SEMESTER-IV COMPULSORY COURSES

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|----------------------------------|----------------|-----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| CP-401 | Research Methodology in Business | 4 | 4 | 70 | 30 | 100 |
| CP-402 | New Business Development | 4 | 4 | 70 | 30 | 100 |
| CP-403 | Management Control Systems | 4 | 4 | 70 | 30 | 100 |
| | Total | 12 | 12 | 210 | 90 | 300 |

Optional Courses

* A Candidate has to choose any one of Five Optional Groups of specialization in which the Department offers courses in a given year depending upon the discretion of the Department and has to undergo 1 Optional Course in Semester-IV, 4 Optional courses in Semester-V, and 1 Optional Course in Semester-VI.

FINANCE & ACCOUNTING GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|------------------------------------|----------------|----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OF&A-401 | International Financial Management | 4 | 4 | 70 | 30 | 100 |
| | Total | 4 | 4 | 70 | 30 | 100 |

MARKETING GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|-----------------------------------|----------------|----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OMK-401 | Sales and Supply Chain Management | 4 | 4 | 70 | 30 | 100 |
| | Total | 4 | 4 | 70 | 30 | 100 |

HUMAN RESOURCE MANAGEMENT GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|------------------------------------|----------------|----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OHR-401 | Legal Aspects of Labour Management | 4 | 4 | 70 | 30 | 100 |
| | Total | 4 | 4 | 70 | 30 | 100 |

INFORMATION TECHNOLOGY GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|-----------------------|----------------|----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OIT-401 | Emerging Technologies | 4 | 4 | 70 | 30 | 100 |
| | Total | 4 | 4 | 70 | 30 | 100 |

PRODUCTION AND OPERATION MANAGEMENT GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|-------------------------------------|----------------|----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OP&O-401 | Purchasing and Materials Management | 4 | 4 | 70 | 30 | 100 |
| | Total | 4 | 4 | 70 | 30 | 100 |

R.M.B.A. (Evening) –5

Candidate for Semester - V examination for the MBA (Evening) will be examined in following courses.

OPTIONAL COURSE

FINANCE & ACCOUNTING GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|-----------------------|----------------|-----|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OF&A-501 | Investment Management | 4 | 4 | 70 | 30 | 100 |

| | | | | | | |
|----------|---|-----------|-----------|------------|------------|------------|
| OF&A-502 | Foreign Exchange Management | 4 | 4 | 70 | 30 | 100 |
| OF&A-503 | Financial Derivatives | 4 | 4 | 70 | 30 | 100 |
| OF&A-504 | Corporate Taxation and Financial Planning | 4 | 4 | 70 | 30 | 100 |
| | Total | 16 | 16 | 280 | 120 | 400 |

MARKETING GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|------------------------------------|----------------|-----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OMK-501 | Consumer Behaviour | 4 | 4 | 70 | 30 | 100 |
| OMK-502 | Integrated Marketing Communication | 4 | 4 | 70 | 30 | 100 |
| OMK-503 | Marketing of Services | 4 | 4 | 70 | 30 | 100 |
| OMK-504 | Contemporary Issues in Marketing | 4 | 4 | 70 | 30 | 100 |
| | Total | 16 | 16 | 280 | 120 | 400 |

HUMAN RESOURCE MANAGEMENT GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|--|----------------|-----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OHR-501 | Training and Development | 4 | 4 | 70 | 30 | 100 |
| OHR-502 | Managing Interpersonal & Group Process | 4 | 4 | 70 | 30 | 100 |
| OHR-503 | Organizational Change and Development | 4 | 4 | 70 | 30 | 100 |
| OHR-504 | Counselling Skills for Management | 4 | 4 | 70 | 30 | 100 |
| | Total | 16 | 16 | 280 | 120 | 400 |

INFORMATION TECHNOLOGY GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|--|----------------|-----|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OIT-501 | Business Data Networks | 4 | 4 | 70 | 30 | 100 |
| OIT-502 | Decision Support Systems and Intelligent DSS | 4 | 4 | 70 | 30 | 100 |
| OIT-503 | Project and Risk Management | 4 | 4 | 70 | 30 | 100 |

| | | | | | | |
|---------|--------------------------|-----------|-----------|------------|------------|------------|
| OIT-504 | System Analysis & Design | 4 | 4 | 70 | 30 | 100 |
| | Total | 16 | 16 | 280 | 120 | 400 |

PRODUCTION AND OPERATION MANAGEMENT GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|---------------------------------------|----------------|-----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OP&O-501 | Applies Operations Research | 4 | 4 | 70 | 30 | 100 |
| OP&O-501 | Logistics and Supply Chain Management | 4 | 4 | 70 | 30 | 100 |
| OP&O-501 | Production Planning and Control | 4 | 4 | 70 | 30 | 100 |
| OP&O-501 | Total Quality Management | 4 | 4 | 70 | 30 | 100 |
| | Total | 16 | 16 | 280 | 120 | 400 |

R.M.B.A. (Evening) –6

Candidate for Semester - VI examination for the MBA (Evening) will be examined in following courses.

COMPULSORY COURSES

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|--------------|---|----------------|-----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| CP-601 | Management of Financial Institutions & Services | 4 | 4 | 70 | 30 | 100 |
| CP-602 & 603 | *Project Study (Equivalent to Two Courses) | 8 | 8 | 140 | 60 | 200 |
| | Total | 12 | 12 | 210 | 90 | 300 |

* Project study will start in the beginning of the Fifth Semester while the Report will be submitted and examined at the end of Sixth Semester

* The Project Report will be evaluated jointly by a board consisting of the internal guide and external examiner to be appointed by the University. The viva-voice examination will also be conducted by the same board.

OPTIONAL COURSES FINANCE & ACCOUNTING GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|-------------------------|----------------|----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OF&A-601 | Corporate Restructuring | 4 | 4 | 70 | 30 | 100 |
| | Total | 4 | 4 | 70 | 30 | 100 |

MARKETING GROUP

| Paper | Subjects | No. of | CPW | Maximum Marks | Total |
|-------|----------|--------|-----|---------------|-------|
|-------|----------|--------|-----|---------------|-------|

| No. | | Credits | | Written Exam | Internal Assessment | Marks |
|---------|-------------------------------|----------|----------|--------------|---------------------|------------|
| OMK-601 | Management of Retail Business | 4 | 4 | 70 | 30 | 100 |
| | Total | 4 | 4 | 70 | 30 | 100 |

HUMAN RESOURCE MANAGEMENT GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|--|----------------|----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OHR-601 | Strategic and Global Human Resource Management | 4 | 4 | 70 | 30 | 100 |
| | Total | 4 | 4 | 70 | 30 | 100 |

INFORMATION TECHNOLOGY GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|----------------------|----------------|----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OIT-601 | Information Security | 4 | 4 | 70 | 30 | 100 |
| | Total | 4 | 4 | 70 | 30 | 100 |

PRODUCTION & OPERATION MANAGEMENT GROUP

| Paper No. | Subjects | No. of Credits | CPW | Maximum Marks | | Total Marks |
|-----------|------------------------------|----------------|----------|---------------|---------------------|-------------|
| | | | | Written Exam | Internal Assessment | |
| OP&O-601 | Service Operation Management | 4 | 4 | 70 | 30 | 100 |
| | Total | 4 | 4 | 70 | 30 | 100 |

R.M.B.A. (Evening) -7

Internal Assessment in each subject will be of 30 marks and will be divided in to periodical tests (15 marks), Term Papers /Case Analysis / Home Assignments / Presentations (10 Marks), and Class Participation and Attendance (5 Marks).

R.M.B.A. (Evening) - 8

PASSING CRITERIA

- (i) In order to pass in a paper or a subject, the candidate has to secure at least 45 percent marks separately in Internal Assessment and External Examination. (i.e. 31.5 marks out of 70 in External Examination and 13.5 marks out 30 in Internal Assessment separately).
- (ii) In order to pass a semester examination, one has to secure at least 50 percent marks in the aggregate of all the subjects in that semester.
- (iii) If a student fails in more than 50% of courses / papers in Internal Assessment, his/her term will not be granted and he/she will not be eligible for appearing in the External Examination.
- (iv) If the student fails in External Examination, he/she has to reappear in the External Examination only. However, his/her acquired grade point in the Internal Assessment heads of passing will be carried forward.
- (v) After acquiring grade equivalent to passing in the External Examination, in no case shall a student be allowed to reappear in the External Examination. At the same time, after acquiring grade equivalent to passing in Internal Assessment, in no case shall a student be allowed to reappear in the Internal Assessment for the purpose of improving the grade, excepting for those students who pass the courses/papers individually but fail to get 50% aggregate marks in a Semester.
- (vi) A student shall have a maximum of 4 attempts (1 + 3) for each course of a Semester in order to pass the course / paper.
- (vii) SGPA (based on external evaluation) will be calculated only when the student clears all the subjects of a particular Semester.

R.M.B.A. (Evening) - 9

RULES RELATIG TO “Allowed to Keep the Term (ATKT)”

- (i) The rules pertaining to ATKT shall be applied at the end of Second Semester (i.e. at the end of the First Year of the programme).
- (ii) A student shall have to pass a minimum of 2/3rds of the total courses / papers in the First and Second Semester put together to be eligible for admission to the Third Semester.
- (iii) A student who fails to clear **07 (Seven)** courses / papers by the end of Second Semester shall be allowed to go to the Third Semester after a break in the academic year, only after clearing all the papers of the First Semester and has not more than **02 (Two)** courses / papers as ATKT of courses / papers of Second Semester.
- (iv) A student who fails to clear **06 (Six)** courses / papers by the end of Fourth Semester shall be allowed to go to the Fifth Semester after a break in the academic year, only after clearing all the papers of the Third Semester and has not more than **01 (One)** courses / papers as ATKT of courses / papers of Fourth Semester.

- (v) A candidate attempting to pass a semester examination in which he/she has failed as per R.M.B.A. (Evening) - 8 as regular candidate will have the option of appearing in all the subjects as ex-student by surrendering the marks in which he/she has passed.
- (vi) A candidate passing in all the subject heads of a semester but failing in the aggregate will have the option of appearing in any number of subjects (including all) as ex-student by surrendering the marks of those subjects.

R.M.B.A. (Evening) - 10

A candidate shall be eligible for the award of the Degree with a CLASS only if he/ she has passed all the Six Semesters in SINGLE ATTEMPT. A single attempt would mean a candidate has passed a semester examination taking all the subjects together. Degree shall be awarded in PASS CLASS if a candidate passes subjects of any semester examination in parts.

R.M.B.A. (Evening) - 11

A candidate who is eligible for the award of Degree with a Class as per R.M.B.A. (Evening) - 10 will be awarded:

- 1) A Second Class if he/she secures 50 percent or more marks but less than 60 percent marks in the aggregate of all the Six Semesters.
- 2) A First Class if he/she secures 60 percent or more marks the aggregate of all the Six Semesters

R.M.B.A. (Evening) - 12

A candidate having completed the MBA Programme from the Veer Narmad South Gujarat University can be admitted to broad base his/her specialization skills. He/She will be required to study One (01) course in the Semester IV, Four (4) courses in Semester-V, and One (01) Course in Semester-VI from among the optional group of specialization offered by the Department on the following conditions.

- 1) He/She shall complete the attendance requirements in these courses as per the attendance requirements of regular candidates in each of the two semesters.
- 2) He/She shall be examined in the same manner as regular candidates.
- 3) He/She shall be declared to have passed semesters – IV, semester-V and semester VI examination as per the requirements contained in R. M.B.A. (Evening) - 8.
- 4) He/She shall have to pay the same category of fees (currently in force) each semester as a regular candidate.

- 5) On completion of additional six optional courses during the Fourth, Fifth and Sixth Semesters, he/she shall not be awarded another Degree but will be awarded a certificate of passing the course of additional optional group by the Veer Narmad South Gujarat University.

**NEW CREDIT AND GRADING SYSTEM
{From Academic Year 2010-11}**

VNSGU grading system for Faculty of Management

| Grades | O | A | B | C | D | E | F |
|--------------------------|-------------|-----------|--------------|-----------|-----------|----------|----------|
| Grade Points | 6 | 5 | 4 | 3 | 2 | 1 | 0 |
| Grade Interval | 5.50-6.00 | 4.50-5.49 | 3.5-4.49 | 3.00-3.49 | 1.50-2.99 | 0.5-1.49 | 0.0-0.49 |
| Internal out of 30 marks | 23-30 | 19-22 | 17-18 | 15-16 | 13.5-14 | 08-13 | 00-07 |
| External out of 70 marks | 53-70 | 42-52 | 39-41 | 35-38 | 31.5-34 | 18-31 | 00-17 |
| Total marks Out of 100 | 76-100 | 60-75 | 55-59 | 50-54 | 45-49 | 25-44 | 00-24 |
| * Class Equivalent | First Class | | Second Class | | | | |

Note:

1. Grades for Internal marks and external marks to be given separately;
2. Grade for a paper/course is the sum total of the internal and external marks;
3. Semester Grade Point Average [SGPA] is to be calculated on the basis of external grades and its respective grade points only (internal grades will not be taken into consideration);
4. A candidate in the Faculty of Management Studies shall be deemed to have passed a Semester if he/she passes all the papers individually and with a SGPA of minimum 3.00. (Minimum passing is 45% in internal and external separately in each paper).
5. The Cumulative Grade Point Average {CGPA} – is the average of all the six semesters.
6. The calculation of SGPA and CGPA is shown below:

Calculation of Semester Grade Point Average (SGPA) and Cumulative Grade Point Average (CGPA):

SGPA: $\sum (C \times GP) \div \sum C$ in a Semester { where $\sum [C \times GP]$ is sum of the credit multiplied by Grade Point obtained in external examination for each of the papers in a semester and $\sum C$ is the sum of credits of all the papers in a semester. }

CGPA: $\sum SGPA \div$ Total number of semesters (either 4 or 6 semesters)

7. Each paper in a semester is of 4 credits and the winter project in the sixth semester is of 8 credits.

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