



UNIVERSITY OF JAMMU

(NAAC ACCREDITED 'A' GRADE' UNIVERSITY)
Baba Sahib Ambedkar Road, Jammu-180006 (J&K)

Academic Section

Email: academicsectionju14@gmail.com

NOTIFICATION (22/Sept./Adp/53)

It is hereby notified for the information of all concerned that the Vice-Chancellor, in anticipation of the approval of the Academic Council, is pleased to authorize the adoption of the Syllabi and Courses of Study in the subject of **BBA** of Semesters **Ist** and **IInd** for **Four Year Under Graduate Programme** under the **Choice Based Credit System** as per **NEP-2020** (as given in the annexure) for the examinations to be held in the years as per the details given below:

Subject	Semester	for the examination to be held in the years
BBA	Semester-I	December 2022, 2023 and 2024
	Semester-II	May 2023, 2024 and 2025

The Syllabi of the courses is available on the University website: www.jammuuniversity.ac.in

Sd/-
DEAN ACADEMIC AFFAIRS

No. F. Acd/II/22/6915-6934

Dated: 28-9-2022

Copy for information and necessary action to:

1. Special Secretary to the Vice-Chancellor, University of Jammu for information of Hon'ble Vice-Chancellor
2. Dean, Faculty of Business Studies
3. Convener, Board of Studies in Business Management,
4. Sr. P.A. to the Controller of Examinations
5. All members of the Board of Studies
6. Confidential Assistant to the Controller of Examinations
7. I/C Director, Computer Centre, University of Jammu
8. Deputy Registrar/Asst. Registrar (Conf. /Exams. UG/ Exam Eval Non-Prof/CDC)
9. Incharge, University Website for Uploading of the notification.

Sumitashamp
27/9
Deputy Registrar (Academic)

27/9/22

Syllabus Structure of BBA at FYUP under CBCS as per NEP-2020

S.No.	Course Type	Course No.	Course Tit'e	credits	Marks				Total Marks
					Theory		Tutorial		
					MST	End Exam	Assess ment	Exam	
1 ST SEMESTER									
1.	Major	UMJBBT101	Management & Organizational Behaviour	3 Th/1 T	15	60	10	15	100
2.	Minor	UMIBBT102	Managerial Economics	3 Th/1 T	15	60	10	15	100
3.	Multi-Disciplinary	UMDBBT103	Business Management	3 Th/1 T	15	60	10	15	100
4.	Skill	USEBBT104	Soft Skills	2	10	40			50
2 ND SEMESTER									
5.	Major	UMJBBT201	Business Ethics & Environment	3 Th/1 T	15	60	10	15	100
6.	Minor	UMIBBT202	Financial Accounting	3 Th/1 T	15	60	10	15	100
7.	Multi-Disciplinary	UMDBBT203	Entrepreneurship Development	3 Th/1 T	15	60	10	15	100
8.	Skill	USEBBT204	Goods and Service Tax	2	10	40			50



BBA

1st Semester

Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-I
(Examinations to be held in December 2022, 2023 and 2024)
Major Course

Course Code: UMJBBT101

**Course Title: Management
Perspectives & Organizational Behaviour**
Total No. of Lecture: Theory: 45 hours
Tutorial: 30 hours

Credits – 4

Maximum Marks – 100

Theory– 75

Tutorial – 25

Duration of Examination: 3 hours

Objective: The objective of this course is to help students understand the conceptual framework of management and organizational behavior and correlate them to manage contemporary organizations.

Unit-I:

Management: Concept, Nature and Evolution of Management Thought: Early contributors, Scientific Management, human behavior and social system school; Decision theory school; Quantitative and system school; Contingency theory of management; Social and Ethical issues in management, Challenges of managing contemporary century corporations/organization.

Unit-II

Managerial Functions: Planning -concept, significance, types; Organizing -concept, principles, theories, types of organizations, authority, responsibility, power, delegation. Decentralization; Staffing; Directing; Coordinating; Control -nature, process, and techniques.

Unit-III

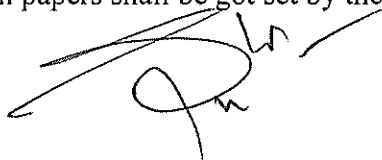
Organizational Behavior: Organizational behavior -concept and significance; Relationship between management and organizational behavior; organizational culture, Attitudes; Perception; Learning; Personality and values; emotions and moods. Motivation: Process of motivation; Theories of motivation; Leadership: Concept; Leadership styles; Theories of Leadership; Contemporary issues in Leadership.

Unit-IV

Group Dynamics and Conflict Management: Group dynamics -definition and importance, types of groups, group formation, group development, group composition, group performance factors; Principle-centered approach to team development. Organizational Conflict and Negotiations, Resolution of conflict. Organizational Development: Concept; Need for change, resistance to change; Theories of planned change; organization change and stress management, Organizational diagnosis.

Note for Paper Setter :

Each course shall be comprised of Mid Semester Assessment Test and End-Semester Examination. The responsibility of conduct and evaluation of the Mid Semester Assessment test lies with the Course Coordinator. The Mid Semester Assessment marks awarded to the students in each course shall be displayed on the notice board well in advance, at least one week before the commencement of End Semester examination. The End Semester Examination shall be conducted by the University and question papers shall be got set by the Controller of Examinations.



Syllabi of BBA at FYUP under CBCS as per NEP-2020
Semester-I
(Examinations to be held in December 2022, 2023 and 2024)
Major Course

Course Code: UMJBBT101

**Course Title: Management
 Perspectives & Organizational Behaviour**
Total No. of Lecture: Theory: 45 hours
Tutorial: 30 hours

Credits – 4

Maximum Marks – 100

Theory - 75

Tutorial - 25

Duration of Examination: 3 hours

Scheme for examination

		Time Allotted	Total Marks (100)
(A)	Theory		Marks (75)
	Mid-term assessment Test	1 ½ hours	15
	External End semester examination shall consist of: <i>Section A:</i> Four (4) short answer questions representing all units/syllabi i.e. one question from each unit. Each question shall be 3 marks (All Compulsory) <i>Section B:</i> Eight (8) long answer questions (four to be attempted) representing whole of the syllabi i.e. two questions from each unit. Each question shall be of 12 marks.	3 hours	60
(B)	Tutorial shall comprise of Case Studies, Role Plays, field visits. etc.	Marks (25)	
	Daily Evaluation	10 Marks for continuous assessment	
	Final Examination	15 Marks for Final examination	

Suggested Readings

1. Griffin, Ricky W: Organisational Behaviour, Houghton Mifflin Co., Boston.
2. Koontz, Harold, Cyril O'Donnell, and Heinz Weihrich: Essentials of Management, Tata McGraw-Hill, New Delhi. Luthans, Fred: Organizational Behaviour, McGraw-Hill, New York.
3. Newstrom, John W. and Keith Davis: Organizational Behavior: Human Behavior at Work, Tata McGraw-Hill, New Delhi.
4. Robbins, Stephen P, and Mary Coulter: Management, Prentice Hall, New Delhi. Robbins, Stephen P: "Organizational Behavior" Prentice Hall, New Delhi.
5. Udai Pareek: Understanding Organizational Behaviour, Oxford University Press, New Delhi.
6. S. Stephen P. Robbins: Organizational Behaviour, Prentice Hall of India Private Limited, New Delhi.



Syllabi of BBA at FYUP under CBCS as per NEP-2020
Semester-I
(Examinations to be held in December 2022, 2023 and 2024)
Minor Course

Course Code: UMIBBT102

Credits – 4

Maximum Marks – 100

Theory– 75

Tutorial - 25

Duration of Examination: 3 hours

Course Title: Managerial Economics

Total No. of Lecture: Theory: 45 hours

Tutorial: 30 hours

Objective: The purpose of this course is to apply economic concepts and techniques in evaluating business decisions taken by firms.

Unit I:

Demand, Supply and Market equilibrium: individual demand, market demand, individual supply, market supply; Elasticities of demand and supply: Price elasticity of demand, income elasticity of demand, cross price elasticity of demand, elasticity of supply;

Unit II:

Law of diminishing margin productivity, three stages of production, optimizing behavior in long run (isoquants, isocost line, optimal combination of resources). Costs and scale: traditional theory of cost (short run and long run, geometry of cost curves, envelope curves), modern theory of cost (short run and long run), economies of scale, economies of scope.

Unit III:

Theory of firm and market organization: perfect competition: short run equilibrium of firm/industry, long run equilibrium of firm/industry; Monopoly: basic features, short run equilibrium, long run equilibrium; price discrimination; Monopolistic competition (basic features, demand and cost, short run equilibrium, long run equilibrium) ; Oligopoly (Cournot's model, kinked demand curve model)

Unit IV:

Factor market: demand for a factor by a firm under marginal productivity theory (perfect competition in the product market, monopoly in the product market), market demand for a factor, supply of labour, market supply of labour, factor market equilibrium.

Note for Paper Setter :

Each course shall be comprised of Mid Semester Assessment Test and End-Semester Examination. The responsibility of conduct and evaluation of the Mid Semester Assessment test lies with the Course Coordinator. The Mid Semester Assessment marks awarded to the students in each course shall be displayed on the notice board well in advance, at least one week before the commencement of End Semester examination. The End Semester Examination shall be conducted by the University and question papers shall be got set by the Controller of Examinations.



Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-I
(Examinations to be held in December 2022, 2023 and 2024)
Minor Course

Course Code: UMIBBT102

Credits – 4

Maximum Marks – 100

Theory– 75

Tutorial - 25

Duration of Examination: 3 hours

Course Title: Managerial Economics

Total No. of Lecture: Theory: 45 hours

Tutorial: 30 hours

Scheme for examination

		Time Allotted	Total Marks (100)
(A)	Theory		Marks (75)
	Mid-term assessment Test	1 ½ hours	15
	External End semester examination shall consist of: <i>Section A:</i> Four (4) short answer questions representing all units/syllabi i.e. one question from each unit. Each question shall be 3 marks (All Compulsory) <i>Section B:</i> Eight (8) long answer questions (four to be attempted) representing whole of the syllabi i.e. two questions from each unit. Each question shall be of 12 marks.	3 hours	60
(B)	Tutorial shall comprise of Case Studies, Role Plays, field visits. etc.	Marks (25)	
	Daily Evaluation	10 Marks for continuous assessment	
	Final Examination	15 Marks for Final examination	

Suggested Readings

1. Dominick Salvatore (2009). Principles of Microeconomics (5th ed.) Oxford University Press
2. Lipsey and Chrystal. (2008). Economics. (11th ed.) Oxford University Press
3. Koutosyannis (1979). Modern Micro Economics. Palgrave Macmillan
4. Pindyck, Rubinfeld and Mehta. (2009). Micro Economics. (7th ed.). Pearson.



Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-I

(Examinations to be held in December 2022, 2023 and 2024)

Multidisciplinary Course

Course Code: UMDBBT 103

Credits – 3

Maximum Marks – 75

Duration of Examination: 3 hours

Course Title: Business Management

Total No. of Lecture: Theory: 45 hours

Objective: The objective of the course is to make the learners to understand the fundamentals of management in the diverse business scenario.

Unit I:

Basis of Management- Management Concept, Nature, Process, Evolution of Management Thoughts, Managerial functions, systems approach, Managerial environment, Approaches to management.

Unit II

Planning and Decision Making- Concept, Nature and Process, MBO, Strategies, Policies and Concept, Types of Planning, Planning premises, Decision Making, Concept, Nature, and Significance, Decision Making as a Process.

Unit III

Organising and Staffing- Nature and Elements, Organising as a process, Organization Structure, Line/Staff authority, decentralization staffing, Meaning, Nature and Importance, Introduction to Performance Appraisal and Managing Organizational Change and Organizational Development.

Unit IV

Direction and Controlling as Management Process -Direction, Meaning, Nature and Significance, Motivation- Meaning, Nature and Significance. Leadership - Meaning, Nature and Significance. Communication- Meaning, Nature, Types and Importance. Controlling- Meaning, Nature, Process and Techniques.

Note for Paper Setter :

Each course shall be comprised of Mid Semester Assessment Test and End-Semester Examination. The responsibility of conduct and evaluation of the Mid Semester Assessment test lies with the Course Coordinator. The Mid Semester Assessment marks awarded to the students in each course shall be displayed on the notice board well in advance, at least one week before the commencement of End Semester examination. The End Semester Examination shall be conducted by the University and question papers shall be got set by the Controller of Examinations.



Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-I

(Examinations to be held in December 2022, 2023 and 2024)

Multidisciplinary Course

Course Code: UMDBBT 103

Credits – 3

Maximum Marks – 75

Suggested Readings

Duration of Examination: 3 hours

Course Title: Business Management

Total No. of Lecture: Theory: 45 hours

Scheme for examination

	Time Allotted	Total Marks 75
Mid-term assessment Test	1 ½ hours	15
External End semester examination shall consist of: <i>Section A:</i> Four (4) short answer questions representing all units/ syllabi i.e. one question from each unit. Each question shall be 3 marks (All Compulsory) <i>Section B:</i> Eight (8) long answer questions (four to be attempted) representing whole of the syllabi i.e. two questions from each unit. Each question shall be of 12 marks.	3 hours	60

Suggested Readings:

1. Koontz and Weihrich (2015) Essential of Management Mc Graw Hill 9th edition.
2. L.M Prasad (2015) Principle of Management S Chand Publisher 9th edition.
3. Pravin Durai Principle of Management Text and Cases Pearson Publisher 1/e.
4. Bhatt and Kumar Management Principles Process and Practices Oxford University Press (2008).



Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-I
(Examinations to be held in December 2022, 2023 and 2024)
Skill Course

Course Code: USBBT 104

Credits – 2

Maximum Marks – 50

Duration of Examination: 2 ½ hours

Course Title: Soft Skills

Total No. of Lecture: Theory: 30 hours

Objective:

This course aims to at enriching the individual's personality and ensuring personal, social and professional productivity and satisfaction.

UNIT-I

Soft Skills: An Introduction – Definition and Significance of Soft Skills; Process, Importance and Measurement of Soft Skill Development. Self-Discovery: Discovering the Self; Setting Goals; Beliefs, Values, Attitude, Virtue. Positivity and Motivation: Developing Positive Thinking and Attitude; Driving out Negativity; Meaning and Theories of Motivation; Enhancing Motivation Levels.

UNIT-II

Public Speaking: Skills, Methods, Strategies and Essential tips for effective public speaking. Group Discussion: Importance, Planning, Elements, Skills assessed; Effectively disagreeing, Initiating, Summarizing and Attaining the Objective. Non-Verbal Communication: Importance and Elements; Body Language. Teamwork and Leadership Skills: Concept of Teams; Building effective teams; Concept of Leadership and honing Leadership skills.

UNIT-III

Interview Skills: Interviewer and Interviewee – in-depth perspectives. Before, During and After the Interview. Tips for Success. Presentation Skills: Types, Content, Audience Analysis, Essential Tips – Before, During and After, Overcoming Nervousness. Etiquette and Manners – Social and Business. Time Management – Concept, Essentials, Tips. Personality Development – Meaning, Nature, Features, Stages, Models; Learning Skills; Adaptability Skills.

Note for Paper Setter :

Each course shall be comprised of Mid Semester Assessment Test and End-Semester Examination. The responsibility of conduct and evaluation of the Mid Semester Assessment test lies with the Course Coordinator. The Mid Semester Assessment marks awarded to the students in each course shall be displayed on the notice board well in advance, at least one week before the commencement of End Semester examination. The End Semester Examination shall be conducted by the University and question papers shall be got set by the Controller of Examinations.



Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-I
(Examinations to be held in December 2022, 2023 and 2024)
Skill Course

Course Code: USEBBT 104

Credits – 3

Maximum Marks – 50

Duration of Examination: 2 ½ hours

Course Title: Soft Skill

Total No. of Lecture: Theory: 30 hours

Scheme for examination

	Time Allotted	Total Marks 75
Mid-term assessment Test	1 ½ hours	10
External End semester examination shall consist of: <i>Section A:</i> Four (4) short answer questions representing all units/ syllabi i.e. one question from each unit. Each question shall be 2 ½ marks (All Compulsory) <i>Section B:</i> Six (6) long answer questions (three to be attempted) representing whole of the syllabi i.e. two questions from each unit. Each question shall be of 10 marks.	2 ½ hours	40

Suggested Readings:

1. Managing Soft Skills for Personality Development – edited by B.N.Ghosh, McGraw Hill India, 2012.
2. English and Soft Skills – S.P.Dhanavel, Orient Blackswan India, 2010.



2nd Semester

Syllabi of BBA at FYUP under CBCS as per NEP-2020

**Semester-II
(Examinations to be held in May 2023, 2024 and 2025)
Major Course**

Course Code: UMJBBT201

Credits – 4

Maximum Marks – 100

Theory– 75

Tutorial - 25

Duration of Examination: 3 hours

Course Title: Business Ethics & Business Environment

Total No. of Lecture: Theory: 45 hours

Tutorial: 30 hours

Objective: The objective of this paper is to make the students understand the importance of ethics in business and practices of good corporate governance. This course also develop an awareness of the issues related to business and to give the participants the basic understanding of the important aspects of business environment.

Unit I

Business ethics: Meaning of ethics, why ethical problems occur in business. Ethical principles in business: Utilitarianism: weighing social cost and benefits, Rights and duties, Justice and fairness, ethics of care, Integrating utility, rights, justice and caring.

Unit II

Business Ethics: An alternative to moral principles: virtue ethics, Moral issues in business: Worker's and employee's rights and responsibilities, Profit maximization vs. social responsibility. Corporate Governance: Concept, Features of Good Governance, Role played by Regulators to improve Corporate Governance.

Unit III

The concept of Business Environment, Significance and Nature; Types of Business Environment: Internal and External Environment. Environment Scanning: Meaning, Nature and Scope; The process of Environmental Scanning PETELS/PESTEL/PEST Analysis.

Unit IV

Business and the Environment: Legal Business Environment and its impact on business; Overview of Economic Environment & its impact on business; Political Environment, Socio-cultural Environment of Business , Technological Environment.

Note for Paper Setter :

Each course shall be comprised of Mid Semester Assessment Test and End-Semester Examination. The responsibility of conduct and evaluation of the Mid Semester Assessment test lies with the Course Coordinator. The Mid Semester Assessment marks awarded to the students in each course shall be displayed on the notice board well in advance, at least one week before the commencement of End Semester examination. The End Semester Examination shall be conducted by the University and question papers shall be got set by the Controller of Examinations.



Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-II (Examinations to be held in May 2023, 2024 and 2025) Major Course

Course Code: UMJBBT201

Credits – 4

Maximum Marks – 100

Theory– 75

Tutorial – 25

Duration of Examination: 3 hours

Course Title: Business Ethics & Business Environment

Total No. of Lecture: Theory: 45 hours

Tutorial: 30 hours

		Time Allotted	Total Marks (100)
(A)	Theory		Marks (75)
	Mid-term assessment Test	1 ½ hours	15
	External End semester examination shall consist of: <i>Section A:</i> Four (4) short answer questions representing all units/syllabi i.e. one question from each unit. Each question shall be 3 marks (All Compulsory) <i>Section B:</i> Eight (8) long answer questions (four to be attempted) representing whole of the syllabi i.e. two questions from each unit. Each question shall be of 12 marks.	3 hours	60
(B)	Tutorial shall comprise of Case Studies, Role Plays, field visits. etc.		Marks (25)
	Daily Evaluation	10 Marks for continuous assessment	
	Final Examination	15 Marks for Final examination	

Suggested Readings:

1. Manuel G Velasquez : Business ethics- concepts and cases Pearson.
2. Luthans Hodgetts and Thompson: Social issues in business, Macmillan USA
3. A.C. Fernando: Business Ethics Pearson Education.
4. A C. Fernando: Corporate Governance Pearson Education.
5. Adrian Davies: Strategic approach to corporate governance Gower Pub Co.
6. N. Gopalswamy: Corporate governance a new paradigm A H Wheeler Publishing Co Ltd.
7. Kevin Gibson: Ethics and Business, An Introduction, Cambridge Applied Ethics
Cambridge University Press Bhanumurthy K V: Ethics and Social Responsibility of Business, Pearson Education India

Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-II
(Examinations to be held in May 2023, 2024 and 2025)
Minor Course

Course Code: UMIBBT202

Credits – 4

Maximum Marks – 100

Theory– 75

Tutorial - 25

Duration of Examination: 3 hours

Course Title: Financial Accounting

Total No. of Lecture: Theory: 45 hours

Tutorial: 30 hours

Objective: The course has been outlined with a purpose to enable students to understand accounting concepts, tools and techniques for taking managerial decisions.

Unit I

Introduction , Meaning of Accountancy, Difference between Book-Keeping and Accounting, Accounting Process, Objectives for accounting, Limitations of Accounting , Basic terminologies in accounting, Accounting Concepts, conventions and Principles; Double Entry Accounting: Introduction, Meaning of double entry accounting, Classification of accounts in relation to Rules of debit and credit; Accounting equation

Unit II

Journal and its characteristics, analysing business transactions and passing entries in a journal, Posting entries into Ledger and significance of Ledger balances. Difference between Journal and Ledger; Preparation of Trail Balance.

Unit III

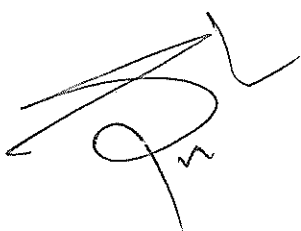
Classification of Receipts and Expenditure into capital and revenue; Contents of Trading and Profit & Loss account; Closing entries of trading account. Preparation of profit and loss account.

Unit IV

Classification and arrangement of assets and liabilities in balance sheet- grouping and marshalling; Distinction between trail balance and balance sheet; Preparation of balance sheet with elementary level adjustments and rationale behind adjustment.

Note for Paper Setter:

Each course shall be comprised of Mid Semester Assessment Test and End-Semester Examination. The responsibility of conduct and evaluation of the Mid Semester Assessment test lies with the Course Coordinator. The Mid Semester Assessment marks awarded to the students in each course shall be displayed on the notice board well in advance, at least one week before the commencement of End Semester examination. The End Semester Examination shall be conducted by the University and question papers shall be got set by the Controller of Examinations.



Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-II (Examinations to be held in May 2023, 2024 and 2025) Minor Course

Course Code: UMIBBT202

Credits – 4

Maximum Marks – 100

Theory– 75

Tutorial - 25

Duration of Examination: 3 hours

Course Title: Financial Accounting

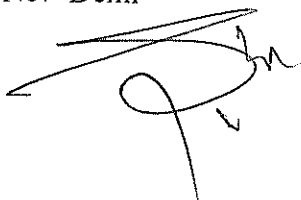
Total No. of Lecture: Theory: 45 hours

Tutorial: 30 hours

		Time Allotted	Total Marks (100)
(A)	Theory		Marks (75)
	Mid-term assessment Test	1 ½ hours	15
	External End semester examination shall consist of: <i>Section A:</i> Four (4) short answer questions representing all units/syllabi i.e. one question from each unit. Each question shall be 3 marks (All Compulsory) <i>Section B:</i> Eight (8) long answer questions (four to be attempted) representing whole of the syllabi i.e. two questions from each unit. Each question shall be of 12 marks.	3 hours	60
(B)	Tutorial shall comprise of Case Studies, Role Plays, field visits. etc.		Marks (25)
	Daily Evaluation	10 Marks for continuous assessment	
	Final Examination	15 Marks for Final examination	

Suggested Readings:

1. C.M Juneja, J.S Arora, R.C. Chawla. Elements of Book-Keeping. Kalyani Publishers; Eighteenth edition (2013)
2. Grewal, T.S. Introduction to Accounting. S. Chand & Company, New Delhi
3. Narayanaswamy, R., Financial Accounting - A Managerial Perspective, Prentice Hall of India, New Delhi.
4. Gupta, Ambrish, Financial Accounting for Management: An Analytical Perspective, Pearson Education, New Delhi.
5. Maheswari & Maheswari, Accounting for Managers, Vikas Publishing, New Delhi.
6. Anthony, Robert N. et al. Accounting: Text and cases, Tata McGraw Hill, New Delhi
7. Bhattacharya, Ashish K. Financial Accounting for Business Managers. Prentice Hall of India.
8. Khan, M.Y. and Jain, P.K. Financial Management, Text, Problems & Cases. Tata McGraw Hill Company, New Delhi



Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-II
(Examinations to be held in May 2023, 2024 and 2025)
Multidisciplinary Course

Course Code: UMDBBT 203

Credits – 3

Maximum Marks – 75

Duration of Examination: 3 hours

Course Title: Entrepreneurship Development

Total No. of Lecture: Theory: 45 hours

Objective:

The course aims to introduce the fundamental concepts of issues and challenges in context of entrepreneurship to encourage and promote entrepreneurship among the young business leaders who aspire to be successful business *entrepreneurs*

UNIT-I

Entrepreneurship: Nature, meaning and concept of Entrepreneurship; Entrepreneurial Traits, Characteristics and Skills; Classification of Entrepreneurs, Growth of Entrepreneurs, Nature and Importance of Entrepreneurs, Entrepreneurial decision process.

UNIT-II

Entrepreneurship Development: Entrepreneurship environment, Entrepreneurship training and development, Role of Innovation in Entrepreneurship; Project management and financial analysis, budget and planning.

UNIT-III

Regulatory and Institutional Support : Role of central government and J&K government in promoting entrepreneurship, Introduction to various incentives, Subsidies and grants - Fiscal and non-fiscal concessions available, Role and contribution of various developmental and financial Institutions for entrepreneurship development

UNIT-IV

Entrepreneurial Environment and Family Business: Entrepreneurship and Socio-Economic Development; Role of entrepreneur in economy. Factors Influencing Entrepreneurship; Management of Family Business, Family Management Practices, Issues and Problems in Family Business, Contemporary Family Business Strategies.

Note for Paper Setter :

Each course shall be comprised of Mid Semester Assessment Test and End-Semester Examination. The responsibility of conduct and evaluation of the Mid Semester Assessment test lies with the Course Coordinator. The Mid Semester Assessment marks awarded to the students in each course shall be displayed on the notice board well in advance, at least one week before the commencement of End Semester examination. The End Semester Examination shall be conducted by the University and question papers shall be got set by the Controller of Examinations.



Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-II
(Examinations to be held in May 2023, 2024 and 2025)
Multidisciplinary Course

Course Code: UMDBBT 203
Credits – 3
Maximum Marks – 75
Duration of Examination: 3 hours

Course Title: Entrepreneurship Development
Total No. of Lecture: Theory: 45 hours

Scheme for examination

	Time Allotted	Total Marks 75
Mid-term assessment Test	1 ½ hours	15
External End semester examination shall consist of: <i>Section A:</i> Four (4) short answer questions representing all units/ syllabi i.e. one question from each unit. Each question shall be 3 marks (All Compulsory) <i>Section B:</i> Eight (8) long answer questions (four to be attempted) representing whole of the syllabi i.e. two questions from each unit. Each question shall be of 12 marks.	3 hours	60

Suggested Readings:

1. Dynamics of Entrepreneurial Development and Management, Vasant Desai Himalaya Publishing.
2. Entrepreneurship, Cynthia L. Greene, Cengage Learning, New Delhi
3. Entrepreneurship, Madhurima Lal and Shikha Sahai, Excell Books, New Delhi
4. Entrepreneurship, Rajeev Roy, Oxford University Press



Syllabi of BBA at FYUP under CBCS as per NEP-2020

**Semester-II
(Examinations to be held in May 2023, 2024 and 2025)
Skill Course**

Course Code: USEBBT 204

Credits – 2

Maximum Marks – 50

Duration of Examination: 2 ½ hours

Course Title: Goods And Services Tax

Total No. of Lecture: Theory: 30 hours

Objective:

The course aims to Understand the concept of Liability and Payment of GST. This course helps to acquire skill of preparing of GST Returns

UNIT-I

Concept and types of Indirect Tax; Right to impose indirect tax by Centre (Union)/State and Union Territory Governments before and after 101st Amendment of the Constitution of India; Introduction of GST in India; Definition - Supply, Aggregate Turnover, Person, Business, Appropriate Government, Mixed Supply, Composite Supply, GSTN, GSTIN, E-Commerce Input Tax Credit etc. Types of GST:- CGST,SGST/UTGST,IGST ; Levy and Collection of GST.

UNIT-II

Registration under GST : Persons liable to get registered, Compulsory Registration, Registration Procedure, Reverse Charge Mechanism, Composition Scheme and assessment under composition scheme; Zero rated supply; Exemption from GST, GST tax rate.

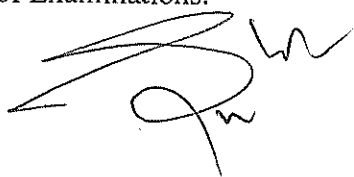
Various Documents under GST- Tax Invoice, Bill for Supply, Debit Note, Credit Note, Payment Voucher, Receipt Voucher, E-way bill, HSN Code and SAC Code.

UNIT-III

Assessment and Administration of GST - Types of GST Returns, Types of Assessment & Assessment Procedures, Role and Functions of GST Council, Tax Authorities and their powers; Tax deduction at Source & Tax Collection at Source, Refund of Tax.

Note for Paper Setter :

Each course shall be comprised of Mid Semester Assessment Test and End-Semester Examination. The responsibility of conduct and evaluation of the Mid Semester Assessment test lies with the Course Coordinator. The Mid Semester Assessment marks awarded to the students in each course shall be displayed on the notice board well in advance, at least one week before the commencement of End Semester examination. The End Semester Examination shall be conducted by the University and question papers shall be got set by the Controller of Examinations.



Syllabi of BBA at FYUP under CBCS as per NEP-2020

Semester-II
(Examinations to be held in May 2023, 2024 and 2025)
Skill Course

Course Code: USEBBT 204

Credits – 2

Maximum Marks – 50

Duration of Examination: 2 ½ hours

Course Title: Goods And Services Tax

Total No. of Lecture: Theory: 30 hours

Scheme for examination

	Time Allotted	Total Marks 50
Mid-term assessment Test	1 ½ hours	10
External End semester examination shall consist of: <i>Section A:</i> Four (4) short answer questions representing all units/ syllabi i.e. one question from each unit. Each question shall be 2 ½ marks (All Compulsory) <i>Section B:</i> Six (6) long answer questions (three to be attempted) representing whole of the syllabi i.e. two questions from each unit. Each question shall be of 10 marks.	2 ½ hours	40

Suggested Readings:

1. Ahuja, Girish, Gupta Ravi, GST & Customs Law.
2. Babbar, Sonal, Kaur, Rasleen and Khurana, Kritika. Goods and Service Tax (GST) and Customs Law. Scholar Tech Press.
3. Bansal, K. M., GST & Customs Law, Taxmann Publication.
4. Singhania, Vinod K. and Singhania Monica. Students' guide to Income Tax. University Edition. Taxmann Publications Pvt Ltd., New Delhi.

