



ST. VINCENT PALLOTTI COLLEGE OF ENGINEERING & TECHNOLOGY, NAGPUR

(An autonomous institution affiliated to Rashtrasant Tukadoji Maharaj Nagpur University)

B.B.A Scheme of Examination & Syllabus 2026-27

BACHELOR OF BUSINESS ADMINISTRATION

BBA PROGRAM - CREDIT FRAMEWORK STRUCTURE

Semester	I	II	III	IV	V	VI	VII	VIII	Total Credits
Program Core Course (PCC)	6	9	12	6	3	6	3	-	39
Discipline Specific course (DSC)	-	4	9	6	-	-	-	-	19
Discipline Elective Course (DSE)	-	-	-	-	18	-	18	-	36
Skill Enhancement Courses (SEC)	4	3	1	4	-	-	-	-	12
Ability Enhancement Course (AEC)	1	2	0	2	-	-	-	-	5
Multidisciplinary Course (MDC)	-	2	-	-	-	-	-	-	2
Indian Knowledge System (IKS)	3	-	-	-	-	-	-	-	3
Value Added / Education Course (VAC)/(VEC)	6	1	1	-		-	-	-	8
Research Methodology	-	-	-	3	-	-	-		3
Projects	-	-	-	-		12	-	20	30
Internships	-	-	-	-	1	-	-	-	9
Total Credits	20	21	23	21	22	18	21	20	166

		July 2026	NEP 1.0	Applicable for 2026-30 Admitted
Chairman - BoS	Dean – Academics	Date of Release	Version	



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BACHELOR OF BUSINESS ADMINISTRATION

SECOND SEMESTER

Sr. No.	Course Category	Course Code	Course Title	Hours per Week			Credits	Maximum Marks				Min. Passing marks	No. of Hours for ESE
				L	T	P		Mid-Sem Exam	Continual Assessment	End-Sem Exam	Total Marks		
1	PCC	26BB201T	Organizational Behavior	3	-	-	3	20	20	60	100	45	3
2	PCC	26BB202T	Statistics for Management	3	-	-	3	20	20	60	100	45	3
3	PCC	26BB203T	Business Environment	3	-	-	3	20	20	60	100	45	3
4	DSC	26BB204T	Financial Accounting	3	1	0	4	20	20	60	100	45	3
5	SEC	26BB205P	Business Communication Lab	-	-	2	1	-	25	25	50	23	1.5
6	SEC	26BB206P	Computer Application in Management	-	-	4	2	-	25	25	50	23	1.5
7	AEC	26BB207T	Foundation of Managerial Effectiveness	2	-	-	2	20	20	60	100	45	3
8	MDC	26BB208T	Study of Cultures	2	-	-	2	10	10	30	50	23	1.5
9	VAC	26BB209P	Health-Fitness-Wellbeing	-	-	2	1	-	50	-	50	23	-
Total				16	1	8	21	110	210	380	700	-	-

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BBA Scheme of Examination & Syllabus 2026-27**BACHELOR OF BUSINESS ADMINISTRATION****SECOND SEMESTER**

Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation			
						MSE	CA	ESE	Total
26BB201T	Organizational Behaviour	3	-	-	3	20	20	60	100

Course Objectives	Course Outcomes
This course is intended 1. To understand the fundamentals of Organizational Behaviour 2. This course aims to provide students with a foundational and applied understanding of human behaviour in Organisational settings. 3. By exploring concepts taught in this course students will learn to analyse and evaluate individual and group behaviour to enhance Organisational effectiveness. 4. To apply behavioural concepts in real business situations	Students will be able to 1. Explain and describe the fundamental concepts of Organisational behaviour. 2. Apply motivational theories to workplace scenarios, analyse the role of motives in driving behaviour, and evaluate motivation strategies for enhancing employee performance. 3. Apply leadership theories and team-building principles, analyse group formation and dynamics, and evaluate effective group functioning in formal and informal settings. 4. Apply power and political tactics in Organisational contexts, analyse causes and types of conflict, and evaluate strategies for managing Organisational conflict productively. 5. Apply key concepts to assess Organisational culture and climate, analyse factors driving change and resistance, and evaluate strategies for implementing and sustaining effective Organisational change.

Unit I	[7 Hrs]
Introduction to Organization Behaviour: Definition, Importance, Scope, Fundamental Concepts of OB, And Evolution of OB.	
Unit II	[9 Hrs]
Motivation: Definition, Importance, Motives- Characteristics, Classification of motives - Primary & Secondary motives, Theories of Motivation	
Unit III	[11 Hrs]
Group Dynamics & Leadership: Concept of Leadership, Theories of Leadership, Concept of Group & Team, Theories of Group Formation, Formal and Informal Groups, Importance of Teambuilding,	
Unit IV	[9 Hrs]
Power Dynamics & Conflict Management: Concept of Power Dynamics, Bases of power, Power Tactics, Social-network analysis, how politics affects people, causes & consequences of political behaviour, Conflict Management: Definition, Traditional vis- à- vis Modern view of conflict-Types of conflict- Intrapersonal, Interpersonal, Intra-group and Inter-group, Constructive and Destructive conflict.	
Unit V	[9 Hrs]
Organisation Culture and Organisational Change: Organisation Climate, Factors Affecting Organisation Climate, Determinants & Measurement of Job Satisfaction, Characteristics & Objectives, Nature, levels of change, Pressures for change, The Domino effect, Responses to change, Force field analysis, Change process, Resistance to change, Dynamics of change.	

Text Books

Sr. No.	Title	Authors	Edition	Publisher
1	Organisation Behaviour	Robbins	Latest Edition	Pearson
2	Organisation Behaviour	Cases & Games	Latest Edition	Himalaya Publishing House

Reference Books

Sr. No.	Title	Authors	Edition	Publisher
1	Organisation Behaviour	Luthans	Latest Edition	Tata McGraw
2	Organisation Behaviour	V Newstrom & Davis	Latest Edition	Tata McGraw
3	Organisation Behaviour	R. Fincham	Latest Edition	Oxford

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BBA Scheme of Examination & Syllabus 2026-27**BACHELOR OF BUSINESS ADMINISTRATION****SECOND SEMESTER**

Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation			
26BB202T	Statistics for Management	3	-	-	3	MSE	CA	ESE	Total
						20	20	60	100

Course Objectives	Course Outcomes
This course is intended 1. This course aims to develop a foundational and applied understanding of statistical methods. 2. Including measures of central tendency and dispersion, correlation, regression, and probability distributions. 3. It prepares students to analyse data effectively and apply statistical tools for informed decision-making in business and real-world scenarios	Students will be able to 1. Explain and differentiate between various measures of central tendency such as mean, median, mode, quartiles, deciles, and percentiles. 2. Compute, interpret, and compare different measures of dispersion including range, quartile deviation, mean deviation, standard deviation, and skewness. 3. Apply correlation analysis techniques to interpret the strength and direction of relationships between variables in real-world contexts. 4. Perform regression analysis and evaluate its usefulness in predicting outcomes and making informed decisions. 5. Analyze various probability distributions and demonstrate their application in business decision-making scenarios.

Unit I:	[9 Hrs]
Measures of Central Tendency: Introduction, Mean-Mode-median-Quartiles- Decile- percentile for raw data, frequency table and frequency table with range	
Unit II:	[11 Hrs]
Measures of Dispersion and Skewness: Introduction, range, coefficient of range, inter-quartile range, quartile deviation, mean deviation, standard Deviation, variance	
Unit III: III:	[7 Hrs]
Correlation Analysis: Simple Correlation, Two-way Frequency distribution and Rank Correlation	
Unit IV:	[11 Hrs]
Regression Analysis: Introduction & meaning, Basic linear regression, numerical on regression equation of X on Y and regression equation of X on Y. Method of Least Squares	
Unit V: Global Business Environment	[7 Hrs]
Probability Distributions: Binomial, Poisson and Normal Distributions Text Books	

Text Books:

Sr.No.	Title	Authors	Edition	Publisher
1	Business Statistics	Dr S K Khandelwal	Latest Edition	International Book House
2	Statistical Methods	S P Gupta	Latest Edition	S Chand

Reference Books:

Sr.No.	Title	Authors	Edition	Publisher
1	Statistics, Theory, Methods & Applications	NG Das & JK	Latest Edition	McGraw Hill
2	Statistical Methods	Sancheti & Kapoor	Latest Edition	McGraw Hill
3	Business Mathematics & Statistics	Digambarpatri	Latest Edition	Worth Publishers

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SECOND SEMESTER

Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation			
						MSE	CA	ESE	Total
26BB203T	Business Environment	3	-	-	3	20	20	60	100

Course Objectives	Course Outcomes
This course is intended 1. To understand internal and external business environment 2. To analyze economic, political, legal, and social factors 3. To develop awareness of global and Indian business context	Students will be able to 1. Describe the components of the business environment in India and globally 2. Analyze the impact of economic, political, legal, and technological factors on business 3. Evaluate government policies, reforms, and regulatory frameworks affecting enterprises. 4. Assess risks and opportunities emerging from environmental changes 5. Examine the role of sustainable and ethical business practices.

Unit I:	[7 Hrs]
Business and Its Environment: Concept and significance of business environment, Micro and macro environment, Environmental scanning	
Unit II:	[11 Hrs]
Economic Environment: Indian economic system, Liberalization, Privatization, Globalization (LPG), Role of public and private sector	
Unit III: III:	[9 Hrs]
Political and Legal Environment: Constitution and business, Industrial policies, Business laws and regulatory framework	
Unit IV:	[9 Hrs]
Social, Cultural, and Technological Environment : Social responsibility of business, Cultural influences, Technological changes and digital transformation	
Unit V: Global Business Environment	[9 Hrs]
Globalization and international business, WTO, IMF, World Bank, MNCs and foreign trade policies	

Text Books:

Sr.No.	Title	Authors	Edition	Publisher
1	Business Environment	K. Aswathappa	Latest Edition	Himalaya Publishing
2	Business Environment	Francis Cherunilam	Latest Edition	Himalaya Publishing

Reference Books:

Sr.No.	Title	Authors	Edition	Publisher
1	Business Environment	P.K. Ghosh	Latest Edition	S Chand
2	Business Environment	Shaikh & Saleem	Latest Edition	Pearson

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SECOND SEMESTER

Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation			
26BB204T	Financial Accounting	3	-	-	3	MSE 20	CA 20	ESE 60	Total 100

Course Objectives	Course Outcomes
This course is intended 1. To familiarize students with accounting concepts and standards 2. To enable preparation and interpretation of financial statements 3. To build a foundation for financial decision-making	Students will be able to 1. Understand and apply accounting concepts, conventions, and accounting standards 2. Prepare journal entries, ledger accounts, trial balance, and rectification of errors 3. Construct financial statements of sole proprietorship and companies. 4. Analyze financial statements using ratio analysis and comparative statements. 5. Interpret accounting information for managerial decision-making.

Unit I	[7 Hrs]
Introduction to Accounting: Meaning, objectives, and functions of accounting, Users of accounting information, Accounting concepts, conventions, and principles, Accounting standards (overview)	
Unit II	[9 Hrs]
Journal, Ledger, and Trial Balance: Double entry system, Journal entries, Ledger posting, Trial balance and errors	
Unit III:	[11 Hrs]
Final Accounts of Sole Proprietor: Trading Account, Profit and Loss Account, Balance Sheet, Adjustments	
Unit IV:	[7 Hrs]
Depreciation and Inventory Valuation Depreciation: meaning, causes, methods, Inventory valuation methods, Treatment in final accounts	
Unit V:	[9 Hrs]
Introduction to Financial Statements Analysis Meaning and objectives, Basic ratio analysis, Limitations of accounting information	

Text Books:

Sr. No.	Title	Authors	Edition	Publisher
1	Introduction to Accounting	T.S. Grewal	Latest Edition	S. Chand Publications
2	Financial Accounting	R.L. Gupta & V.K. Gupta	Latest Edition	S. Chand Publications

Reference Books:

Sr.No.	Title	Authors	Edition	Publisher
1	Financial Accounting	Jain & Narang	Latest Edition	Kalyani Publishers
2	Advanced Accounting	Shukla & Grewal	Latest Edition	S. Chand Publications

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SECOND SEMESTER

Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation		
26BB205P	Business Communication Lab	-	-	2	1	CA	ESE	Total
						25	25	50

Course Objectives	Course Outcomes
This course is intended 1. To develop effective verbal and non-verbal communication skills 2. To improve public speaking and presentation skills 3. To enhance competency of communication among learners and prepare them for effective workplace communication.	Students will be able to 1. Demonstrate effective corporate communication skills in professional settings. 2. Draft corporate documents including reports, proposals, press releases, and official correspondence. 3. Apply communication strategies in meetings, negotiations, and presentations 4. Utilize digital communication tools for corporate interactions. 5. Exhibit interpersonal and cross-cultural communication competence

Unit I	[7 Hrs]
Communication Basics: Process and types of communication, Barriers to communication	
Unit II	[11 Hrs]
Business Writing: Letters, emails, reports, Notices and circulars	
Unit III	[9 Hrs]
Oral Communication: Presentations, Meetings and negotiations	
Unit IV	[7 Hrs]
Corporate Etiquette: Professional behavior, Cross-cultural communication	
Unit V	[11 Hrs]
Digital Communication: Corporate social media, Online communication tools	

Text Books

Sr. No.	Title	Authors	Edition	Publisher
1	<i>Basic Business Communication</i>	Lesikar & Flatley	Latest Edition	McGraw Hill
2	<i>Business Communication</i>	Meenakshi Raman	Latest Edition	Oxford University Press

Reference Books

Sr. No.	Title	Authors	Edition	Publisher
1	<i>Business Communication</i>	Bovee & Thill	Latest Edition	Pearson
2	<i>On Writing Well</i>	William Zinsser	Latest Edition	Harper Resource Book

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SECOND SEMESTER

Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation		
26BB206T	Computer Application in Management	3	-	-	3	CA	ESE	Total
						25	25	50

Course Objectives	Course Outcomes
This course is intended 1. This course provides students with foundational knowledge of Information Systems (IS), including their types, functions, and organizational roles. 2. It covers key systems such as TPS and DSS, and introduces database concepts and the phases of the System Development Life Cycle (SDLC). 3. Students will also learn to apply SEO techniques and use Google Analytics for website optimization. 4. Additionally, the course develops skills in creating professional documents using MS Word and designing multimedia-rich presentations in MS PowerPoint 5. Word and designing multimedia-rich presentations in MS PowerPoint	Students will be able to 1. Differentiate IS based on their functions and organizational levels. 2. Understand role of Transaction Processing Systems (TPS), Decision Support Systems, Describe the role of databases, Understand the phases of the System Development Life Cycle (SDLC). 3. Apply the principles of SEO and Google Analytics to optimize website performance and analyze user behavior. 4. Ability to design and format official documents, understanding of mail merge for bulk communication, Ability to design visually appealing and informative presentations, Proficiency in integrating multimedia and visual storytelling.

Module 1 - Information Systems – Concepts and Applications	[5 Hrs]
Introduction to Information Systems (IS): Concepts and Definitions, Classification and Types of Information Systems, Purpose and Role of IS in Organizations, Key Systems: Transaction Processing System (TPS), Decision Support System (DSS), Diagrammatic Representation with Real-World Examples	
Module 2 - Fundamentals of Databases and DBMS	[5 Hrs]
Concepts and Functions of Database Management Systems (DBMS), Components of DBMS: Data Models, Schemas, Architecture, Types of DBMS and Database Users	
Module 3 - Relational Databases and E-R Modeling	[8 Hrs]
Relational Database Management System (RDBMS) — Concepts and Features, Entity-Relationship (E-R) Diagram: Symbols, Notations, and Rules, Mapping E-R Diagrams to Tables, Case Study: Sample E-R Diagram and Corresponding Table Design	
Module 4 - System Development Life Cycle (SDLC)	[5Hrs]
Phases of SDLC: Requirement Analysis, System Design, Development, Testing, Implementation, Maintenance, Use of Data Flow Diagrams (DFD) and Modular Design	
Module 5 -	[5 Hrs]
Real-Time Example of an SDLC Project	
Module 6 - Search Engine Optimization (SEO) and Google Analytics	[8Hrs]
Introduction to SEO: Definition and Importance, On-Page and Off-Page Optimization Techniques, Keyword Research, Meta Tags, URL Structuring, Content Optimization, Google Analytics: Setup, Tracking, and Interpreting Data, Hands-On Implementation of SEO for a Sample Website	
Module 7 - Document Creation and Formatting in MS Word	[4 Hrs]
Understand the MS Word interface and basic tools, Create, format, and edit documents, Apply features such as tables, styles, headers/footers, and mail merge.	
Module 8 - Creating Effective Presentations with Microsoft PowerPoint	[5 Hrs]
Learn slide creation, formatting, and design principles, Incorporate multimedia elements (images, audio, video), Use animations, transitions, and slide master.	

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Text Books

Sr.No.	Title	Authors	Edition	Publisher
1	Information Technology for Management	Efraim Turban	Latest Edition	Wiley India
2	Management Information System	Nilanjan Chattopadhyay	Latest Edition	Cengage Learning

Reference Books

Sr. No.	Title	Authors	Edition	Publisher
1	Management Information System	W. S. Javadekar	Latest Edition	McGraw Hill
2	Management Information System	CSV Murthy	Latest Edition	Himalaya Publishing House

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SECOND SEMESTER

Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation			
26BB207T	Foundations of Managerial Effectiveness	2	-	-	2	MSE	CA	ESE	Total
						20	20	60	100

Course Objectives	Course Outcomes
This course is intended - To understand the concept and importance of managerial effectiveness - To develop self-awareness and personal effectiveness skills - To enhance decision-making and problem-solving abilities required for managerial roles. - To build leadership and interpersonal competencies, including communication, motivation, and team management. - To understand ethical values and professional responsibility in managerial practices. - To apply managerial concepts in real-life business situations	Students will be able to - Demonstrate self-awareness and emotional intelligence in professional settings Demonstrate proficiency in business writing and formal correspondence. - Apply goal-setting, time management, and productivity techniques. - Exhibit effective teamwork and interpersonal communication skills - Apply problem-solving and critical thinking tools. - Develop a personal development plan for continuous learning and career growth.

Unit I	[9 Hrs]
Self-Awareness and Self-Management: Personal values and goals, Emotional intelligence, Time and stress management	
Unit II	[9 Hrs]
Interpersonal Effectiveness: Communication skills, Conflict management, Negotiation skills	
Unit III	[10 Hrs]
Team and Leadership Skills: Team dynamics, Leadership styles, Motivation and influence	
Unit IV	[9 Hrs]
Decision Making and Problem Solving: Analytical and creative thinking, Ethical decision making, Problem-solving techniques	
Unit V	[8 Hrs]
Professional Effectiveness: Workplace etiquette, Adaptability and resilience, Continuous learning and career readiness	

Text Books

Sr.No.	Title	Authors	Edition	Publisher
1	Managerial Effectiveness	Bidhi Chand	Latest Edition	Rawat Publishers
2	Foundation of Managerial Effectiveness	Dr. Shiny Chib & Ms. Laila N. Bharaiya	Latest Edition	Thakur Publishers

Reference Books

Sr.No.	Title	Authors	Edition	Publisher
1	The Leadership Challenge	James Kouzes & Barry Z. Posner	Latest Edition	Wiley
2	Communicating for Managerial Effectiveness	SAGE India	Latest Edition	Sage Publishers

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