



## BOARD OF STUDIES

DEPARTMENT OF COMMERCE AND BUSINESS MANAGEMENT  
KAKATIYA UNIVERSITY - WARANGAL - 506 009 TELANGANA

**Prof. M. SUBRAMANYA SHARMA**  
**CHAIRPERSON & DEAN FACULTY**

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No.1228 / BOS/DCBM/KU/ 2016

Date: 27-09-2016

To  
The Registrar  
Kakatiya University  
Warangal

Sub: Post Graduate courses MBA All streams implementations of Choice Based Credit System sending of the Minutes of BOS held on 23-09-2016.

Ref: 1) Letter No. 396/B2/KU/2016, Dated 16-4-2016 from the office of the Registrar KU and  
2) No. 32/BOS/DCBM/KU/2016 Dated 10-05-2016

Sir,

In continuation with our letter cited above (Ref.2) Herewith I am enclosing minutes of the Meeting of Board of Studies in Commerce & Business Management (PG) held on 23-09-2016 @ 11.00 am in the Department of Commerce & Business management, Kakatiya University, Warangal to consider the Course Structure and Syllabi of MBA in the place of **Existing MBA** and issue few clarifications regarding internal assessment and seminars as a part of Course Structure of MBA under the Choice Based Credit System from the academic year 2016-2017. Kindly take necessary action for approval and communication to the various colleges as early as possible.

Thanking you

Yours faithfully



**MINUTES OF THE PG BOARD OF STUDIES HELD ON 23-09-2016  
FOR CONVERSION OF EXISTING MBA INTO CBCS  
DEPARTMENT OF COMMERCE AND BUSINESS MANAGEMENT  
KAKATIYA UNIVERSITY - WARANGAL - 506 009 TELANGANA**

**Prof. M. SUBRAMANYA SHARMA  
CHAIRPERSON & DEAN FACULTY**

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Date: 26-09-2016

Members present:

1. Prof M. Subrahmanya Sarma, Chairman, Board of Studies and Dean Faculty - Signed
2. Prof K Sayulu, Head and Principal, University College of Com.& Bus. Mgt, Member - Signed
3. Prof P Krishnamachary, Member - Signed
4. Prof. V.V. Subrahmanya Sarma, Member - Signed
5. Prof S. Durga Rao, External Member - Signed

Resolved to

1. To introduce CBCS for the existing MBA in both constituent and all affiliated colleges from the academic year 2016-17.
2. Resolved to introduce seminars in each paper for 10 marks as a part of internal evaluation. As a result, the internal assessment for theory will be for 20 marks only limiting the total internal evaluation in each paper to 30 marks. However, in case of computer papers, internal evaluation would be for 40 marks instead of 30 marks.
3. To introduce two generic electives in both first and second semesters as per the details given in the enclosed structure. Every student admitted in MBA under CBCS has to take the four generic electives in all two in First Semester and two in Second semester in addition to two inter disciplinary Electives one in third and one in fourth and viva voce in the Third Semester. However, there is no change in the Viva Voce Examination at the end of Second Semester.
4. Resolved to replace external evaluation for the Computer practicals (IT Lab) of First Semester with internal examiners of the concerned college. Similarly, another lab of SPSS would be included in the second semester with internal examiners of the college concerned.
5. Similarly, resolved to make minor changes in the Board of Examiners of Viva voce as per the course structure enclosed here with.

**CHAIRMAN, BOARD OF STUDIES**

# KAKATIYA UNIVERSITY WARANGAL

## RULES AND REGULATIONS GOVERNING MBA Course under CBCS with effect from the Academic Year 2016-2017

### 1. The Course

The duration of MBA programme is two academic, years consisting of Four Semesters - two semesters in each year - each semester of 14-16 weeks duration.

Students who join MBA programme shall not take -up any employment either part-time or full-time during the University academic working hours. Students who are admitted to MBA course and who are subsequently found to be in employment during the University academic working hours anywhere in India will cease to be students of the course.

### 2. Admission

Candidates possessing a Bachelor Degree in any discipline (Excluding B.O.I, and B.F.A) with 50% aggregate marks (45% in case of reserved categories) and qualified in ICET exam are eligible for admission to MBA programme subject to the rules and regulations of the University from time to time.

### 3. Course Structure, Hours of instruction per week and Aggregate marks

The MBA programme offers in all 30 papers consisting of 22 core papers and 8 elective papers apart from Viva-voce and project report. In addition to one foundation course and two open electives. The details of semester-wise subjects, hours of instruction per week, credits per paper are given in Appendix – 1.

#### MBA COURSE STRUCTURE

No	Code	Nature	No. of Papers	Semester
1	GE	Generic Course	4	I(2)II(2)
2	OE	Inter Disciplinary (1+1 = 2 )	2	III and IV
3	CC	Core Courses 5+5+3+3 = 16	16	I(5) II(5) III(3) IV(3)
4	ELE	Electives (Discipline Centric) 4+4 = 8	8	III(4) IV(4)
5	PJ	Project Report + Viva Voce	1	III
<b>Total</b>			<b>31</b>	

#### 4. Examination and Assessment

Under Choice Based Credit System(CBCS), the candidates are awarded grades and CGPA

##### Letter Grades and Grade Points

- i. Absolute grading method is adopted to convert marks into grades based on Predetermined Class Intervals.
- ii. Pre determined Class Intervals (marks), Grade points and Letter grades are presented here under.

##### Grades and Grade Points

Percentage of Marks obtained in a Course	Grade Point	Explanation	Letter Grade
90-100	O	Outstanding	10
80-89	A	Very Good	9
70-79	B	Good	8
60-69	C	Above	7
50-59	D	Satisfactory	6
40-49	E	Pass	5
Less than 40	F	Fail	4
0	Ab	Absent	0

- iii. A student obtaining Grade F shall be considered failed and will be required to reappear for the examination.

##### Computation of SGPA and CGPA

The following procedure is adopted to compute the Semester Grade Point Average (SGPA) and Cumulative Grade Point Average (CGPA):

- i. The SGPA is the ratio of sum of the product of the number of credits with the grade points scored by a student in all the courses taken by a student and the sum of the number of credits of all the courses undergone by a student, i.e

$$\text{SGPA (Si)} = \frac{\sum(C_i \times G_i)}{\sum C_i}$$

Where  $C_i$  is the number of credits of the  $i$ th course and  $G_i$  is the grade point scored by the student in the  $i$ th course.

- ii. The CGPA is also calculated in the same manner taking into account all the courses undergone by a student over all the semesters of a programme, i.e.

$$\text{CGPA} = \frac{\sum(C_i \times S_i)}{\sum C_i}$$

Where  $S_i$  is the SGPA of the  $i$ th semester and  $C_i$  is the total number of credits in that semester.

- iii. The SGPA and CGPA shall be rounded off to 2 decimal points and reported in the memorandum of marks.

### Illustration of Computation of SGPA and CGPA

- i. Computation of SGPA and CGPA

#### *Illustration for SGPA*

*If a candidate secure different grade in different courses, the SGPA of the candidate is arrived as illustrated.*

Course	Credit	Grade Letter	Grade Point	Credit Point (Credit X Grade)
Course 1	5	B	8	5X8 =40
Course 2	5	C	7	5X7=35
Course 3	5	B	8	5X8=40
Course 4	5	B	8	5X8=40
Course 5	5	C	7	5X7=35
Course 6	2	B	8	2X8=16
Attendance	1	A	9	1X9=09
	28			215

Thus,  $SGPA = 215/28 = 7.67$

#### Illustration for CGPA

Semester 1	Semester 2	Semester 3	Semester 4
Credit: 27	Credit : 29	Credit: 31	Credit:31
SGPA: 7.67	SGPA: 6.98	SGPA: 6.22	SGPA: 7.23

Thus,  $CGPA = (27 \times 7.67) + (29 \times 6.98) + (31 \times 6.22) + (31 \times 7.23)/118 = 7.11$

#### Viva-Voce:

There shall be Viva-voce at the end of II semester and at the end of IV semester with 50 marks for each Viva-voce. The Second semester end Viva-voce is based on the subjects studied in I and II semesters. The fourth semester end Viva is based on the subject studied and the project report.

The Second Semester end Viva-Voce Committee shall be as under:

There will be Two members in viva committee.

One - Member from the faculty of the University Department/ University constituent colleges.

One - Faculty member nominated by the Principal of the concerned college.

In case of University Campus colleges, both the members will be nominated by the Chairman, BOS from among the faculty of the Department.

The Fourth Semester end Viva- Voce Committee consists of 3 a member of which 1 member is external. Out of the remaining two one shall be the Head/Chairman, Board of Studies / Dean and a University teacher of the Department nominated by the Dean / BOS. The quorum will be two members of which at least one shall be External Member. Depending on the need, more than one Committee could be constituted.

### **5. Internal Assessment and Seminars**

There will be 20 per cent marks of internal assessment and 10 per cent marks for the class room Seminars. In each paper two internal assessment tests (With ten objective type questions) shall be conducted and the best of one is taken into account there is no supplementary test for the internal assessment tests. Similarly every student in each paper shall be given an option to give seminar presentations in two sessions and best of one is taken into consideration. A Register of internal assessment examinations, IT practicals and seminars conducted in each subject with the following details shall be maintained. Similar procedure should be adopted for all Computer practical examinations conducted by the Internal Faculty both in the First Semester and Second Semester.

- a. Date of Examination / Presentation
- b. Names of the Students and their Signature
- c. Subject / Topic Concerned
- d. Name and Signature of Faculty evaluated

The Register of internal assessment examinations and seminars should be made available both at the time of Second Semester end vivaand (for First and Second Semester)and Third Semester Project Viva Voce. A certificate of verification of Seminars and Internal Assessment Examinations should be enclosed along with the mark list of Second and Third Semesters viva voce examinations.

### **6. Rules of Promotion**

A student has to not only put in 75% of attendance and register for examination for each semester but also appear in each semester for promotion to the next semester.

In case of Lab-based papers, the candidates should appear for both theory and lab examination.

The minimum pass marks shall be 40% in each paper in the end semester University examinations and a paper minimum of 40% including internal assessment marks and an aggregate of 50% of marks in each semester. If a candidate fails to appear for any or all two internal assessment examinations, no further examination will be conducted.

Two Internal Assessment examinations shall be conducted in each semester. Out of the marks obtained by the student in two examinations, the higher marks shall be considered.

The detailed rules concerning Internal Assessment examinations shall be as per the University rules applicable to all P.O. examinations including M.B.A. and M.C.A. course.

At the end of the fourth semester, the result of the candidate shall be declared after ensuring that a student passes all the semester exams by securing a minimum of 50% aggregate in each semester. The students who could not secure 50% aggregate marks in any semester can appear for all or any of the papers of that particular semester for securing the required aggregate marks.

There shall be no supplementary examinations for the course and the examinations shall be held for I & III and II & IV semester simultaneously.

#### **7. Declaration of result at the end of IV semester:**

i) There shall be only two divisions viz.,

II Division: 50% and above but less than 60%

I Division: 60% and above but less than 70%

Candidates securing 70% and above shall be awarded First Division with distinction.

ii) The award of Division, distinction and rank will be in accordance with the general rules applicable to other Post-Graduate courses of the University subject to overall CGPA

iii) The rules pertaining to improvement shall be the same as are applicable to other Post-Graduate courses in the University.

#### **8. Project Report:**

A student has to undergo practical training for a period of 6 weeks at the end of second semester in a corporate enterprise during the first summer vacation. During the training period, the candidates should work on a specific problem related to the management and working of the organization. At the end of practical training, the student should obtain a certificate for receiving the training from the organization.

The student should prepare a Project Report under the supervision of a guide from the Faculty of Management of the concerned college. However, the students who prepare Project Report in the area of Systems can also work under the guidance of Faculty member from Computer Science Department.

The student has to present a Seminar in the concerned college on the Project work done by him. The Principal of the College concerned shall certify and intimate the list of candidates who have given seminar presentation to the Head / Chairman, Board of Studies, Department of Commerce & Business Management, Kakatiya University. Two copies of the report should be submitted before the commencement of III semester end examinations. The Project Report carries 100 marks.



**MBA CBCS Course Structure w.e.f From 2016-17 as per the Modifications Suggested by the PG BOS on 20-01-2017**

<b>MBA– I Semester</b>									
Sl.No	Course No	Title	Nature	Contact Hours	Credits	Internal		External	Total
						Test	Seminar		
1	MB101	Management and Organization Theory	Core	4	4	20	10	70	100
2	MB102	Accounting for Managers	Core	4	4	20	10	70	100
3	MB103	Statistics for Managers	Core	4	4	20	10	70	100
4	MB104	Information Technology for Managers	Core	4	4	20	10	70	100
5	MB105	Marketing Management	Core	4	4	20	10	70	100
6	MB106	Generic Elective – I 1. Business Environment (Or) 2. Entrepreneurship Development	Generic	4	4	20	10	70	100
7	MB107	Generic Elective – II 1. Managerial Economics (Or) 2. Communication Skills	Generic	4	4	20	10	70	100
		<b>Total</b>		28	28	140	70	490	700
<b>MBA– II Semester</b>									
Sl.No	Course No	Title	Nature	Contact Hours	Credits	Internal		External	Total
						Test	Seminar		
1	MB201	Human Resource Management`	Core	4	4	20	10	70	100
2	MB202	Financial Management	Core	4	4	20	10	70	100
3	MB203	Management Accounting	Core	4	4	20	10	70	100
4	MB204	Operations Research	Core	4	4	20	10	70	100
5	MB205	Business Research Methodology	Core	4	4	20	10	70	100
6	MB206	Generic Elective – III 1. Business Ethics (Or) 2. Retail Management	Generic	4	4	20	10	70	100
7	MB207	Generic Elective – IV 1. Business Analytics using Excel (Or) 2. Customer Relationship Management	Generic	4	4	20	10	70	100
8	MB208	First Year End Viva	Grading		2			50	50
		<b>Total</b>		28	30	140	70	540	750

<b>MBA– III Semester</b>									
Sl.No	Course No	Title	Nature	Contact Hours	Credits	Internal		External	Total
						Test	Seminar		
1	MB301	Organization Behavior	Core	4	4	20	10	70	100
2	MB302	Strategic Management	Core	4	4	20	10	70	100
3	MB 303	Managerial Communication	Core	4	4	20	10	70	100
5	MB305	Interdisciplinary Courses a) e-Business Or b) Business Law	Open	4	4	20	10	70	100
6	MB306 MB307 MB308 MB309	Discipline Specific Elective I  One elective group from A/B/C/D groups consisting of 3 papers with 4 credits each (4 hours per week)	DSC	12	12	60	30	210	300
				28	28	140	70	490	700
<b>MBA IV Semester</b>									
Sl.No	Course No	Title	Nature	Contact Hours	Credits	Internal		External	Total
						Test	Seminar		
1	MB401	Operations Management	Core	4	4	20	10	70	100
2	MB402	International Business	Core	4	4	20	10	70	100
3	MB403	Creativity and Innovations	Core	4	4	20	10	70	100
4	MB404A	Project Report	Field Work	0	2			100	100
4	MB404B	Project Viva-voce	Grading	0	2			50	50
4	MB404	Inter Disciplinary Elective II a) Personal Finance (or) b) MIS	Open	4	4	20	10	70	100
5	MB405 MB406 MB407 MB408	Discipline Specific Electives (3) I One elective group from A/B/C/D groups consisting of 3 papers with 4 credits each (4 hours per week)	DSC	12	12	60	30	210	300
		Total		28	32	140	70	640	850

### III Semester Elective Course Structure

<b>Group-A: HUMAN RESOURCE MANAGEMENT</b>								
6	MB306A	Human Resource Development	4	4	20	10	70	100
7	MB307A	Labour Laws	4	4	20	10	70	100
8	MB308A	Organisation Development	4	4	20	10	70	100
<b>Group-B: MARKETING MANAGEMENT</b>								
6	MB306B	Consumer Behaviour	4	4	20	10	70	100
7	MB307B	Advertising & Sales Management	4	4	20	10	70	100
9	MB309B	Product & Brand Management	4	4	20	10	70	100
<b>Group-C: FINANCIAL MANAGEMENT</b>								
6	MB306C	Security Analysis & Portfolio Management	4	4	20	10	70	100
7	MB307C	Indian Financial System	4	4	20	10	70	100
9	MB309C	Corporate Taxation & Planning	4	4	20	10	70	100
<b>Group-D: SYSTEMS MANAGEMENT</b>								
6	MB306D	Relational Data Base Management System	4	4	20	10	70	100
7	MB307D	Management of Software Projects	4	4	20	10	70	100
8	MB308D	Enterprise Resource Planning (ERP)	4	4	20	10	70	100

### IV Semester Elective Course Structure

<b>Group-A: HUMAN RESOURCE MANAGEMENT</b>								
7	MB406A	Management of Industrial Relations	4	4	20	10	70	100
8	MB407A	Compensation Management	4	4	20	10	70	100
9	MB408A	Strategic Human Resource Management	4	4	20	10	70	100
<b>Group-B: MARKETING MANAGEMENT</b>								
6	MB405B	Services Marketing	4	4	20	10	70	100
8	MB407B	Rural Marketing	4	4	20	10	70	100
9	MB408B	Supply Chain Management	4	4	20	10	70	100
<b>Group-C: FINANCIAL MANAGEMENT</b>								
6	MB405C	International financial Management	4	4	20	10	70	100
8	MB407C	Strategic Financial Management	4	4	20	10	70	100
9	MB408C	Financial Derivatives	4	4	20	10	70	100
<b>Group-D: SYSTEMS MANAGEMENT</b>								
6	MB405D	Artificial Intelligence	4	4	20	10	70	100
7	MB406D	Data Communications and Networking	4	4	20	10	70	100
9	MB408D	Data Mining and Data Warehousing	4	4	20	10	70	100