

**MASTER OF BUSINESS ADMINISTRATION
MBA (Full Time)**

(TWO YEAR FULL TIME PROGRAMME)

**RULES, REGULATIONS
AND
COURSE CONTENTS**



FACULTY OF MANAGEMENT STUDIES

UNIVERSITY OF DELHI

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**RULES, REGULATIONS
AND
COURSES**

AFFILIATION

The two-year full time programme in Master of Business Administration (MBA) shall be governed by the Faculty of Management Studies, University of Delhi, Delhi – 110007.

THE PROGRAMME STRUCTURE

The Master of Business Administration Programme is divided into two parts as under. Each part will consist of semesters to be known as Semester – 1 and Semester – 2.

		Semester - Odd	Semester- Even
Part I	First Year	Semester - 1	Semester - 2
Part II	Second Year	Semester - 3	Semester - 4

PART I: FIRST YEAR

The schedule of First Year Part I examination shall comprise of two semesters: Semester I and Semester II. At the end of the second semester, students will be required to undergo summer training, based on which the student has to submit a report. The schedule of papers during the first year of the programme shall be as follows:

Semester - 1

MBAFT 6101	Organizational Behaviour
MBAFT 6102	Quantitative Methods
MBAFT 6103	Managerial Economics
MBAFT 6104	Financial Accounting
MBAFT 6105	Marketing Management
MBAFT 6106	Human Resource Management
MBAFT-6107	Business Communication
MBAFT 6108	Information Technology Management

Semester 2

MBAFT 6201	Organization Effectiveness and Change
MBAFT 6202	Management Science
MBAFT 6203	Economic Environment of Business
MBAFT 6204	Financial Management
MBAFT 6205	Management Accounting
MBAFT 6206	Production and Operations Management

MBAFT 6207	Marketing Research
MBAFT 6208	Management of Information System

Summer Training

At the completion of the first two semesters of the first year and before the commencement of the third semester in the second year, the student is required to undergo summer training in an organisation. A report based on the summer training shall be submitted within four weeks from the commencement of the third semester.

PART II: SECOND YEAR

Admission to Part II Second Year of the programme shall be open to only those students who have cleared successfully at least twelve papers out of the sixteen papers offered during First Year of the programme comprising of 1st and 2nd Semesters taken together. However, each student would have to clear the remaining papers while studying in Second Year (Part II).

The schedule of Second Year (Part II) Examination shall comprise of two semesters: Semester 3 and Semester 4. The schedule of papers during Second Year of the programme shall be as follows:

Semester - 3

During Semester 3 of Part II of the programme, in addition to the three compulsory papers, a student shall have to choose five elective courses from the list of optional papers announced at the beginning of Semester 3.

MBAFT-6301	Business Ethics & Corporate Social Responsibility
MBAFT-6302	Strategic Analysis
MBAFT-6303	Legal Environment of Business

In addition a student is required to choose 5 electives

Semester 4

MBAFT-6401	Project Study
MBAFT-6402	Strategic Management
MBAFT-6403	International Business Environment

In addition, a student is required to choose 5 electives

LIST OF ELECTIVE COURSES

AREA -1: FINANCE

MBAFT-7101	Quantitative Analysis of Financial Decisions
MBAFT-7102	Security Analysis and Investment Management
MBAFT-7103	Portfolio Management
MBAFT-7104	International Financial Management
MBAFT-7105	Management of Financial Services
MBAFT-7106	Management Control System
MBAFT-7107	Corporate Taxation
MBAFT-7108	Financial Derivatives
MBAFT-7109	Project Planning, Analysis and Management
MBAFT-7110	Risk Management
MBAFT-7111	Fixed Income Securities
MBAFT-7112	Corporate Governance
MBAFT-7113	Financial Reporting

AREA - 2: MARKETING

MBAFT-7201	Consumer Behaviour
MBAFT-7202	Advertising Management
MBAFT-7203	Competitive Marketing
MBAFT-7204	Business Marketing
MBAFT-7205	Sales Force Management
MBAFT-7206	Service Marketing
MBAFT-7207	Sales Promotion Management
MBAFT-7208	Brand Management
MBAFT-7209	Internet Marketing
MBAFT-7210	Retailing Management
MBAFT-7211	Marketing Channel
MBAFT-7212	Analytical Marketing
MBAFT-7213	Advanced Research Techniques in Marketing

AREA - 3: OB & HRM

MBAFT-7301	Management of Industrial Relations
MBAFT-7302	Human Resource Planning and Development
MBAFT-7303	Manpower Development for Technological Change

MBAFT-7304	Cross Cultural and Global Management
MBAFT-7305	Performance Management
MBAFT-7306	Training and Development
MBAFT-7307	Managing Interpersonal and Group Processes
MBAFT-7308	Managing Diversity
MBAFT-7309	Counselling Skills for Managers
MBAFT-7310	Human Resource Development: Strategies and Systems
MBAFT-7311	Leadership, Power & Politics
MBAFT-7312	Negotiation, Persuasion and Social Influence Skills
MBAFT-7313	Personal Power & Leadership through Asian Values
MBAFT-7314	Compensation Management

AREA - 4: PRODUCTION & OPERATIONS MANAGEMENT

MBAFT-7401	Advanced Operations Management
MBAFT-7402	Operations Strategy
MBAFT-7403	Total Quality Management
MBAFT-7404	Operations Research
MBAFT-7405	Environment and Safety Management
MBAFT-7406	Modelling in Supply Chain Management
MBAFT-7407	Decision Models and Optimization
MBAFT-7408	Quantitative Analysis of Risk and Uncertainty
MBAFT-7409	Production Planning and Control
MBAFT-7410	Supply Chain Management
MBAFT-7411	Technology, Innovation and New Product Management

AREA - 5: ENTREPRENEURSHIP

MBAFT-7501	Entrepreneurial Management
MBAFT-7502	Entrepreneurship, Creativity and Innovation
MBAFT-7503	Social Entrepreneurship
MBAFT-7504	Family Business and Entrepreneurship
MBAFT-7505	Financing the Entrepreneurial Business
MBAFT-7506	Managing the Growing Business

AREA - 6: INFORMATION TECHNOLOGY MANAGEMENT

MBAFT-7601	Managing E-Business
MBAFT-7602	Business Process Re-Engineering

MBAFT-7603	System Analysis and Design
MBAFT-7604	Strategic Management of Information Technology
MBAFT-7605	Database Management Systems
MBAFT-7606	Knowledge Management
MBAFT-7607	Managing IT-Enabled Services
MBAFT-7608	Network Operations, Management & Security
MBAFT-7609	Business Intelligence

AREA - 7: SERVICES MANAGEMENT

MBAFT-7701	Management of NGOs
MBAFT-7702	Tourism Marketing
MBAFT-7703	Transportation Management
MBAFT-7704	Hospitality Marketing
MBAFT-7705	Hospitality Operations Management
MBAFT-7706	Civil Aviation Management
MBAFT-7707	Airport Management
MBAFT-7708	Service Operations Management
MBAFT-7709	Total Service Quality Management

AREA - 8: CONTEMPORARY ISSUES*

MBAFT-7801
MBAFT-7802
MBAFT-7803

* Before the beginning of an academic year a maximum number of three courses on contemporary issues may be announced by faculty members as optional courses to be offered during the coming academic year under intimation to the University.

Note: Students will receive an input of 45 (class) contact hours in each paper. In addition, students are also required to undertake a variety of practical assignments and group work under the supervision of the faculty in every paper.

SCHEME OF EXAMINATIONS

1. English shall be the medium of instruction and examination.
2. Written Examinations shall be conducted at the end of each Semester as per the Academic Calendar notified in advance
3. Each course will carry 100 marks of which 50 marks shall be reserved for internal assessment and the remaining 50 marks for written examination to be held at the end of each semester.
4. The duration of written examination for each paper shall be three hours.
 - 4.1 The internal assessment marks shall be based on factors such as:
 - o Participation in case studies/ discussion, seminars and group activities;
 - o Class tests, quizzes and mid-term tests;
 - o Submission of written assignments, term papers and viva-voce
 - o Class attendance.
 - o The weightage given to each of these factors shall be decided and announced at the beginning of the semester by the individual teacher responsible for the paper, and the marks obtained shall be made open to the students and also shown separately in the mark sheet.
 - 4.2 The scheme of evaluation of paper MBAFT-6401: Project Study shall be as follows:
 - (a) The Project Study shall commence from the third semester and report shall be submitted towards the end of the fourth semester.
 - (b) The written part of the Project Study shall account for 50 marks and the viva-voce to be conducted by a duly constituted examination board for 50 marks.

PASS PERCENTAGE

The minimum marks for passing the examination for each semester shall be 45% in aggregate and a minimum of 40% marks in the semester-end examination in each paper.

However, a candidate who has secured the minimum marks to pass in each paper but has not secured the minimum marks to pass in aggregate or has secured the minimum marks in aggregate but has not secured the minimum marks in the semester-end examination in any paper/s, may reappear in that/ those paper/s in the concerned semester in order to be able to secure the minimum marks prescribed to pass the semester any time during the span period of the programme.

PROMOTION CRITERIA

To be eligible for promotion to the Second Year (Part II) of the programme, a student must clear successfully at least 12 papers out of the 16 papers offered during the first year of the programme. However, he/ she will have to clear the remaining papers while studying in Part-II of the programme.

Eligibility for promotion to the Second Year of the programme will be contingent on the student successfully completing summer training.

DIVISION CRITERIA

The degree shall be awarded to the successful students on the basis of the combined results of Part-I and Part-II in the first year and second year examinations as follows:

- Candidates securing 60% and above : First Division
- Candidates securing above 50% but below 60% : Second Division
- All others : Third Division

RE-EXAMINATION

A candidate who has secured the minimum marks to pass in each paper but has not secured the minimum marks to pass in aggregate or has secured the minimum marks in aggregate but has not secured the minimum marks in the semester-end examination in any paper/s, may take re-examination in that/ those paper/s in order to be able to secure the minimum marks prescribed to pass the semester any time during the span period of the programme.

A student shall be allowed to re appear in any paper in any semester. However, the total number of attempts in a Paper shall not exceed four during the span period of the pro-gramme

Special Provision: However, a special chance will be given to students who fail in Semester-4, Part II, to reappear in a maximum of two papers of Part II in the month of August/September immediately after the declaration of Final Semester results so as to enable them to clear the remaining papers of Semester-4 before joining their respective jobs.

SPAN PERIOD

The span period of the programme is four years from the date of registration in the programme.

A student to be eligible for award of degree has to clear all the papers offered during the two year programme within the span period.

ATTENDANCE

No candidate shall be considered to have pursued a regular course of study unless he/she is certified by the Dean, Faculty of Management Studies, University of Delhi; Delhi to have attended 75% of the total number of class room sessions conducted in each semester during his/her course of study. Any student not complying with this requirement shall not be allowed to appear in the semester examinations. However, the Dean may condone the required percentage of attendance by not more than 10 percent during a semester.

A student not allowed to appear in the preceding semester examinations due to shortage of attendance, may appear in the papers of the preceding semester along with the papers of the current semester after making up the shortfall in the attendance. No remedial/ special classes shall be arranged by the Faculty for the purpose of making up the attendance shortfall.