



SIPNA COLLEGE OF ENGINEERING & TECHNOLOGY, AMRAVATI

SoE. No.
24MB-01

An Autonomous Institute

Affiliated to Sant Gadge Baba Amravati University,

Amravati, Maharashtra (India)

(Approved by AICTE, New Delhi and Recognized by DTE, Maharashtra)

(Accredited 'A+' Grade by NAAC)

Master of Business Administration (MBA)

Programme Scheme of Examination (SoE)




Department of Business Administration (MBA)

(Semester Pattern)

Effective from Academic Year 2024-25

Prepared By: Boards of Studies - Department of Business Administration (MBA)

Approved By: Academic Council - Sipna COET, Amravati

			31-08-2024	1.00
Chairman Board of Studies	Dean Academics	Chairman Academic Council	Date of Release	Version



Definition of Subject Code:

1 st & 2 nd letter (Degree Programme)	3 rd & 4 th letter (Applicable to which students)	5 th & 6 th letter (Course category)	7 th & 8 th letter (Sr. no. of Subject)	9 th & 10 th Letters (Teaching Dept.)	11 th letter (Semester)	12 th letter (Theory or Practical)
MB	AL	PC	01	MB	1	T
MB: MBA BT: B. Tech. MT: M. Tech.	AL – Subjects for All FM – Finance Management MM: Marketing Management HR - Human Resource Management BA: Business Analytics OP: Operation Management RM: Retail Management	PC: Program Core PE: Program Elective AE: Ability Enhancement AU: Audit Course OE: Open Elective PR: Project FE: Floating Elective IN: Internship	Sr. no. of course in the particular Course category from 1 st to 4 th semester.	MB: Department of Business Administration	1. First Semester 2. Second Semester 3. Third Semester 4. Fourth Semester	T: Theory P: Practical


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 Academic Council Meeting
 Dated: 31/8/2024



In Front of Nemani Godown, Badnera Road, Amravati - 444701

Category-wise Courses Master Lists

Course Category: Programme Core Course (PCC)		
S. N.	Course Name	Course Code
1	Managerial Economics	MBALPC01MB1T
2	Financial Reporting, Statements & Analysis	MBALPC02MB1T
3	Business Statistics and Analytics for Decision Making	MBALPC03MB1T
4	Computer Application for Business	MBALPC04MB1T
5	Organizational Behaviour & Design	MBALPC05MB1T
6	Entrepreneurship Development	MBALPC06MB1T
7	Business Ethics & Corporate Governance	MBALPC07MB1T
8	Corporate Finance	MBALPC08MB2T
9	Marketing Management	MBALPC09MB2T
10	Human Resource Management	MBALPC10MB2T
11	Research Methodology	MBALPC11MB2T
12	Managerial Skills for Effectiveness	MBALPC12MB2T
13	Legal Business Environment	MBALPC13MB2T
14	Production & Operation Management	MBALPC14MB2T
15	Strategic Management	MBALPC15MB3T


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Course Category: Programme Elective Course (PEC)		
S. N.	Course Name	Course Code
1	Investment Analysis & Portfolio Management	MBFMPE01MB3T
2	Financial Derivatives	MBFMPE02MB3T
3	International Finance	MBFMPE03MB3T
4	Corporate Restructuring & Valuation	MBFMPE04MB3T
5	Behavioral Finance	MBFMPE05MB4T
6	Financial Modeling Using Excel	MBFMPE06MB4T
7	Financial Markets & Services	MBFMPE07MB4T
8	Managing Banks & Financial Institution	MBFMPE08MB4T
9	Consumer Behaviour & Insight	MBMMPE01MB3T
10	Sales & Distribution Management	MBMMPE02MB3T
11	Brand Management	MBMMPE03MB3T
12	Digital Marketing & Analytics	MBMMPE04MB3T
13	International Marketing	MBMMPE05MB4T
14	Advertising & Sales Promotion Management	MBMMPE06MB4T
15	Retail Management	MBMMPE07MB4T
16	Service Marketing	MBMMPE08MB4T
17	Performance Management System	MBHRPE01MB3T
18	Employee Relation & Labour Laws	MBHRPE02MB3T



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19	Compensation & Benefits Management	MBHRPE03MB3T
20	Training and Development	MBHRPE04MB3T
21	Team Dynamics	MBHRPE05MB4T
22	Managing Works Stress	MBHRPE06MB4T
23	Organizational Development & Intervention Strategies	MBHRPE07MB4T
24	International HRM	MBHRPE08MB4T
25	Analytics for Business	MBBAPE01MB3T
26	Data Analytics Using Python	MBBAPE02MB3T
27	Applied Statistics for Decision Making	MBBAPE03MB3T
28	Data Mining and Data Warehousing	MBBAPE04MB3T
29	Data Visualization for Managers	MBBAPE05MB4T
30	Financial Analytics	MBBAPE06MB4T
31	Marketing Analytics	MBBAPE07MB4T
32	HR Analytics	MBBAPE08MB4T
33	OR Application	MBOMPE01MB3T
34	Project Management	MBOMPE02MB3T
35	Management of Manufacturing Systems	MBOMPE03MB3T
36	Logistics & Supply Chain Management	MBOMPE04MB3T
37	Supply Chain Analytics	MBOMPE05MB4T
38	Lean Management	MBOMPE06MB4T



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39	Service Operation Management	MBOMPE07MB4T
40	Quality Management	MBOMPE08MB4T
41	E- Retailing	MBRMPE01MB3T
42	Retail Consumer Behaviour	MBRMPE02MB3T
43	Retail Strategy	MBRMPE03MB3T
44	Retail Operation Management	MBRMPE04MB3T
45	Retail Analytics	MBRMPE05MB4T
46	Retail Integrated Communication	MBRMPE06MB4T
47	Retail Brand Management	MBRMPE07MB4T
48	Ethics & Sustainability in Retail	MBRMPE08MB4T

Course Category: Ability Enhancement Course (AEC)

S. N.	Course Name	Course Code
1	Business Communication & Etiquette	MBALAE01MB1P
2	Advance Excel	MBALAE02MB2P

Course Category: Audit Course (AUC)

S. N.	Course Name	Course Code
1	Computer Competency	MBALAU01MB1P
2	Foreign Language	MBALAU02MB2P

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Course Category: Open Elective (MOOC) Course (OEC)

S. N.	Course Name	Course Code
1	MOOC	MBALOE01MB4T

Course Category: Project

S. N.	Course Name	Course Code
1	Dissertation / Project	MBALPR01MB3P
2	Dissertation / Project	MBALPR02MB4P

Course Category: Floating Elective Course (FEC)

S. N.	Course Name	Course Code
1	Financial Management	MBFMFE01MB4T
2	Marketing Management	MBMMFE01MB4T
3	Human Resource Management	MBHRFE01MB4T
4	Business Analytics	MBBAFE01MB4T
5	Retail Management	MBRMFE01MB4T
6	Operation Management	MBOMFE01MB4T

Course Category: Internship

S. N.	Course Name	Course Code
1	Summer Internship Programme	MBALIN01MB3P



SCHEME SEMESTER -I

Scheme for First Year Master of Business Administration (MBA Semester -I)

S. N.	Course Name	Course Code	Course Plan per Week (Hrs)				Credits	Theory Evaluation			Practical Evaluation		Total	ESE Time (Hrs)
			L	P	T	Hrs		MSE	TA	ESE	INT	EXT		
Program Core Courses														
1	Managerial Economics	MBALPC01MB1T	3	-	-	3	3	30	10	60	-	-	100	2.5
2	Financial Reporting & Statements Analysis	MBALPC02MB1T	3	-	-	3	3	30	10	60	-	-	100	2.5
3	Business Statistics and Analytics for Decision Making	MBALPC03MB1T	3	-	-	3	3	30	10	60	-	-	100	2.5
4	Computer Application for Business	MBALPC04MB1T	3	-	-	3	3	30	10	60	-	-	100	2.5
5	Organizational Behaviour & Design	MBALPC05MB1T	3	-	-	3	3	30	10	60	-	-	100	2.5
6	Entrepreneurship Development	MBALPC06MB1T	3	-	-	3	3	30	10	60	-	-	100	2.5
7	Business Ethics & Corporate Governance	MBALPC07MB1T	3	-	-	3	3	30	10	60	-	-	100	2.5
Ability Enhancement Course														
8	Business Communication & Etiquettes	MBALAE01MB1P	-	1	1	2	2	-	-	-	30	20	50	-
Audit Course														
9	Computer Competency	MBALAU01MB1P	-	1	1	2	-	-	-	-	-	-	-	-
TOTAL			21	2	2	25	23	210	70	420	30	20	750	-
L = Lecture P: Practical T: Tutorial MSE: Mid Semester Exam ESE: End Semester Exam TA: Teacher Assessment INT: Internal EXT: External														

Note: Suitable number of hours per week are allotted for continuous evaluation process of above subjects. (Total contact hours per week = 34 Hrs.)



SCHEME SEMESTER -II

Scheme for First Year Master of Business Administration (MBA Semester -II)

Sr. No.	Course Name	Course Code	Course Plan per Week (Hrs)				Credits	Theory Evaluation			Practical Evaluation		Total	ESE Time (Hrs)
			L	P	T	Hrs		MSE	TA	ESE	INT	EXT		
Program Core Courses														
1	Corporate Finance	MBALPC08MB2T	3	-	-	3	3	30	10	60	-	-	100	2.5
2	Marketing Management	MBALPC09MB2T	3	-	-	3	3	30	10	60	-	-	100	2.5
3	Human Resource Management	MBALPC10MB2T	3	-	-	3	3	30	10	60	-	-	100	2.5
4	Research Methodology	MBALPC11MB2T	3	-	-	3	3	30	10	60	-	-	100	2.5
5	Managerial Skills for Effectiveness	MBALPC12MB2T	3	-	-	3	3	30	10	60	-	-	100	2.5
6	Legal Business Environment	MBALPC13MB2T	3	-	-	3	3	30	10	60	-	-	100	2.5
7	Production & Operation Management	MBALPC14MB2T	3	-	-	3	3	30	10	60	-	-	100	2.5
Ability Enhancement Course														
8	Advance Excel	MBALAE02MB2P	-	1	1	2	2	-	-	-	30	20	50	
Audit Course														
9	Foreign Language	MBALAU02MB2P	-	1	1	2	-	-	-	-	-	-	-	-
TOTAL			21	2	2	25	23	210	70	420	30	20	750	-

L = Lecture P: Practical T: Tutorial MSE: Mid Semester Exam ESE: End Semester Exam TA: Teacher Assessment INT: Internal EXT: External

Note: Suitable number of hours per week are allotted for continuous evaluation process of above subjects. (Total contact hours per week = 34 Hrs.)



MBA SCHEME SEMESTER -III

Scheme for Second Year Master of Business Administration (MBA Semester -III)														
Sr. No.	Course Name	Course Code	Course Plan per Week (Hrs)				Credits	Theory Evaluation			Practical Evaluation		Total	ESE Time (Hrs)
			L	P	T	Hrs		MSE	TA	ESE	INT	EXT		
Program Core Courses														
1	Strategic Management	MBALPC15MB3T	4	0	0	4	4	30	10	60	-	-	100	2.5
Program Elective Courses														
2	Group 1	Course - I	4	0	0	4	4	30	10	60	-	-	100	2.5
3		Course - II	4	0	0	4	4	30	10	60	-	-	100	2.5
4		Course - III	4	0	0	4	4	30	10	60	-	-	100	2.5
5		Course - IV	4	0	0	4	4	30	10	60	-	-	100	2.5
Project														
6	Dissertation / Project	MBALPR01MB3P	-	6	-	6	3	-	-	-	60	40	100	-
Internship														
7	Internship	MBALIN01MB3P	-	-	-	-	6	-	-	-	20	80	100	-
TOTAL			20	6	-	26	29	150	50	300	80	120	700	-
L = Lecture P: Practical T: Tutorial MSE: Mid Semester Exam ESE: End Semester Exam TA: Teacher Assessment INT: Internal EXT: External														
Note: Suitable number of hours per week are allotted for continuous evaluation process of above subjects. (Total contact hours per week = 34 Hrs.)														

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MBA SCHEME SEMESTER -IV

Scheme for Second Year Master of Business Administration (MBA Semester -IV)														
Sr. No.	Course Name	Course Code	Course Plan per Week (Hrs)				Credits	Theory Evaluation			Practical Evaluation		Total	ESE Time (Hrs)
			L	P	T	Hrs		MSE	TA	ESE	INT	EXT		
Floating Elective Course														
1	Floating Elective	-	4	0	0	4	4	30	10	60	-	-	100	2.5
Program Elective Courses														
2	Group 2	Course - V	4	0	0	4	4	30	10	60	-	-	100	2.5
3		Course - VI	4	0	0	4	4	30	10	60	-	-	100	2.5
4		Course - VII	4	0	0	4	4	30	10	60	-	-	100	2.5
5		Course - VIII	4	0	0	4	4	30	10	60	-	-	100	2.5
Open Elective														
6	MOOC (Open Elective)	MBALOE01MB4T	-	-	-	-	4	-	-	-	-	-	-	-
Project														
7	Dissertation / Project	MBALPR02MB4P	-	6	-	6	3	-	-	-	60	40	100	-
	TOTAL		20	6	-	26	27	150	50	300	60	40	600	
L = Lecture P: Practical T: Tutorial MSE: Mid Semester Exam ESE: End Semester Exam TA: Teacher Assessment INT: Internal EXT: External														
Note: Suitable number of hours per week are allotted for continuous evaluation process of above subjects. (Total contact hours per week = 34 Hrs.)														


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