

GLA University, Mathura

Institute of Business Management

IX Meeting of Board of Courses of Studies

Date: 09.06.2016

AGENDA

- 9.1 Confirmation of the minutes of the VIII meeting of Board of Courses of Studies held on 23.05.2015.
- 9.2 Action taken on the minutes of the last meeting.
- 9.3 To consider & approve the course structure for proposed programme of BBA - Honors
- 9.4 To consider & approve the syllabus for I & II Semester of BBA - Honors
- 9.5 To consider & approve the syllabus for V & VI Semester of BBA - Family Business.
- 9.6 To consider the modifications / revision in some subjects of BBA, BBA - Family Business, B. Com. (Honors) and MBA.
- 9.7 To consider & approve the list of courses having focuses on Employability/Entrepreneurship/Skill Development
- 9.8 To approve the list of examiners for MBA, BBA, BBA — Family Business, BBA — (Hon.) & B.Com. — (Hon.)
- 9.9 To consider and approve course recommended by Training & Development Department
- 9.10 Any other matter with permission of chair.



GLA
UNIVERSITY
MATHURA

Minutes of the IXth meeting of the Board of Studies held on 09th June, 2016

The 9th meeting of the Board of Studies of Institute of Business Management was held on 09th of June, 2016 at 10:30AM in Room No. B-006, Ground Floor – Academic Block V, GLA University.

The Chairman welcomed all the members of the Board of Studies.

The following were present in the meeting:

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|-----------------------------|----------|
| 1. Prof. SomeshDhamija | Member |
| 2. Prof. Gulab Chand Singh | Member |
| 3. Ms. Aneesya Sharma | Member |
| 4. Mr. Krishanveer Singh | Member |
| 5. Mr. Avnish Sharma | Member |
| 6. Mr. Amit Agrawal | Member |
| 7. Mr. ArunKaushal | Member |
| 8. Dr. Preeti Gupta | Member |
| 9. Mr. Jitendra Kumar Dixit | Member |
| 10. Mr. Ram Kumar Dwivedi | Member |
| 11. Ms. Shaifali Garg | Member |
| 12. Mr. AbhinavChandel | Member |
| 13. Mr. Prashant Tiwari | Member |
| 14. Ms. Kavita Sharma | Member |
| 15. Mr. Shiv Kant Tiwari | Member |
| 16. Mr. Ashish Chaturvedi | Member |
| 17. Ms. Megha Bhargava | Member |
| 18. Ms. Shipra Agrawal | Member |
| 19. Dr. Kapil Bansal | Member |
| 20. Ms. RishaKhandelwal | Member |
| 21. Mr. Hari Prapan Sharma | Member |
| 22. Dr. AashishMehra | Member |
| 23. Prof. A.M. Agrawal | Chairman |

The members discussed the agenda and following decisions were taken:

Item No. 9.1: Confirmation of the minutes of the VIII meeting of Board of Courses of Studies held on 23.05.2015.

The minutes were confirmed.

Item No. 9.2: Action taken on the minutes of the last meeting.

Action taken was noted. It was noted that MBA(FB) could not start due to lack of response.

Item No. 9.3: To consider & approve the course structure for proposed programme of BBA –

Honours

A new programme BBA(Honours) has been considered. Views of external experts such as Dr. Nitin Seth (IIFT), Dr. Sanjay Gaur, Prof. P.K. Chaubey, Prof. Nawal Bajpaye, Prof. Satish Handa, Prof. Parul Agrawal and various other stakeholders such as alumni, students and corporate professionals etc. were obtained during their visits to GLAU, their views and suggestions have been incorporated. The course structure was approved.

Item No. 9.4: To consider & approve the syllabus for I & II Semester of BBA - Honours

The syllabus for I & II Semester of BBA (H) was approved Annexure - I

Item No. 9.5: To consider & approve the syllabus for V & VI Semester of BBA – Family Business.

The syllabus for V & VI semester of BBA(FB) was approved.

Item No. 9.6: To consider the modifications / revision in some subjects of BBA, BBA – Family

Business and B. Com. (Honours) Annexure - II

Based on the feedback received from various stakeholders (Faculty, Employer, Students and Alumni) the revision/upgradation/modification in syllabus of existing courses in various programmes is proposed as follows:

Name of Programme	Name of the Courses under consideration for revision	No. of Courses under consideration for revision
BBA FB	Accounting for Managers Environmental Studies Business Wisdom-II Practical on Computer Application in Accounting	4
B.Com (Hons)	Taxation Laws and Practices-II Entrepreneurship and Small Business Management Working Capital Management	3
	Business Communication Fundamental of Accounting	

Necessary changes in existing syllabus have been considered and approved. (Annexure I)

Item No. 9.7: To consider & approve the list of courses having focuses on Employability/Entrepreneurship/ Skill Development Annexure - III

The members considered and approved the list of courses having focuses on Employability/Entrepreneurship/Skill Development in relevant programme. Details enclosed as annexure II

Item No. 9.8: To approve the list of examiners for MBA, BBA, BBA – Family Business, BBA – (Hon.) & B.Com. – (Hon.)

The list (confidential) was approved.

Item No. 9.9: Training & Development Department of the University recommended to get the syllabus of one course approved in the Board of Studies Meeting of the department. Same was presented in front of the board. After due discussions, the board approved the same whose details are as follows:

Year & Semester	Code & Title of the Course
II Year, III Sem	AHE 3082: Soft Skills & Personality Development

Item No. 9.10: Any other matter with permission of chair.

The meeting ended with thanks to chair.

Prof. Souresh Dhamija



Prof. Vikas Tripathi



Annexure III

1.1.3: Average percentage of courses having focus on Business outcomes/ entrepreneurship/skill development offered by the University (2016-17)

Course Code	Course Name	course focused on Employability/Entrepreneurship/Skill Development
B.COM (H)		
BCH1001	Essentials of Accounting	Skill Development
BCH1002	Micro Economics	Skill Development
BCH1003	Business Organization & Management	Skill Development
AHE1002	Remedial English	Skill Development
BCA1070	Fundamentals of Computers and Data Handling	Skill Development
BCH1081	Practical on Computer Application in Accounting	Skill Development
BCH1099	General Proficiency	Skill Development
BCH2001	Advanced Accounting	Skill Development
BCH2002	Macro Economics	Skill Development
BCH2003	Principles of Marketing	Employability
AHM2004	Commercial Statistics	Employability
AHS1001	Environmental Studies	Employability
AHE2083	English in Practice	Employability
BCH2099	General Proficiency	Employability
BCH3001	Corporate Accounting - I	Skill Development
BCH3002	Taxation Laws & Practices - I	Skill Development
BCH3003	Mercantile Law	Skill Development
BCH3004	Management Accounting	Skill Development
BBA3002	Human Resource Management	Skill Development
AHE3082	Soft Skills & Personality Development	Skill Development
BCH3099	General Proficiency	Skill Development
BCH4001	Corporate Accounting - II	Skill Development
BCH4002	Taxation Laws & Practices - II	Skill Development
BCH4003	Corporate Law	Skill Development
BCH4004	Business & Economic Environment	Skill Development
BBA4001	Business Ethics & Values	Entrepreneurship
AHE4082	Professional Communication & Behavioral Grooming	Entrepreneurship
BCH4099	General Proficiency	Entrepreneurship
BCH5001	Financial Management	Skill Development



BCH5002	Cost Accounting	Skill Development
BCH5003	Management of Financial Institutions & Services	Employability
BCH5004	Principles & Practices of Banking & Insurance	Entrepreneurship
BCH5005	Entrepreneurship & Small Business Management	Entrepreneurship
BCH5099	General Proficiency	Skill Development
BCH6001	Working Capital Management	Skill Development
BCH6002	Investment Management	Skill Development
BCH6003	Auditing	Skill Development
BCH6004	E-Commerce	Entrepreneurship
BCH6005	International Trade	Skill Development
BCH6099	General Proficiency	Skill Development
BBA		
BBA1001	Business Organisation	Skill Development
BBA1102	Business Communication	Skill Development
BBA1103	Fundamentals of Accounting	Skill Development
AHM1003	Business Mathematics	Skill Development
AHS1001	Environmental Studies	Skill Development
BCA1070	Fundamentals of Computers and Data Handling	Skill Development
BCA1090	Practical on Computer Applications	Skill Development
BBA1099	General Proficiency	Skill Development
BBA2001	Management Concepts & Practices	Skill Development
BBA2002	Organizational Behaviour	Employability
BBA2003	Managerial Economics	Employability
BBA2004	Management Accounting	Employability
BBA2105	Business Environment	Employability
AHM2003	Business Statistics	Employability
AHE2083	English in Practice	Skill Development
BBA2099	General Proficiency	Skill Development
BBA3001	Marketing Management	Skill Development
BBA3002	Human Resource Management	Skill Development
BBA3003	Entrepreneurship Development	Skill Development
BBA3004	Financial Management	Skill Development
BBA3005	Fundamentals of Banking and Insurance	Skill Development
BBA3106	Legal & Regulatory Framework of Business	Skill Development
AHE3082	Soft Skills & Personality Development	Skill Development
BBA3099	General Proficiency	Skill Development



BBA4001	Business Ethics & Values	Skill Development
BBA4002	Business Research	Entrepreneurship
BBA4003	Consumer Behaviour	Entrepreneurship
BBA4004	Production & Operations Management	Entrepreneurship
BBA4005	Company Laws	Skill Development
BCA4070	Management Information System	Skill Development
AHE4082	Professional Communication & Behavioral Grooming	Employability
BBA4099	General Proficiency	Entrepreneurship
BBA5001	International Business Management	Entrepreneurship
BBA5099	General Proficiency	Skill Development
BBA6001	Corporate Strategic Management	Skill Development
BBA6099	General Proficiency	Skill Development
BBA5010	Training & Development	Skill Development
BBA5011	Industrial Relations	Entrepreneurship
BBA5012	Group Dynamics & Team Building	Skill Development
BBA5013	Compensation & Reward Management	Skill Development
BBA5020	Sales & Distribution Management	Employability
BBA5021	Rural Marketing	Employability
BBA5022	International Marketing	Employability
BBA5023	Advertising Management	Employability
BBA5030	International Financial Management	Employability
BBA5031	Management of Financial Institutions & Services	Employability
BBA5032	Cost Accounting for Business Managers	Entrepreneurship
BBA5033	Working Capital Management	Entrepreneurship
BBA5040	Managing Small & Family Business	Skill Development
BBA5041	Project Planning & Management	Skill Development
BBA5042	e-Business	Skill Development
BBA5043	Modern Office Management	Skill Development
BBA5050	Principles and Practices of Life Insurance	Entrepreneurship
BBA5151	Functional Aspects of Banking	Skill Development
BBA5052	Insurance Laws and Environment	Skill Development
BBA5053	e-Banking	Entrepreneurship
BBA6010	Negotiation & Counseling	Entrepreneurship
BBA6011	International Human Resource Management	Skill Development
BBA6012	Leadership Skills & Change Management	Skill Development
BBA6013	Labour Laws	Skill Development
BBA6020	Marketing of Services	Skill Development



BBA6021	Retail Management	Entrepreneurship
BBA6022	Product & Brand Management	Skill Development
BBA6023	Customer Relationship Management	Skill Development
BBA6030	Investment Management	Employability
BBA6031	Taxation Laws	Employability
BBA6032	Personal Financial Planning	Skill Development
BBA6033	Corporate Accounting	Skill Development
BBA6040	Creativity & Innovation	Skill Development
BBA6041	Materials Management	Skill Development
BBA6042	Social Responsibility of Business	Entrepreneurship
BBA6043	Export Procedure and Documentation	Employability
BBA6050	Principles and Practices of General Insurance	Employability
BBA6051	Banking Laws & Environment	Employability
BBA6052	Marketing of Financial Products and Services	Employability
BBA6053	Management of Commercial Bank	Employability
BBA FB		
BFB1001	Economics for Managers	Employability
BFB1002	Quantitative Aspects of Business	Entrepreneurship
BBA1001	Business Organisation	Employability
BBA1002	Business Communication	Skill Development
BBA1003	Fundamentals of Accounting	Skill Development
BFB1081	Business Wisdom-I	Skill Development
BFB1082	Practical on Technological Aspects of Business	Skill Development
BFB1099	General Proficiency	Skill Development
BFB2001	Analysis & Design of Business System	Entrepreneurship
BFB2002	Accounting for Managers	Skill Development
BBA2001	Management Concepts & Practices	Employability
BBA2002	Organizational Behaviour	Entrepreneurship
AHS1001	Environmental Studies	Entrepreneurship
BFB2081	Business Wisdom-II	Skill Development
BCH1081	Practical on Computer Application in Accounting	Skill Development
BFB2099	General Proficiency	Skill Development
BFB3001	Financial Management of Business	Employability
BFB3002	Entrepreneurship Development & Management of Family Business	Entrepreneurship
BFB3003	Laws for Business Management	Employability
BBA3001	Marketing Management	Employability
BBA3002	Human Resource Management	Employability



AHE3082/	Soft Skills & Personality Development/Foreign Language-I	Skill Development
BBA3082	(any one to be offered/opted)	Skill Development
BFB3081	Business Wisdom-III	Skill Development
BFB3099	General Proficiency	Skill Development
BFB4001	Management of Business Ambiance & Etiquettes	Skill Development
BFB4002	E-Business Management	Entrepreneurship
BFB4003	Banking & Insurance for Business	Employability
BBA4001	Business Ethics & Values	Entrepreneurship
BBA4003	Consumer Behaviour	Employability
BFB4081	Business Wisdom-IV	Skill Development
BFB4099	General Proficiency	Skill Development
BFB5001	Managing Business Inventiveness & Advancement	Entrepreneurship
BFB5002	Research Methodology for Business	Employability
BBA5001	International Business Management	Employability
BBA6001	Corporate Strategic Management	Employability
BFB5081	Business Wisdom-V	Skill Development
BFB5082	Summer Training Project Presentation	Skill Development
BFB5099	General Proficiency	Skill Development
BFB6001	Management of Public Relations & Cross Cultural Issues	Employability
BFB6002	Business Operations Management	Employability
BFB6003	Management of Foreign Trade	Employability
BBA5011	Industrial Relations	Employability
BFB6081	Business Wisdom-VI	Skill Development
BFB6082	Practical on Development of Business Plan	Skill Development
BFB6099	General Proficiency	Skill Development
BBA (H)		
BBH1001	Essentials of Management	Employability
BBH1002	Economic Concepts & Practices	Employability
AHE1002	Remedial English	Skill Development
BFB1002	Quantitative Aspects of Business	Skill Development
AHS1001	Environmental Studies	Employability
BBA1103	Fundamentals of Accounting	Skill Development
BBH1080	Developing Competitive Edge - I	Employability
BBH1081	Managerial Aptitude - I	Skill Development



BBH1099	General Proficiency	Skill Development
BBH2001	Organisation and Administration for Business	Entrepreneurship
BBH2002	Human Values and Professional Ethics	Entrepreneurship
BBH2003	Managing Equality & Diversity	Entrepreneurship
BBH2004	Communication Techniques & Presentation Skills	Skill Development
BFB2001	Analysis & Design of Business System	Entrepreneurship
BFB2002	Accounting for Managers	Skill Development
BBH2080	Developing Competitive Edge - II	Employability
BBH2081	Managerial Aptitude - II	Skill Development
BBH2099	General Proficiency	Skill Development
MBA Dual		
MBA1101	Business Environment	Employability/Entrepreneurship
MBA1102	Financial Accounting	Employability
MBA1103	Micro Economics	Employability
MBA1104	Principles and Practices of Management	Skill Development
MBA1105	Business Communication	Skill Development
MBA1106	Quantitative Techniques	Skill Development
MBA1107	Computer Applications in Management	Skill Development
MBA1180	Managerial Aptitude - I	Skill Development
MBA 2101	Business Law	Employability/Entrepreneurship
MBA 2102	Macro Economics	Employability
MBA 2103	Cost and Management Accounting	Employability/Skill Development



MBA 2104	Organizational Behaviour	Employability/Entrepreneurship
MBA 2105	Research Methodology	Skill Development/Employability
MBA 2106	Business Statistics	Skill Development
MBA2107	Management Information Systems	Skill Development
MBA 2180	Managerial Aptitude - II	Skill Development
MBA 3101	Financial Management	Employability/Skill Development
MBA 3102	Human Resource Management	Employability/Entrepreneurship
MBA 3103	International Business Management	Employability/Entrepreneurship
MBA 3104	Operations Research	Employability/Skill Development
MBA 3105	Marketing Management	Employability
MBA 3106	Operations Management	Employability/Skill Development
MBA 3107	Technology and Innovation Management	Skill Development
MBA3108	Business Analytics	Employability
MBA3109	Fundamentals of Banking and Insurance	Employability
MBA 3180	Managerial Aptitude - III	Skill Development
MBA 4101	Strategic Management	Skill Development
MBA 4102	Supply Chain Management	Employability/Entrepreneurship
MBA 4181	Summer Training Report	Skill Development
MBA 4180	Managerial Aptitude - IV	Skill Development
MBA 5101	Corporate Governance and Business Ethics	Employability
MBA 5102	Project Management	Employability
MBA 5180	Managerial Aptitude - V	Skill Development
MBA 6131	Entrepreneurship Management	entrepreneurship/skill development
MBA 6132	Innovating for Sustainability	entrepreneurship/skill



		development
MBA 6181	Research Project Report	Skill Development
MBA 6180	Managerial Aptitude - VI	Skill Development
MBA 4103	Business to Business and E- Marketing	Employability
MBA 4104	Consumer Behaviour	Employability
MBA 4105	Product and Brand Management *	Employability
MBA 5103	Marketing Research*	Employability/skill development
MBA 5105	Sales and Distribution Management	Employability
MBA 6103	Advertising Management*	Employability/skill development
MBA 6105	Marketing of Services	Employability
MBA 4106	Training and Development*	Employability
MBA 4107	Leadership and Team Building	Skill Development
MBA 4108	Performance Management and Competency Mapping	Skill Development
MBA 5106	Industrial Relations and Trade Union*	Employability
MBA 5108	Managerial Counseling and Stress Management	Employability
MBA 6106	Conflict Management and Negotiation	Employability/skill development
MBA 6107	Organizational Development*	Employability
MBA 6109	Labour and Social Security Legislations	Employability/skill development
MBA 4109	Business Analysis and Valuation	Employability
MBA 4110	Investment and Portfolio Management*	Employability/Entrepreneurship
MBA 4112	Working Capital Management	Employability
MBA 5109	Financial Derivatives	Employability
MBA 5111	Management of Financial Services and Institutions*	Employability



MBA 5112	Tax Planning	Employability/Entrepreneurship
MBA 6110	International Financial Management	Employability
MBA 6111	Risk and Insurance Management	Employability/Entrepreneurship
MBA 6112	Wealth Management and Personal Financial Planning*	Employability/Entrepreneurship
MBA 4113	Global Business Environment	Employability
MBA 4114	International Trade*	Employability
MBA 4115	International Treaties and Conventions	Employability
MBA 5113	Global Strategic Management	Skill Development
MBA 5114	Export- Import Procedures and Documentation*	Employability/Entrepreneurship
MBA 5115	International Logistics	Employability/Entrepreneurship
MBA 6113	Cross Cultural Issues in International Management*	Employability
MBA 6108	International and Strategic Dimensions of Human Resource	Skill Development
MBA 6104	International Marketing	Employability
MBA 4116	Business Intelligence and Data Mining*	Employability/Entrepreneurship
MBA 4117	Database Management System	Skill Development
MBA4118	Internet Programming and Visual Basics	Skill Development
MBA 5116	E-Business*	Employability/Entrepreneurship
MBA 5117	Strategic Information System Planning	Skill Development
MBA 5118	System Analysis and Design	Employability/Entrepreneurship
MBA 6114	Data Communication Networks*	Skill Development
MBA 6115	Software Management	Skill Development
MBA 4119	Finance in Retail Operations	Employability
MBA 4120	Fundamentals of Retail Management*	Employability



MBA 4121	Shoppers' Behaviour and Selling Skills	Employability
MBA 5119	Legal issues in Retail	Employability/skill development
MBA 5120	Retail Store Operation	Employability
MBA 5121	Store Design Layout and Visual Merchandising*	Employability/Entrepreneurship
MBA 6119	Retail Information Systems	Skill Development
MBA 6120	Retail Merchandising	Employability
MBA 6121	Retail Supply Chain Management and Vendor Development*	Employability
MBA 4122	Environmental Management for Rural Development	Employability
MBA 4123	Inclusive Growth for Sustainable Development*	Employability
MBA 4124	Non Government Organizations Management	Employability/Entrepreneurship
MBA 5122	Developmental Projects and Impact assessment	Employability
MBA 5110	Micro Finance*	Employability
MBA 5104	Rural Marketing Management	Employability
MBA 6122	Livelihood System and Promotion	Employability
MBA 6123	Participatory Research Methods	Skill Development
MBA 6124	Public Policy and Health*	Employability
MBA 4125	Management of Innovation and Research and Development.	Employability/skill development
MBA 4111	Mergers, Acquisition and Corporate Restructuring	Employability
MBA 4127	Technology Policy *	Employability
MBA 4128	Business Intelligence	Employability/skill development
MBA 5125	Knowledge management Techniques for Technology Management	Skill Development



MBA 5126	Management of Intellectual Property Rights*	Employability
MBA 5107	Change Management	Employability
MBA 6125	Strategy Implementation and Control*	Skill Development
MBA 6126	Technology Forecasting	Employability/skill development
MBA 6127	Management of Technology Transfer and Adaption	Employability/skill development
MBA 4129	Advance Project Management	Employability
MBA 4130	Demand and Business Forecasting*	Employability
MBA 4131	Operations Strategy	Skill Development
MBA 5128	Advanced Inventory Control	Employability
MBA 5129	Manufacturing System	Employability
MBA 5130	Total Quality Management*	Employability/skill development
MBA 6128	Service Operations Management	Employability/skill development
MBA 6129	Total Productivity Management	Employability
MBA 6130	Purchase Management*	Employability
MBA4132	Management of Commercial Banks and Retail Banking*	Employability
MBA4133	Security Analysis and Portfolio Management	Employability/Entrepreneurship
MBA4134	Investment Banking	Employability
MBA5140	Financial Markets and Institutions*	Employability
MBA5141	Risk Management in Banks and Derivatives	Employability
MBA5142	Rural Banking and Micro Finance	Employability
MBA6133	Principles and Practices of Life Insurance*	Employability
MBA6134	Fundamentals of General Insurance	Employability
MBA6135	International Banking	Employability/Entrepreneurship



MBA4135	Business Modeling with Spreadsheets	Employability/skill development
MBA4136	Data Environment and Management	Employability/skill development
MBA5143	Data Mining	Employability/skill development
MBA5135	Data Visualization*	Employability/skill development
MBA5136	Big Data Analysis	Employability/skill development
MBA6141	Predictive Modeling	Employability/skill development
MBA6142	Marketing Analytics	Employability/skill development
MBA6143	Financial Analytics	Employability
MBA6136	Human resource Analytics	Employability
MBA6144	Programming for Analytics	Skill Development
MBA4138	Logistics Management*	Employability
MBA4139	Recent Trends in E-Commerce	Employability
MBA4140	Store Keeping and Warehousing	Employability
MBA5137	Purchasing and Inventory Management*	Employability
MBA5138	Green Supply chain Management	Employability
MBA5139	Strategic and Implementation Issues in SCM	Skill Development
MBA6138	Performance Metrics and Modeling	Employability/skill development
MBA6139	Enterprise Resource Planning*	Skill Development
MBA6140	Supply chain Analytics	Employability/Entrepreneurship

