

**SCHEME OF EXAMINATION**  
**&**  
**SYLLABI**  
**of**  
**BACHELOR OF BUSINESS ADMINISTRATION**  
**for**  
**First to Sixth Semester**  
**(w.e.f. 2010 – 2013 Academic Session)**

**Eastern Institute of Integrated Learning in  
Management University  
Jorethang, Sikkim**

**SCHEME OF EXAMINATIONS**  
**BACHELOR OF BUSINESS ADMINISTRATION PROGRAMME**  
**First Semester Examination**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA - 101</b>	Principles of Management	4 T	3
<b>BBA - 102</b>	Micro Economics	4 T	3
<b>BBA - 103</b>	Financial Accounting	4 T	3
<b>BBA - 104</b>	Introduction to Computers	2 T 2 P	5
<b>BBA - 105</b>	Introduction to Business Maths	4 T	3

**Second Semester Examination**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA - 201</b>	Organization Behaviour	4 T	3
<b>BBA - 202</b>	Macro Economics	4 T	3
<b>BBA - 203</b>	Cost Accounting	4 T	3
<b>BBA - 204</b>	Data Communication & Networks	4 T	3
<b>BBA - 205</b>	Business Statistics	4 T	3

**Third Semester Examination**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA - 301</b>	Human Resource Management	4 T	3
<b>BBA - 302</b>	Indian Economy	4 T	3
<b>BBA - 303</b>	Management Accounting	4 T	3
<b>BBA - 304</b>	Data Base Management System	2 T 2 P	5
<b>BBA - 305</b>	Marketing Management	4 T	3

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**Fourth Semester Examination**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA - 401</b>	Business Communication	4 T	3
<b>BBA - 402</b>	Business values and Ethics	4 T	3
<b>BBA - 403</b>	Financial Management	4 T	3
<b>BBA - 404</b>	Management Information System	2 T 2 P	5
<b>BBA - 405</b>	Introduction to Production Management	4 T	3

**Fifth Semester Examination**

**Common Papers :**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA - 501</b>	Business Environment	4 T	3
<b>BBA - 502</b>	Business Law	4 T	3

**Specialization Papers :**

**Human Resource**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA/ HR – 503</b>	Personal Management	4 T	3
<b>BBA/ HR – 504</b>	Managing Change through Organizational Development	4 T	3
<b>BBA/ HR – 505</b>	Human Resource Planning & Development	4 T	3

**Information Technology :**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA / IT – 503</b>	Information Technology in Management	4 T	3
<b>BBA / IT – 504</b>	Computer Networks	4 T	3
<b>BBA / IT – 505</b>	Fundamental of E Commerce	4 T	3

**Finance :**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA / FM – 503</b>	Advance Management Accounting	4 T	3
<b>BBA / FM – 504</b>	Introduction to Corporate Finance	4 T	3
<b>BBA / FM – 505</b>	Management of Financial Services	4 T	3

**Marketing :**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA / MM – 503</b>	Advertising & Sales Promotion Management	4 T	3
<b>BBA / MM – 504</b>	Marketing of Services	4 T	3
<b>BBA / MM – 505</b>	Marketing Planning	4 T	3

**International Business :**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA / IB – 503</b>	Indian Foreign Trade	4 T	3
<b>BBA / IB – 504</b>	International Business Mangement	4 T	3
<b>BBA / IB – 505</b>	International Business Environment	4 T	3

Summer Training will be compulsory for the entire students after completion of 5<sup>th</sup> Semester exams.

## Sixth Semester Examination

### Common Papers

Code No.	Paper	L T/P	Credits
BBA – 601	Business Policy and Strategic Management	4 T	3
BBA – 602	Quality management Principles	4 T	3

### Human Resource

Code No.	Paper	L T/P	Credits
BBA/ HR – 603	Compensation Management	4 T	3
BBA/ HR – 604	Labour Laws	4 T	3
BBA/ HR – 605	Project	4 T	5

### Information Technology

Code No.	Paper	L T/P	Credits
BBA / IT – 603	E-Information System in Business System	4 T	3
BBA / IT – 604	System Analysis and Design	4 T	3
BBA / IT – 605	Project	4 T	5

### Finance

Code No.	Paper	L T/P	Credits
BBA / FM – 603	International Financial System	4 T	3
BBA / FM – 604	Introduction to Security Analysis & Portfolio Management	4 T	3

<b>BBA / FM – 605</b>	Project	4 T	5
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**Marketing :**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA / MM – 603</b>	Consumer Behaviour	4 T	3
<b>BBA / MM – 604</b>	Sales & Distribution Management	4 T	3
<b>BBA / MM – 605</b>	Project	4 T	5

**International Business :**

<b>Code No.</b>	<b>Paper</b>	<b>L T/P</b>	<b>Credits</b>
<b>BBA / IB – 603</b>	Export Import Procedure and Documentation	4 T	3
<b>BBA / IB – 604</b>	International Marketing	4 T	3
<b>BBA / IB – 605</b>	Project	4 T	5