



# ST. VINCENT PALLOTTI COLLEGE OF ENGINEERING & TECHNOLOGY, NAGPUR

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

## Scheme of Examination & Syllabus 2026-27

### BACHELOR OF BUSINESS ADMINISTRATION

#### I SEMESTER

Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation		
						CA	ESE	Total
26BBA101T	Principles of Management	3	-	-	3	40	60	100

Course Objectives	Course Outcomes
<p><b>This course is intended</b></p> <ul style="list-style-type: none"> <li>To introduce students to fundamental management concepts and functions</li> <li>To develop understanding of human behavior in organizations</li> <li>To build managerial thinking, leadership orientation, and ethical awareness</li> </ul>	<p><b>Students will be able to</b></p> <ol style="list-style-type: none"> <li>Explain the fundamental principles, functions, and evolution of management thought.</li> <li>Apply managerial functions (planning, organizing, staffing, directing, controlling) in business situations</li> <li>Analyze individual and group behaviour in organizational settings</li> <li>Demonstrate understanding of leadership styles, motivation theories, and communication processes.</li> <li>Evaluate managerial decision-making processes using behavioural concepts</li> <li>Develop ethical and professional managerial perspectives aligned with organizational goals</li> </ol>

#### Unit I

[9 Hrs]

**Introduction to Management** : Concept, nature, scope, and significance of management, Management as science, art, and profession, Levels of management, Roles and skills of managers, Evolution of management thought (Classical, Neo-classical, Modern approaches)

#### Unit II

[11 Hrs]

**Functions of Management**: Planning: meaning, process, types of plans, Organizing: authority, responsibility, delegation, decentralization, Staffing: manpower planning, recruitment, selection, training, Directing: leadership, motivation, supervision, communication, Controlling: meaning, process, techniques

#### Unit III

[7 Hrs]

**Behavioral Process in Organizations**: Individual behavior: personality, perception, attitudes, Learning and motivation theories (Maslow, Herzberg, McGregor), Job satisfaction and morale

#### Unit IV

[9 Hrs]

**Group Dynamics and Leadership** : Groups: formation, types, group behavior, Team building and conflict management, Leadership: styles, theories, traits, Managerial effectiveness

#### Unit V

[9 Hrs]

**Contemporary Management Issues** : Ethics and values in management, Corporate Social Responsibility, Emotional Intelligence, Emerging trends in management--

#### Text Books

Sr. No.	Title	Authors	Edition	Publisher
1	Principles & Practice of Management	L. M. Prasad	Latest Edition	Sultan Chand & Sons
2	Principles of Management	P.C. Tripathi & P.N. Reddy	Latest Edition	Tata McGraw Hill Education

#### Reference Books

Sr. No.	Title	Authors	Edition	Publisher
1	Essentials of Management	Koontz & O'Donnell	Latest Edition	Tata McGraw
2	Principles of Management	V.S.P. Rao	Latest Edition	Himalaya Publishing House
3	Management: A Global Perspective	Harold Koontz	Latest Edition	McGraw Hill

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Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation		
						CA	ESE	Total
26BBA102T	Human Psychology	3	-	-	3	40	60	100

Course Objectives	Course Outcomes
<p><b>This course is intended</b></p> <ul style="list-style-type: none"> <li>The objective of this course is to provide students with a comprehensive understanding of fundamental psychological concepts, including intelligence, attention, perception, personality, attitude, stress, and anxiety.</li> <li>The course aims to equip students with the theoretical knowledge and practical skills necessary to describe, explain, analyze.</li> <li>And apply psychological principles to understand human behaviour and mental processes in diverse contexts.</li> </ul>	<p><b>Students will be able to</b></p> <ol style="list-style-type: none"> <li>Apply concepts of psychology and intelligence to interpret human behavior in various contexts.</li> <li>Apply principles of attention and perception to evaluate how individuals process information and respond to their environment.</li> <li>Analyze various theories and types of personality to determine their influence on individual differences and behavior.</li> <li>Apply and Analyze the concept of attitude to examine how attitudes are formed, changed, and influence behavior in personal and social settings</li> <li>Evaluate the concepts of stress and anxiety to determine their psychological impact and propose appropriate coping strategies.</li> </ol>

#### Unit I

[11 Hrs]

**Introduction to Psychology & Intelligence:** Definition of Psychology, Features and Evolution of Psychology, Foundation of Individual Behaviour: Personal factors, Psychological factors, Organizational systems and resources and environmental factors. Models of Individual Behaviour. Intelligence: Nature and types of Intelligence, Theories of Intelligence, Factors influencing intelligence, Concept of Emotional intelligence Dimensions of emotional intelligence

#### Unit II

[7 Hrs]

**Perception:** Tappers and Listeners Experiment, Attention, Meaning of perception, Perceptual process, Perception Biases, Stereotypes.

#### Unit III

[11 Hrs]

**Personality:** Concept and nature of personality, Shaping of personality, Determinants of personality, Personality structure- Big five personality model & Myers- Briggs Indicator. Type A & Type B personality, Concept of Self Efficacy, Self Esteem, Self- Monitoring. Need for Achievement, Power and Affiliation

#### Unit IV

[9 Hrs]

**Attitude:** Concept and nature of Attitude, Components of Attitude, Formation of Attitude, Classical Conditioning, Operant conditioning & Reinforcement Theory, Changing Attitudes, Cognitive Dissonance & Functions of Attitude.

#### Unit V

[7 Hrs]

**Stress and Wellbeing:** Concept of stress, Stress Experience, Sources of stress, Consequences of stress, Eustress, Anxiety, Rational Emotive Therapy, and Stress Management.

#### Text Books

Sr. No.	Title	Authors	Edition	Publisher
1	A Concise Textbook of Human Psychology	R. Palpandian	Latest Edition	B. Jain Publishers
2	Psychology: The Study of Human Behaviour	B. K. Mishra	Latest Edition	PHI Learning Pvt. Ltd.

#### Reference Books

Sr. No.	Title	Authors	Edition	Publisher
1	Introduction to Psychology	Ernest R. Hilgard	Latest Edition	Wadsworth
2	Discovering Psychology	Don H. Hockenbury	Latest Edition	Worth Publishers
3	Advanced General Psychology	Arun Kumar Singh	Latest Edition	Motilal

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#### I SEMESTER

Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation		
						CA	ESE	Total
26BBA103T	Business History	3	-	-	3	40	60	100
Course Objectives				Course Outcomes				
<b>This course is intended</b> <ul style="list-style-type: none"> <li>To develop an understanding of how major historical events have shaped global and Indian business environments</li> <li>Enabling students to analyze the intersection of business with economic, political, and technological changes</li> </ul>				<b>Students will be able to</b> <ol style="list-style-type: none"> <li>Identify key global economic changes caused by the World Wars, and explain the ripple effects of the Great Depression on global business.</li> <li>Describe how geopolitical rivalries influenced economic structures, and analyse the rise of multinational corporations in the post-war period.</li> <li>Examine the effects of liberalization and tech globalization, and analyse the Subprime Crisis and its impact on global regulatory practices</li> <li>Understand and assess how modern technologies, pandemic-driven innovation and resilience reshape business landscapes.</li> <li>Trace India's business evolution from ancient to modern times, and explain the impact of political and policy shifts on Indian economy</li> </ol>				

**Unit I: Global Business Shifts – 1914 to 1945:** WWI: Changes in production, trade, and economic alliances, The Great Depression: Collapse of businesses, financial systems, WWII: War industries, global supply disruptions, and the emergence of state capitalism  
[7 Hrs]

**Unit II: Cold War and Economic Reorientation – 1945 to 1990:** Capitalist vs. Socialist economic models, Marshall Plan and post-war recovery, Rise of multilateral institutions: IMF, World Bank, GATT, Oil shocks and economic restructuring, Global supply chain evolution and MNCs' emergence  
[11 Hrs]

**Unit III: Globalization and Financial Crises – 1990 to 2010:** Fall of USSR and opening of global markets, Y2K, tech boom, and offshoring, 2008 Subprime Mortgage Crisis: Causes, corporate collapses, and global implications  
[7 Hrs]

**Unit IV: Disruption and Reinvention – 2010 Onwards:** Industry 4.0: AI, robotics, digital transformation, COVID-19: Business continuity, WFH culture, crisis management, Rise of ESG investing and purpose-driven business, Generative AI and future business models  
[9 Hrs]

**Unit V: Business History in India – From Pre-Colonial to Present:** State of the Indian Economy before British Raj, Colonial deindustrialization, Drain of Wealth theory, Five- Year Plans and mixed economy, Nationalization and License Raj, Liberalization and India's economic boom, Indian start-up ecosystem and digital economy  
[11 Hrs]

#### Text Books:

Sr.No.	Title	Authors	Edition	Publisher
1	A Business History of India	Tirthankar Roy	Latest Edition	Cambridge University Press
2	Business History of India	Chittabrata Palit	Latest Edition	Kalpaz

#### Reference Books:

Sr.No.	Title	Authors	Edition	Publisher
1	Business History	Andrea Colli	Latest Edition	Routledge
2	The Concise Oxford History of Indian Business	Dwijendra Tripathi	Latest Edition	Oxford University Press
3	The Corporation that Changed the World	Nick Robbins	Latest Edition	Pluto Press

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#### I SEMESTER

Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation		
26BBA104T	Business Mathematics	3	-	-	3	CA	ESE	Total
						40	60	100
Course Objectives		Course Outcomes						
<b>This course is intended</b> <ul style="list-style-type: none"><li>This course aims to equip students with foundational mathematical concepts and techniques essential for solving practical business problems.</li><li>Students will develop the ability to interpret and apply set theory, ratios, discounts, interest calculations, probability, and linear programming models to optimize decision-making in business contexts.</li></ul>		<b>Students will be able to</b> <ol style="list-style-type: none"><li>Describe and explain the fundamental concepts of sets, ratios, and proportions</li><li>Calculate profit, loss, and discounts accurately (Apply)</li><li>Calculate interest and annuity problems effectively (Apply)</li><li>Analyse and choose the correct counting methods for given situations (Analyse)</li><li>Evaluate the applicability of LPP in optimising business operations (Evaluate)</li></ol>						

**Unit I: Ratio Proportion and Set theory:** Set Theory- Introduction, Definition of Set, Representation of a Set, Types of Sets, Equality of Sets, Subset of a Set, Union of Sets, Intersection of Sets, Disjoint Sets, Universal Set, Complement of a Set, Difference of Sets, Venn Diagram, Application of Set. Ratio, Proportion and Percentage - Ratio- Definition, Continued Ratio, Inverse Ratio, Proportion, Continued Proportion, Direct Proportion, Inverse Proportion, Percentage- Meaning and Computations of Percentages. **[11 Hrs]**

**Unit II: Profit and Loss:** Terms and Formulae, Trade discount, Cash discount, Problems involving cost price, Selling Price, Trade discount and Cash Discount, partnership **[7 Hrs]**

**Unit III: Simple and Compound Interest:** Simple Interest, Compound interest (reducing balance & Flat Interest rate of interest), nominal and effective rate of interest, Problems, Introduction to concept of annuity, Basic numerical on annuity, present value, depreciation **[11 Hrs]**

**Unit IV: Permutation and Combination:** Permutations of 'n' dissimilar objects taken 'r' at time (with or without repetition), Combinations of 'r' objects taken from 'n' objects, problems, Applications. **[7 Hrs]**

**Unit V: Linear Programming:** Meaning of Linear Programming, Requirements for a Linear Programming Problem, Basic Assumptions of Linear Programming, Uses and Limitations of Linear Programming, Linear Functions and Linear Equations General Formulation of LPP, Mathematical Formulation of Linear Programming Problems, Solutions of LPP **[9 Hrs]**

#### Text Books:

Sr. No.	Title	Authors	Edition	Publisher
1	Business Mathematics	Dr Padmalochan Hazarika	Latest Edition	S. Chand Publications
2	Business Mathematics	S P Rajagopalan	Latest Edition	McGraw Hill

#### Reference Books:

Sr.No.	Title	Authors	Edition	Publisher
1	Business Mathematics	Kashyap Trivedi	Latest Edition	Pearson
2	Business Mathematics	NG Das & JK Das	Latest Edition	McGraw Hill

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Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation		
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26BBA105P	Communication Skills	1	-	2	2	50	50	100

Course Objectives	Course Outcomes
<p><b>This course is intended</b></p> <ul style="list-style-type: none"> <li>To develop effective verbal and non-verbal communication skills</li> <li>To improve public speaking and presentation skills</li> <li>To enhance competency of communication among learners and prepare them for effective workplace communication</li> </ul>	<p><b>Students will be able to</b></p> <ol style="list-style-type: none"> <li>Implement essential language skills- listening, speaking, reading, and writing</li> <li>Demonstrate the techniques of effective Presentation Skills</li> <li>Evaluate and apply the effective strategies for Group Discussions</li> <li>Effectively implement the comprehensive principles of Written communication.</li> </ol>

#### Practical 1: Speaking Skills

This practical will cover the following topics: Effective communication techniques, Role of paralinguistic features viz. pronunciation, stress, intonation and rhythm, meeting people, asking questions, types of barriers and techniques to overcome them.

[3 Hrs]

#### Practical 2: Listening Skills

This practical will cover the following topics: Listening Comprehension, active listening, reasons for poor listening, traits of a good listener, and barriers to effective listening

[2 Hrs]

#### Practical 3: Reading

This practical will cover the following topics: Reading Comprehension: types and strategies

[2 Hrs]

#### Practical 4: Presentation Skills: Orientation & Practice Session

This practical will cover the following topics: Introduction to professional presentation skills, planning the content, effective delivery, aspects of non-verbal communication, visual Designing, tips for effective presentations

[3 Hrs]

#### Practical 5: Presentation Skills: Mock

[3 Hrs]

#### Practical 6: Group Discussions: Practice

This practical will cover the following topics: types of group discussion and strategies for effective group discussion

[2 Hrs]

#### Practical 7: Group Discussions: Mock

[2 Hrs]

#### Practical 8: Writing Practices-1

This practical will cover the following topic: Vocabulary building

[2 Hrs]

#### Practical 9: Writing Practices-2

This practical will cover the following topics: Paragraph structures, Note-making

[2 Hrs]

#### Practical 10: Writing Practices-3

This practical will cover the following topic: Academic Correspondence

[2 Hrs]

#### Text Books

Sr. No.	Title	Authors	Edition	Publisher
1	Communication Skills	Sanjay Kumar and Pushp Lata	Latest Edition	Oxford University Press
2	Practical English Usage	Michael Swan	Latest Edition	OUP. Publications

#### Reference Books

Sr. No.	Title	Authors	Edition	Publisher
1	Remedial English Grammar	F.T. Wood	Latest Edition	Macmillan
2	On Writing Well	William Zinsser	Latest Edition	Harper Resource Book

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Course Code	Course Name	Th	Tu	Pr	Credits	Evaluation		
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26BBA106T	Environmental Management	3	-	-	3	50	50	100

Course Objectives	Course Outcomes
<p><b>This course is intended</b></p> <ul style="list-style-type: none"> <li>The course introduces key environmental concepts relevant to business.</li> <li>Promotes awareness of sustainability and legal frameworks in India.</li> <li>Fosters understanding of ecological and social interactions.</li> <li>Equips students to apply environmental thinking to real-world and business challenges.</li> </ul>	<p><b>Students will be able to</b></p> <ol style="list-style-type: none"> <li>Understand the basic concepts of ecosystem, biodiversity, and environmental issues.</li> <li>Learn practical approaches to waste management and its significance in India.</li> <li>Analyze environmental clearance processes and relevant Indian laws.</li> <li>Evaluate social and developmental issues affecting the environment and public health.</li> <li>Apply sustainability concepts and public rights in environmental problem-solving.</li> </ol>

**Unit I: Introduction to Environment and Ecosystems:** Meaning, Scope, and Importance of Environment Management, Ecosystem: Structure, Function, and Types, Biodiversity: Value, Threats, and Conservation, Types of Environmental Pollution: Air, Water, Soil, Noise, Conservation of Natural Resources (Forest, Water, Energy) **[9 Hrs]**

**Unit II: Waste Management in India:** Overview of Waste Management: Types of Waste, Municipal Waste, Industrial Waste, and Electronic Waste, Sustainable Waste, Disposal Methods: Composting, Recycling, Landfills, E-Waste, Role of Business in Waste Management **[7 Hrs]**

**Unit III: Environmental Governance and Legal Framework:** Industrial Pollution and Environmental Impact, Environmental Impact Assessment (EIA): Procedure and Importance, Environmental Clearance in India, Role and Powers of National Green Tribunal (NGT), Environmental Audit vs. EIA, Legal Case: POSCO Steel Plant **[11 Hrs]**

**Unit IV: Social and Health Issues in Environment Management:** Displacement due to Dams and Industrial Projects, Narmada Dam Case: Socio-environmental Perspectives, Environment and Human Health: Pollution-related Diseases, Role of NGOs in Environmental Protection, Community Participation in Environmental Movements **[7 Hrs]**

**Unit V: Contemporary Concerns and Sustainable Development:** Bhopal Gas Tragedy: Lessons for Industry and Policy, Climate Change, Global Warming, and Carbon Footprint, Consumerism and Environmental Waste, Public Awareness: Plastic Ban, Eco-labeling, Clean India Campaign (Swachh Bharat Abhiyan), Sustainable Development & Triple Bottom Line (People, Planet, Profit), Public Rights: RTI (Right to Information) and PIL (Public Interest Litigation) in Environmental Cases. **[11 Hrs]**

#### Text Books

Sr.No.	Title	Authors	Edition	Publisher
1	Environmental Studies	R. Rajagopalan	Latest Edition	Oxford University Press
2	Environmental Studies	Dr. Vijay Kumar Tiwari	Latest Edition	Himalaya Publishing

#### Reference Books

Sr.No.	Title	Authors	Edition	Publisher
1	Environmental Management	N.K. Uberoi	Latest Edition	Excel books
2	Environmental Management	G.N. Pandey	Latest Edition	Vikas Publishing house

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